

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 8, 1905

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Twenty-seven companies! We have a portion of each company's stock pooled in a trust for the protection of stockholders, and in case of failure in any company you are reimbursed from the trust fund of a successful company. The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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JAPANESE ARMY SURGEONS.

It is already manifest that the United States and other countries can learn and indeed are learning a great deal from the Japanese about the care and management of troops in time of war. The problem of feeding and maintaining a large army in the field is one of the most important. It is not alone the bullets or the bayonets of the enemy that are to be feared. Sickness and disease among the soldiers decimate the ranks and make many of them unfit to fight when the actual encounter occurs. Statistics show that more troops die from disease than from wounds inflicted during hostilities. Some say that the ratio is as four to one, but if it is half that or if the ratio be as low as one to one it is a matter deserving the closest attention. A recent article in the Outlook written by Major Seaman, a United States army surgeon, shows how the Japanese made a point of this and made it serve their purpose to the very best advantage. They knew before they commenced to fight that Russia had more available men than Japan.

One of the secrets of Japanese success in their present war with Russia is that they were prepared. They had been several years getting ready and their plans were most intelligently made. Their physicians and surgeons studied the problems of how to make the largest proportion of the troops available for actual fighting purposes. When the war actually came, the army surgeons were very much in evidence. They go ahead and select a place for camp where the conditions are most favorable and where liability to sickness will be least. They make this their special business and their recommendations are accepted. The rules and regulations the physicians lay down are observed. The result is that the

loss of efficiency from sickness in the Japanese army has been reduced to less than one per cent. In this way, in the long run, one Japanese soldier is as good as four Russians. Special care is taken likewise of the wounded and the consequence is that in a wonderfully short time the men are back in the ranks fighting as before. What Japan has accomplished in this respect has attracted the favorable attention of the military authorities in every nation. They have set an example which others will follow and the mortality in war will be correspondingly reduced.

Some interesting experiments have been made to ascertain what wood lasts longest. It was found that birch and aspen decayed in three years, willow and chestnut in four years, maple and red beech in five years and elm and ash in seven years. Oak, Scottish fir and Weymouth pine decayed to the depth of half an inch in seven years; larch and juniper were uninjured at the end of the seven years. In situations so free from moisture that they may be practically called dry, the durability of timber is unlimited. The roof of Westminster Hall, London, is more than 450 years old.

Hon. Andrew D. White says, as a result of observation and reflection during a long life touching public men and measures in wide variety, that he would desire for the country three things above all others to supplement American civilization: From Great Britain her administration of criminal justice; from Germany her theater; and from any or every European country, save Russia, Spain and Turkey, its government of cities.

In New York the other day a woman was having a reception. Her little girl, who had escaped the nurse, had been exploring the street, and when the reception was at its height she rushed into the room holding by its tail a cat that had been run over and killed by a street car. The guests were horrified at the sight and everyone turned upon the child. The little girl looked up at her mother with an expression of great sadness in her face and said: "Look, mother, a perfectly good cat wasted!"

The decision of the United States Supreme Court in the beef trust case shows conclusively that the Government has power to curb the giant corporations and as it has the power the people will demand that the Government use it.

A magazine entitled "How to Make Money," launched a few months ago, has gone to the wall. The publishers evidently didn't know how.

GENERAL TRADE REVIEW.

The record of the week is a steady increase in values in nearly all leading stocks, with a steady demand for both investment and speculative buying. This advance has continued so long that a speculative reaction would seem to be about due, but signs are not yet apparent of any interruption in the course of values. It is noticeable that ordinary causes of disturbance, such as talk of rate wars and of an extra session of Congress to regulate traffic, etc., ordinarily enough to bring reaction, all pass unnoticed. A significant feature of the situation is that the strongest advances are in the highest priced securities, showing the utmost confidence in the permanence of the movement for railway expansion in many of the greatest systems. As indicating the readiness of the public to come into any movement giving even moderate assurances of profit, the \$75,000,000 refunding bonds offered by the Southern Pacific were sold in two hours, and double the amount could have been placed in the day. This is accounted the most remarkable bond success ever reported in Wall Street, and indicates that an abundance of money is looking for employment in anything which depends on the continued prosperity of the country for the assurance of even a moderate rate of profit.

Money continues easy and plentiful at the great centers, the heavy shipments of gold being much more than offset by the influx from the West and South. The demand for gold is so heavy that the supply of bars is inadequate, many large shipments consisting of coin. The present movement bids fair to exceed any of the kind in many years past.

The encouraging features in the manufacturing world continue with few exceptions. The demand for iron and steel products is so great that considerable premium is offered for certain stages of manufacture. While wool has continued high and scarce the mills report the successful disposal of their initial lines and the outlook is exceptionally favorable. Cotton is slow in getting into normal conditions, but prospects are steadily improving. The least favorable outlook is in the delay in placing orders for footwear on account of increased prices, and if the delay continues much longer it will result in considerable idle machinery.

Jackson Patriot: Edwin H., son of W. W. Snow, who began selling shoes on the road last summer for the Charles Case Manufacturing Co., of Boston, has been made manager of the selling department of the factory at Worcester, Mass.

THE NEED FOR MEN.

What the Mercantile World Needs Most of All.

The strenuousness of the age in which we are living is exemplified in the mercantile field as well as in other channels of energy. Progress, development and evolution are apparent to the most casual observer and the merchant who closes his eyes to these facts and dreams of security in present attainments will soon find himself shoved to one side, while the restless, ambitious, thoughtful, progressive procession passes on to new fields of endeavor. The man who stops to enquire why the former days were better than these will surely lose his place in the march of progress, because the right-thinking, ambitious man knows the former days were not better than these, and when the foolish man who asks this question receives the same answer given those pessimists of ancient times his way is made more difficult because of the dust stirred up by the ever on-sweeping tramp of the progressive host, and he then takes his place with the "has beens" of the commercial world.

The qualifications for a successful mercantile career are more exacting to-day than ever before in the history of the world. The weakling, physically, mentally or morally, has no place in the economy of the present commercial ethics. Endurance, mastery over self, iron nerve and unconquerable power of will must all be handmaids of the man entering the arena of mercantile struggle in this age if success is to be attained. The simple life is all very beautiful in theory, and would to God conditions were such that it were practical in every channel of existence; but, alas, the age demands that a man give of himself if he would bless his day and generation by having lived in it. If we had larger power of vision doubtless we could see that this is the better way, leading up to the highest development of the human race. The history of the world is the history of the progress to better things. Not the best, not the ideal, but still to better conditions, and through human agencies worked upon by unconscious Divine influences; and this brings me to the crux of the whole matter relating to the phrase, "The Need for Men."

I am asked to consider these words from the standpoint of a merchant. "A man is a man for a' that," viewed from any point of vision, provided the onlookers have the same convictions as to the dignity and possibilities of the man, his origin and destiny. I should feel guilty did I not send forth in no uncertain way my deepest convictions as to the responsibility resting upon each one of us to make the most of our lives as we live them from day to day. Not from Sunday to Sunday, but from day to day. The mercantile world demands men who believe in Providence—in God; who believe in him as the creator of all things and as the ruler of the created worlds; who believe in the Fatherhood of God;

that this thing we call life is a spark of the Eternal Life, and that its richest attainments can only be reached by bringing that life into harmony with the Divine Life. Doctor Lyman Abbott has lately been telling the world what he thinks God is. Dr. Abbott is a philosopher and a great man in his line, but he meets the same fate all wise men and philosophers have met in all ages when attempting to define God. "Who can define or limit or apprehend the power above or over us?" How puerile to seek to know the unknowable! The useless speculations and so-called "new theories" of man about God are as old as the human race. Those of us who hold the old faith have no need to worry about these speculations. The faith based upon the life and death of Christ, assimilated and

we are living and people of all classes demand that religion shall be practical and full of common sense and supply the hunger that is within them for better things. Formal theological treatises on the doctrines of revealed religion will never draw the masses. It is the man Jesus, held up to struggling humanity, in His sympathy, His love, His exhortation to unselfish service to others, that will draw men unto him. One sometimes feels the fundamental teachings of the Savior are only theoretically taught and accepted by the churches. We are led to these conclusions by carefully reading all the utterances of our Savior while he was on earth and then looking into the churches and seeing the conditions existing there. I appreciate the grand work carried on by the church for

be explained by the teachings of the Master Himself, because before His advent into the world history does not record this tendency of any people. The world is growing better and will continue to grow better until the teachings of the Savior shall dominate the whole earth. I have spoken of the demands of modern mercantile life as being great and exacting. It is all true. However, as a compensation for this condition there never was a time when opportunity was so great or compensation so liberal to the right kind of men. You have gathered my views as to the principles that should actuate a man if he be thoroughly qualified for responsibility. Given good health, good constitution, right principles and unconquerable will, there is no reasonable attainment beyond the reach of any young man in the mercantile world. "It is better to be born poor than to be born rich." We are so created that character is only made strong by battling with adverse winds, and this battling must be done with the persevering determination to sweep obstacles from the path of progress, and each battle fought, each victory gained makes the next one more assured. Young men, do you know there never were such opportunities in the mercantile world as are before you to-day? The young man who is trying to follow the teachings of Jesus Christ, who thinks, who plans, who works, who denies himself, who lives not meanly but economically, who prays, who takes his Creator into partnership, can not fail of success. Remember success is not measured by dollars and cents. Remember it is not being on the invitation list of the self-constituted leaders in the social world.

Why do I say that there never was such an opportunity for young men in the mercantile world as now? Well, because business is being done on a different scale from that of the past. The volume under one management to-day is of such proportions that responsibility must be placed upon many shoulders. Great aggregations of capital cover fields of energy to-day which were not dreamed of twenty years ago. The successful conduct of these enterprises calls for trained, well-disciplined men by the thousand. The great shortage of young men of right principles and ambitions is a constant theme of conversation when business men are telling each other of their troubles. When the head of a business observes a young man who is prompt, studious, working as if the business were a part of himself, cautious, watchful, giving more thought as to how he can best serve his employer than as to the amount of his salary, do not think he is not at once put upon the favored list. Why, putting aside all sense of right and justice, that employer will, from selfish motives if from no other, see to it that this young man is paid what he is worth and advanced to greater responsibility, knowing that if he does not appreciate him others will. The great trouble

(Continued on page six)



Amos S. Musselman

going forth in daily life, can never be shaken. Men rooted and grounded in this faith are what the mercantile world needs as never before. The days of ecclesiastical authority over the actions of man are a thing of the past. Indifference to obligations to a higher power is rampant upon every side. The church is passing through one of the most remarkable transition periods in its existence. The cobwebs, the mists, the fogs, the impractical theories of the old theologians are being swept away by modern thought, discovery and science, and the grand old Bible, when interpreted in this same light of modern thought, discovery and science, the allegorical statements truly understood, is coming through the fire without the smell of smoke upon its sacred pages. It is an extremely practical age in which

the elevation of humanity and am loyal to her, and believe soon will come an era of practical religion, when the teachings of the Lord will be lived all the week by its members, when the hungry will be fed, the naked clothed, the unfortunate helped. I believe the leaven hidden away in the meal of humanity 2,000 years ago by the Savior has been working and working and working until the entire social atmosphere is more or less filled with an unconscious desire to respond to the appeals of human kind. As an evidence of this you find the church-going people and non-church going people giving liberally of time and money for homes, hospitals and missions, and it is an exceptional community where a case of dire distress is not responded to promptly by all classes. This condition can only

Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



Saginaw—John B. Nauer succeeds Charles V. Packer, grocer.

Lapeer—P. A. Showman succeeds Henry Heffelbower, druggist.

Grand Junction—W. H. Smith has sold his drug stock to F. C. Schelske.

Detroit—Cecil R. Lutton, druggist, is succeeded by Wm. C. Kirschgessner.

Port Huron—Frank P. Goldie, grocer, is succeeded by Campbell & Ackney.

Saline—C. H. Schroen has opened a new dry goods, notion and millinery store.

Clare—Chas. L. Pickel has moved his drug stock into the new McKinnon building.

Scotts—Ernie Himebaugh has admitted Dr. Patton to partnership in his drug business.

Owosso—E. L. Devereaux announces his intention of retiring from the grocery business.

Petoskey—Dudek & Kage have purchased the grocery stock of A. B. Thompson, on Emmet street.

Kalamazoo—Wm. P. Murphy is succeeded by Murphy & Strauss in the grocery and meat business.

Cheboygan—Wm. Meisel has engaged in the sale of racket goods under the style of the Cheap Store.

Houghton—The Houghton Pure Food Co. will engage in the grocery business under the management of Wm. Cash.

Mt. Pleasant—The Wilcox Furniture Co. has made an assignment to A. A. Loveland. The liabilities are about \$4,000.

Butternut—Asa Martin, hardware dealer at this place, died at his home Saturday of pneumonia. He was in his 87th year.

Owosso—W. E. Carr, proprietor of the Economy store, has sold out to Palmer Bros., who will carry a stock of notions, etc.

Alpena—Wilson & Van Loon, dealers in groceries and farm implements, have dissolved partnership, Mr. Wilson succeeding.

Manistee—N. W. Mottinger has sold his cigar stock to Will Broadhead, who will continue the business at the old stand.

Bloomington—The business of Joy & Melvin, dealers in agricultural implements and hardware, will be continued by Melvin Bros.

Cheboygan—James O'Connor will erect a cement store building in the spring for the reception of his Golden Rule clothing stock.

Ithaca—The Empire Produce Co., of Port Huron, has established a branch house here under the management of Geo. M. Weeks.

Ypsilanti—The business of Beall, Comstock & Co., dealers in dry goods and carpets, will be continued under the style of F. M. Beall & Co.

Elk Rapids—G. A. Johnson & Co. have sold their shoe stock to Samuel Crampton, who will continue the business at the same location.

Coopersville—Geo. Laug has sold his general stock to Barney Lubben and Jacob Rankans. The new firm name will be Lubben & Rankans.

Buchanan—C. A. Westgate has sold his hardware stock to Fred Poyser and T. Mack Walker, who will continue the business at the same location.

Detroit—The business of John A. Wilde, who carries a line of paints, wall paper, etc., will be continued under the new style of John A. Wilde & Bro.

Allegan—Charles Schel has bought the interest of his partner, Chas. J. Morse, in the Carl Cigar Co. and will continue the business at the same location.

Flint—L. H. Hayt, owner of the Metropolitan dry goods store at Saginaw, has purchased the Hoyt & Co. dry goods stock here and will continue the business.

Lansing—M. J. Chapin, of Brighton, and E. S. Niveson, of this city, have opened a drug store at 1127 Washington avenue under the firm name of Chapin & Niveson.

Berrien Springs—A. J. Cushman, of South Haven, will open a grocery store in the building now occupied by Wm. Stahl, as soon as Mr. Stahl moves into his own building.

Big Rapids—A. R. Morehouse, who sold his grocery stock to Canaan Bros. in 1902, has resumed the ownership of the stock and will continue the business at the same location.

Litchfield—Chas. Booream has sold his interest in the grocery stock of Lindsey Bros. & Booream to his partners, who will continue the business under the style of Lindsey Bros.

Wyandotte—The business of August Loeffler, who carries a line of dry goods, carpets, clothing, hats, caps and cloaks, will be continued under the new style of August Loeffler & Co.

Saginaw—Bert C. Harvey has purchased what remains of the E. R. Gould Shoe Co., Ltd., stock from W. H. Appenzeller and will continue in the shoe business at 124 North Hamilton street.

Port Huron—Representative Cutter and Samuel Hauser have formed a copartnership and will engage in the house furnishing goods business April 1 at the corner of Griswold and Tenth streets.

Hudson—Thomas Howes and L. G. Brennan have been admitted to partnership in the dry goods establishment of Oren Howes. The business will be continued under the same style as heretofore.

Cadillac—Alonzo H. Brady has sold his meat market on South Mitchell street to Carpenter & Pierce, of Kingsley, who will continue the business at the same location. Mr. Brady will leave for Oregon Feb. 15.

Kalamazoo—C. T. White, who was formerly a member of the dry goods firm of Olin, White & Olin, will shortly re-engage in the dry goods business at 136 South Burdick street. Mr. White has been identified with the mercantile interests of Kalamazoo since 1872 and commands the confidence and respect of the business public.

Bay City—Chas. H. Frantz, the Center avenue druggist, was recently married to Miss Edith F. Trahan, who has long held a position as department manager in the dry goods store of D. B. Freeman, at Saginaw.

Sparta—H. C. Smith has purchased the implement stock of W. A. Anderson & Son and will continue the business at the same location. Mr. Smith was formerly a member of the implement firm of Smith & Schantz, at Grand Rapids.

Standish—A. H. Welles, who for the past twenty-one years conducted a general store at this place, has sold out. Fred Webber, of Standish, and Otto Bernthal, of Grand Rapids, are the new proprietors. Mr. Welles is a stockholder in the M. M. & M. Co. at Beaverton and Standish.

Big Rapids—Thomas Steiner, who only last week bought the grocery stock from his sons, the Steiner Bros., has given a trust mortgage to Robert Farrough. The indebtedness aggregates about \$500, the largest creditor being Daniel Lynch, of Grand Rapids, whose claim amounts to \$160.

Moline—Eli Runnells, who was engaged in general trade at Corning for twenty-three years, has purchased the grocery and dry goods stock of McLeod Bros. & Co., Ltd., and will continue business at the same location. The shoe business will be continued by McLeod Bros. & Co., Ltd., for the present.

Escanaba—The Sourwine Drug Co. ceased to do business on February 1. The firm had been in business for the past eight years and inasmuch as the town has "gone West to grow up with the country," the store was no longer a paying investment. Mr. Hartnett will devote his entire attention to Bloodberry gum and will be on the road in its interests much of the time.

Ionia—W. R. Cutler, who has been engaged in the drug business here continuously since 1861, with the exception of three years when he was engaged in the practice of dentistry, has sold an interest in the business to Fred G. Lauster, Jr., who has been identified with the store for the past dozen years as clerk. The new firm will be known as the Cutler & Lauster Drug Co.

Manistee—M. Blumrosen, who has been engaged in the dry goods and clothing business here for the past twenty-two years, has sold out to Samuel Winkleman, of Manistee, who was formerly located at Manistique and has been engaged in business at Manistee for the last nine years. A few months ago his store there was destroyed by fire, along with a number of others.

Sunfield—The Deatsman & Mapes general stock was bid in at public sale Feb. 2 by Wm. E. Gustine, general dealer at Cedar Springs, who will conduct both stores for the present. The stock and fixtures brought \$6,325 and the book accounts brought \$103. This sale cleans up all the assets of the firm and will enable the trustees to close the estate as soon as the \$900 claim in litigation with the Mis-

hawaka Woolen Manufacturing Co. is passed upon by the Supreme Court.

Detroit—Robinson & Duttweiler is the firm name of a new partnership formed to handle lumber in this city. E. J. Robinson has been connected with Francis Beidler, of Chicago, for a number of years, acting as traveling salesman. F. W. Duttweiler is an Ohio man, who is well known among architects and contractors. The new firm will handle a general line of lumber. They have opened a suite of offices on the seventh floor of the Whitney building.

Manufacturing Matters.

Detroit—The capital stock of the Standard Pure Food Co. has been increased to \$500,000.

Clare—Wm. Wolsey, manufacturer of hosiery and knit goods, is succeeded by the Clare Knitting Mills.

Port Huron—The Flint Pantaloon Co. will remain here and add the manufacture of overcoats to its line.

Bay City—The W. C. Stirling Son Co. has been incorporated with a capitalization of \$100,000 for the purpose of operating in cedar properties.

North Farmington—Frank Hosner will be manager of the new Mark Armstrong cheese factory, which will begin operations about March 15.

Detroit—The Wilson & Hayes Manufacturing Co., which manufactures automobile parts, has changed its style to the Hayes Manufacturing Co.

Coldwater—The Johnson Cooperage Works has been closed down and negotiations are pending for the sale of the plant to Armour & Co., of Chicago.

Owosso—H. B. Sturtevant has sold an interest in his lumber business to N. J. Blood, of Marshall, and hereafter the firm will be known as Sturtevant & Blood.

Charlotte—John S. Wygant has severed his connection with the Charlotte Manufacturing Co. to form a partnership with his brother George in the grocery business.

Zeeland—The Zeeland Canning Co.'s plant was sold at auction recently and bid in by C. Roosenraad for \$9,000. The property leading to the plant was sold to Chris De Jonge for \$400. The stockholders lost about \$17,000. The building will be used for some other manufacturing.

NOTICE OF DISSOLUTION.

Notice is hereby given that the partnership formerly doing business under the style of C. W. Wiley & Co. and composed of Carl W. Wiley, Julius H. Reynier and Louis Hoffman has been dissolved. The firm now carrying on business under the name of C. W. Wiley & Co. is composed of the undersigned, and Louis Hoffman has no interest therein.

Carl W. Wiley,
Julius H. Reynier,
Karl H. Reynier.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

We furnish protection against worthless accounts and collect all others.



The Produce Market.

Apples—The market is steady and unchanged at \$2@2.25 per bbl., although the market is firm and advances a little later would not be surprising. There are plenty of apples on hand of all varieties. Shipments have naturally been light, owing to the weather, but the orders have come in quite liberally.

Bananas—\$1 for small bunches and \$1.50 for large. This is about the hardest fruit to handle in any weather, and when it is very cold it is exceedingly difficult to have the fruit at the proper maturity for the purchaser and not to get it over ripe, to say nothing of the difficulty of keeping it from freezing while handling.

Beets—40c per bu.

Butter—Creameries are higher and stronger than a week ago, commanding 30c for choice and 31c for fancy. The same is true of dairy grades, No. 1 having moved up to 24c and packing stock to 20c. Renovated is strong at 24c.

Cabbage—50c per doz.

Carrots—40c per bu.

Celery—30c per doz. bunches.

Eggs—Local dealers pay 23@24c for fresh and hold candled stock at 28c. The advance is not surprising at all in view of the very cold weather and of the fact that receipts have been light for the past two months. Eggs coming in now are very largely held stock and it takes several cases of current receipts to make one of the top grade, as has been the case for some time. Doubtless the fact that storage stock is being cleaned up pretty well has had an effect on the price of the top grade. Many holders sold their storage eggs at a loss earlier in the winter. A year ago eggs were 27c and the week later advanced to 29c, but after that they dropped rapidly.

Cranberries—Howes, \$8 per bbl.; Jerseys, \$7.25 per bbl.

Game—Dealers pay \$1@1.25 for pigeons and \$1.10@1.20 for rabbits.

Grapes—Malagas, \$5@5.50 per keg.

Honey—Dealers hold dark at 10@12c and white clover at 13@15c.

Lemons—Messinas fetch \$3; Californias command \$3. There is not a great demand and of course shipments are hindered by the weather.

Lettuce—Hot house is steady at 10c per lb.

Onions—The market is strong and steady on the basis of 85c per bu.

Oranges—California navels command \$3.25 for choice and \$3.35 for fancy. Shipments have been almost impossible and the jobbers have had to file orders until the weather moderates. The city trade has taken some goods each day, but even that is curtailed by the weather. Navels that are arriving now are excellent in quality and the assortment of sizes is complete.

Parsley—45c per dozen bunches for hot house.

Potatoes—Country buyers are paying 18@20c. This is hard weather for handling potatoes. The market shows no change in price except some slight advances asked on account of difficulty in handling the stock. As noted previously, there seems to be plenty of potatoes in the country and there is little doubt that lower prices will prevail as soon as spring opens up unless the potatoes held by the farmers freeze before that time.

Pop Corn—90c for rice.

Poultry—The market is steady and strong at outside quotations. Chickens, 10@11c; fowls, 9@10c; young turkeys, 15@16c; old turkeys, 14@15c; ducks, 12@14c; geese, 8@9c. Dress-ed fetches 1½@2c per lb. more than live. Broilers, 20c per lb.; squabs, \$2.25 per doz.

Radishes—25c per doz. for round and 30c for long.

Squash—1½c per lb. for Hubbard.

Sweet Potatoes—Kiln dried Illinois are steady at \$3.50 per bbl.

Turnips—40c per bu.

Death of a Great Coffee Merchant.

William F. McLaughlin, pioneer merchant of Chicago and proprietor of the oldest and largest coffee importing and roasting house in Chicago, died last Wednesday. Mr. McLaughlin was born Oct. 4, 1827, at Clonneybacon, Queen's county, Ireland. At the age of 21 he emigrated to the United States and settled in Chicago. His first employment was in the grocery house of J. M. Arnold. He soon started a retail grocery store of his own, at the corner of State and Madison streets, and, seeing the prospects of trade in the coffee business, gradually restricted his business to this branch. In the last year of his life Mr. McLaughlin had the satisfaction of seeing his house the largest of its kind in the world, with the exception of Arbuckle Brothers, New York. The firm of W. F. McLaughlin & Co. has been in existence forty years, importing coffees from all the growing regions of the world, and selling thermostated and ground products of its mills throughout the United States.

The annual banquet of the Master Butchers' Association of Grand Rapids will be held at the Livingston Hotel Monday evening, March 6. Geo. G. Whitworth has been secured as toastmaster, which is a sufficient guarantee as to the excellence of the programme.

The Worden Grocer Co. has taken possession of its handsome new offices in its new building, so that all departments of the business are now carried on under one roof.

Carscallen & Dewey have engaged in the grocery business at Shelby. The Musselman Grocer Co. furnished the stock.

Nature may make some fools, but all the fops make themselves.

Character is the only cash that is current in heaven.

The Grocery Market.

Sugar—Willett & Gray report the total stock of Europe and America 2,770,818 tons, against 3,729,555 tons last year at the same uneven dates and 2,756,298 tons at the even date of Jan. 1, 1905. The decrease of stock is 949,347 tons, against a decrease of 968,011 tons last week, and a decrease of 1,005,740 tons Jan. 1, 1905. Total stocks and afloats, together, show a visible supply of 2,914,818 tons, against 3,860,555 tons last year. The refined market is dull and featureless. New business is practically at a standstill and the call for shipment on outstanding contracts reaches but moderate proportions. The undertone is steady with all refiners quoting on the basis of 6.05c less 1 per cent. cash for granulated in bags or barrels, but should the raw market show a declining tendency it appears to be the general supposition that lower prices for refined may result.

Tea—There are some excellent offerings of low grade Japan teas on the market and this variety is plentiful, but the high grades are as scarce as they have been. Growers of China teas are contemplating an advertising campaign to stimulate the buying of their goods, which has fallen off greatly.

Coffee—Spot coffees show no change for the week, beyond the fact that some grades of Brazils show a slightly easier tendency. The general market, however, is still firm, with considerable bullish talk, and further advance is prophesied. Bogotas are especially strong. Mochas are strong and unchanged, as are Javas. The general demand for coffee is fair, although the country has not yet come into the market to any large extent.

Canned Goods—California canned goods are moving very well, considering the season. Some jobbers say the trade is larger than in any previous year at this time. This applies to corn and tomatoes also. It is said the sale of 1905 pack California asparagus has been immense and no more is to be had. It will be remembered that the pack last year was a failure and the market was consequently well cleaned up. Prices on the 1905 pack of Maine corn have been made and are about 10c higher than those of a year ago. This is not surprising, however, to the trade. Tomatoes show very little change, although the market is possibly growing slightly firmer. It is likely that when the spring trade opens up both corn and tomatoes will be somewhat higher. There is a good demand for pumpkins, beans, peas and other vegetables. Gallon apples are the item of chief interest just now, owing to their scarcity. The pack seems to have fallen short of requirements. Prices on these have advanced and standards are also up. Eastern reports say that the buying of salmon by the retailers is very large for this season of the year. Jobbers in this market, however, report only a normal demand. This commodity is very strong, of course, and is due to

go higher. Foreign sardines are firmer and advancing.

Dried Fruits—Currants are in fair demand on spot. Prices are unchanged. Apricots are very firm and comparatively quiet. Prices are unchanged. Seeded raisins are almost dead. There is no demand and scarcely any price. Loose raisins will bring almost as much in the secondary markets as seeded, for the reason that the stocks are lighter. Prunes are selling well at unchanged prices. Undoubtedly a large quantity of the fruit is going into consumption. Nothing new has developed in peaches. The demand is light in consequence of the high prices. Stocks on the Coast are becoming more and more reduced.

Syrups and Molasses—Sugar syrup is in fair demand at firm and unchanged prices. Molasses is in fair seasonable demand. Prices are unchanged. Glucose is unchanged for the week. Compound syrup also shows no change for the week. The demand is fair.

Rice—Values are well sustained, in harmony with rather taut conditions in primary markets. Relatively, however, prices are lower than at points of supply. Advances from the south note steady market on the Atlantic Coast. Planters are not jubilant at the financial outcome, but are feeding the market and exacting the highest figures they can obtain. New Orleans reports an active demand in progress; prices are quite an item higher on lower mediums and also on Japan sorts, which are in active request. In the interior—Southwest Louisiana and Texas—market is held firmly and holders refuse to part with their stock except at prices which seem full in comparison with thirty days ago. Sufficient demand has developed to warrant such a course, as buyers seem to realize at last that present quotations are, if anything, way below intrinsic value.

Matches—The Diamond Match Co.'s net earnings for 1904 were \$170,000 less than in the year previous, and \$300,000 less than for 1902. After payment of \$1,500,000 in dividends on the \$15,000,000 capital stock there remained a balance of \$153,000 from the year's profits, and this was written off for depreciation. The balance of surplus at the end of the year was \$1,000,000, the amount carried forward from 1903. The earnings figure just a shade better than 11 per cent. on the stock, and the decrease in the profits accounts for the recent break in the price of the shares.

Fish—Lake fish and whitefish are in fair demand at ruling prices. No price on new sockeye salmon has appeared as yet. Norway mackerel have advanced from \$1.50@2 per barrel. The situation is very firm. Irish mackerel are unchanged. The general demand is fair. Sardines are in fair demand at prices that for oils are rather weak. Cod, hake and haddock are fairly active at unchanged prices.

The flowers on the streets of heaven are the transplanted sorrows of earth.

THE NEED FOR MEN.

(Concluded from page two)

ble with most young men is they are not willing to deny themselves, not willing to bring themselves under that rigid discipline necessary to master their work, and it is an age when a man must master his work if he would be successful. They think after they are in an office or salesroom or store a few months they know at least as much as the employer and, indeed, most of them are ready to assist him to better management. It is the policy of the company I am President of to advance from the ranks where it is possible. Recently there were vacancies carrying with them good positions and good salaries. I looked carefully through all the branches to see if we had the men anywhere, but they could not be found. Plenty of bright young men, but they had failed to think, plan and work to make themselves masters of the business; discharged the duties assigned them, but they had not the ambition, the power of self-denial, the willingness to sacrifice pleasure for the sake of self-development. Too many young men would like to enjoy the salary of a good position, but they are not willing to make the sacrifices necessary to develop the character and knowledge going with the position, and when they are passed by they are indignant and claim unjust treatment, when, as a matter of fact, the employer was more than ready to make the advance if he had dared to. Character, ability, energy, intelligence and faithfulness were never in such great demand in the mercantile world as now. How often has the question been asked me, "Where can I get the right kind of a young man for such and such a place?" I could not tell, for the average young man seeks only to do his work so he can hold his job and is envious and jealous of the one here and there who "gets on" and says it is "luck." Nonsense, there is no such word in the vocabulary of the young man of right principles. "Pluck is everything." Recently I wrote to two of our managers asking if they did not know of a young man for a certain place. The salary was an attractive one. Both answers came back, "We are looking for just such a man ourselves." Now, why are these conditions as they are? Sometimes I think it is because of the prevailing mania to get something for nothing. Then, again, I think the lack of discipline in the home is at the bottom of it. Children are not compelled to cultivate habits of industry in the home, but are babied and shielded until they go out into the world, only to be surprised that business men do not place the same value upon their attainments that the parents do. Then, again, I think it is the smattering they get in our schools—learning a little of everything and nothing well. The world is cold and unsympathetic, it is true, but real worth was never at such a premium in the mercantile world as now. I venture the suggestion that if there were a hundred young men here to-day thoroughly equipped for

responsible positions, requiring character, intelligent devotion and absolute loyalty and integrity, every one could find a place here in Grand Rapids. Men! give us men! is the cry everywhere in the mercantile world—honorable men, upright men, hard-working men, thoughtful men, ambitious men. The supply has never equaled the demand since I have been in active business. The cry is for men of deep convictions. The individual who is swept by every wind that blows upon him to new views does not fill the demand of the present day. A man who has no well-defined convictions as to right and wrong, and is not prepared to make any sacrifice to do the right, is a cumberer in the way of progress. He is not fulfilling the ends of his creation, nor is he such a man as the times demand. In the mad rush for supremacy in every field of energy men must be thoroughly equipped if they would be leaders in their chosen fields of employment. This preparedness can not be attained in a month or year, but with diligence, self denial, absolute devotion to the duties assumed, is sure to come reward that must stimulate to continued endeavor until the man is no longer a follower but a leader. Oh! that men would realize their possibilities! Not all have the same number of talents, but no one is entirely bereft of endowment. To make the most of what we do possess is the solemn duty of each one of us, and the great need for men who realize this and act must be apparent to any student of modern life. Do you know, I make it a rule to read frequently the book of Ecclesiastes? It is a great help to me. I do not care who wrote it. Every possible condition of a human understanding is there pictured for the thoughtful eyes to look upon, and if one is not stirred to better work and to flee from idleness and indifference as his greatest enemies, I know not what will move him. The times demand men who begin the day with the words of good old Paul ringing in their ears: "The fear of the Lord is the beginning of wisdom" and to depart from iniquity is understanding." Do not tell me these words were not inspired. They are as true as God Himself is true. Now, I know my position may be laughed at by some, and perhaps scorned by others, but I tell you in all seriousness, the crying need of this day is for men who are completely saturated with the spirit of the teachings of the man called Jesus. He is needed in the ministry. He is needed in the professions. He is needed in the commercial world. He is needed in the field, in the mine and the work shop, and I think even the most skeptical will admit he is needed in public office, for no field of activity is so permeated with corruption as the political field. Why, many of the thoughtful students of political economy boldly assert that this tendency is undermining the very foundation of our Government. Who can prove that it is not true? Fellows, don't let any one tell you it makes no difference what you think about religion.

"As the heart panteth after the waterbrooks, so panteth the Soul after its Creator." Stifle that natural longing and you have a stunted, undeveloped life. The mercantile world needs men who are in love with their work. My observation leads me to believe that no man will get very far up the hill of progress who does not have an abiding faith in and for his work. If he does not look upon his work as the field where success and failure are struggling for the mastery, entering that field with all the enthusiasm of his nature, it is not difficult to predict the result of that struggle. The field of commercial activity is literally crowded with men who are mere machines, without ambition, without loyal devotion to their duties, who, if they could be stirred to their best endeavors, would become an honor to their families and a joy to their employers.

The mercantile world needs men who love their homes. However humble it may be, there should be no other place on earth so dear. A home does not depend on the number of rooms it contains or the furnishings. It should be the place where a man's honor dwelleth and where he finds that rest of body and mind which sends him forth to his work as a king to a warriors' conflict. Social duties rightfully claim their just proportion of time, but a man is unfit to properly battle with the temptations from within or without who does not cultivate the virtues necessary to make a true home. As the sanctity of the family and home de-

clines so will decline the strength and virility of our Nation, so will decline commercial honor, and all that goes to make a strong, vigorous manhood.

The mercantile world needs men who have faith in their fellow men, who have a charity and sympathy as broad as humanity itself, who, while hating the sin, seek to find some good in the sinner. Look out for the man who thinks all men are dishonest save himself. While there is no need for such men, there is no lack of them either.

Amos S. Musselman.

The Foundation Stone of the Temple.

"If I should designate any single thing as the basis of my success in life," said a gray-bearded merchant, one who has spent all his mature years in the busy marts of trade, "I should say that good health is the first stone in the foundation of the temple.

"Everything depends on that—on its stability, its endurance, its vigor. Cares are certain to overtake us, mental and physical strain must be endured and the ability of the system to endure without evincing weakness is the test. Loss of rest and irregular meals are unnoticed by the healthy man, while his weaker competitor is incapacitated and must slow up or retire from the conflict.

"I should say by all means guard your health as the first dollar of your capital."

Throwing millstones at men is not the same thing as giving them flour.



Announcement

Our first regular

Spring Opening

of

Pattern Hats
and
Bonnetsbegins February 20 and continues
until March 20

You are cordially invited.

We make a line of Trimmed Hats for ladies representing more than 500 different styles, ranging in price from \$1.00 to \$5.00 each. In the construction of these hats we use none but the best materials and employ only experienced milliners

The sixth floor of our building, covering a space of 80 x 100 feet, is devoted exclusively to our manufacturing department. In this department we employ nearly 100 girls and make all of our Street and Ready-to-Wear Hats. This fact enables us to compete with the largest houses in the country on this class of goods.

Our Illustrated Spring Catalog is now in the hands of the printer and will be ready to mail February 20. Write for it.

Corl, Knott & Co., Ltd.

20-22-24-26 N. Division St.

GRAND RAPIDS, MICH.



Odd Gems in Jeweler's Window— Fine Haberdashery.

Spring will soon be here with its "Openings" and then woe betide the merchants caught with many leftovers from their winter stocks. Only a few of the stores have ventured to bring out even a hint of spring, so anxious are they to dispose of present-season goods first.

Fortunate are those dealers whose wares are of the all-the-year-round sort. They have their troubles, to be sure, but their merchandise does not deteriorate like that of those merchants who must ever cater to Dame Fashion's stern decrees.

* * *

Many are the people who stand in front of Herkner's west jewelry window and gaze at the two stickpins set with a sparkling stone of a most peculiar heliotrope-pink tint. Its sparkle is softer than that of the diamond—not so aggressive. A neat little card nearby reads:

The new gem Kunzite
From Pala, California.

There are some handsome unset specimens of tourmaline, the colors being pink, brownish yellow and a green like hunters' green.

From a small printed card accompanying these one gleams the following interesting information, quoted from W. R. Cattelle's "Precious Stones:"

Tourmaline.

"This is said to be a corruption of the name by which it was known in Ceylon when it was first brought to Europe. It is found in the United States, Ceylon, Brazil, Moravia, Sweden, Burmah and elsewhere. Crystallization, rhombohedral. Hardness, 7 to 8. Specific gravity, 3 to 3.16. Electric by friction; some crystals by heating become positively electric at one end and negative at the other. Color red (rubellite), blue (indicolite), green (Brazilian emerald), colorless (achroite), black (schorl); also gray, yellow and brown."

The same authority is taken in regard to the sapphire:

"It is the name given to all but the red corundums, being, color excepted, identical with the ruby. It is found in Siam, Burmah, Ceylon, Cashmere, Australia and the United States. In yellow it is called Oriental topaz; in purple, Oriental amethyst; in green, Oriental emerald. Crystallization, hexagonal. Hardness, 9. Specific gravity, 4, or nearly so. Composition, pure alumina. General color, corn-flower blue. Symbolizes constancy, truth, virtue, September, Andrew."

The colors of the sapphires shown were yellow, pale purple, a pinkish white and dull green.

A large pale yellow cut stone resembling the topaz bore the name chrysoberyl, and the same author, W.

R. Cattelle, had the following to say about this gem:

"The name is derived from the Greek chrysolos, golden, and beryllus, beryl. Alexandrite and Oriental cat's-eye are varieties of this stone. It is found in Ceylon, Borneo, Brazil, Europe and the United States. Crystallization trimetric. Hardness, 8.5. Specific gravity, 3.5 to 3.8. Composition, alumina glucina and a small percentage of oxide of iron. Color, light golden yellow to brown and green—sage and leaf-green. The cymophone is a somewhat milky variety, which shows a floating spot of light as it is moved."

To me these extracts were of great interest and, judging from the number of persons who stopped to read them—thinking people and otherwise—they were not placed in the window in vain. The general public who have not the time to give to a study of precious stones enjoy these little snatches as to their origin, etc., and I took the time to copy the three for the benefit of country jewelers who may like to use them at some future time in connection with a display of the same gems.

The whole collection bore the inscription:

Odd Colored Stones.

* * *

From jewelry to waistcoats is but a step when they are such elegant ones as displayed by The Baxter Company. They are all double breasted, and the proper silk watch cords and fobs are put with them. The man who pretends to be well dressed must number in his wardrobe several of these beautiful garments. For certain wear there is nothing that gives so much style to a man's attire.

I don't like the "new line of neckwear" in one of this firm's windows—big, sprawly, nondescript designs in dark ugly combinations of color. They may be new, but they are also distinctly hideous.

The American rejoices every time he gets a feather in his cap for excellence of manufactured products, especially in comparison with those across the Pond. Louis Meyers & Son have reason to be proud when they can make the following statement:

"American progress has now reached that stage where comparison with the best foreign products is all in our favor. At Paris the highest award was bestowed on Meyers' gloves in competition with the world."

Physicians Couldn't Wed.

There once was a time when doctors were doomed to celibacy. It was at the conclusion of the medieval period when medicine was in the hands of the monks. In France, the British Medical Journal recalls, the habit of celibacy persisted long after the practice of medicine had passed into lay hands. For two or three centuries the doctors protested, but in vain. The matter was finally laid before the pope, and towards the end of the fifteenth century the vow was abolished.

A Clerk Gives an Illustration.

Just why so many men fail in business—and statistics show that the proportion of failures to the total number engaging in business is very large—is a matter of wonderment to the uninitiated. It is worth investigation; it is worth any man's while to find out, but particularly is such knowledge valuable to the young man who has planned a business career for himself that shall find him in the ranks of employers before the best of his years have been given to another's service.

The topic was the subject of discussion at a night school class composed largely of clerks. One of them said:

"I don't know how some men expect to succeed in business. They get a small start and then all they do seemingly is to just let 'er drift. I will recite an instance of inattention: I had been using a special brand of tobacco and it suddenly disappeared from the market. I made the round of several stores and enquired why. None knew. I returned after the lapse of a few days and made the same round, but not one had made any effort to find out why a customer could no longer be supplied with what he desired. Finally by going to headquarters I learned that, owing to certain litigation, the manufacture of this brand had been discontinued permanently."

"My own idea of the proper thing to do when I can not immediately answer satisfactorily a customer's enquiry is to get out and hustle for the

information, and not spend too much time sleeping until I have become possessed of it. There may be no immediate financial return on the investment, but the crop will be harvested some day from many small seeds industriously planted."

"Voila! Voila!" exclaimed one of the class, and the burst of hand-clapping made it unanimous.

The "Gift of Gab."

What the witty Celts term the "gift of gab" is a wonderful adjunct to successful salesmanship, especially on the road. A red-cheeked, cheery, big drummer, who is just returned from a successful trip selling an American made automobile to the wealthy Swede farmers and residents of the smaller towns of Minnesota discourses thus:

"It's this way," he says. "People like to be entertained, and if that applies more particularly to one place than it does to another it is in the rural districts where the farmers, meeting only each other, are soon familiar, by interchange, with all the news and interesting bits of gossip and life reverts to the commonplace."

"Then I blow in with some new jokes and stories and get their minds off standard topics. Get a man in a genial mood and he will listen to automobile talk that is serious. That is the principal secret of it. But then," continued the jolly fellow with a slow wink, "I've a notion, too, that they need automobiles up there."

The more a man puffs the less freight he hauls.

Sell Quaker Flour

Don't pay too much for a name, but be your own judge of quality. Quaker flour is made from the best winter wheat by expert millers who have had years of experience. It gives satisfaction wherever sold and we guarantee it to continue its present high standard. The ever increasing demand is our best argument.

Buy Quaker Flour

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates every day to Grand Rapids
Send for circular.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, February 8, 1905

TEACHING AGRICULTURE.

For time out of mind every year has seen a large number of Jews from Europe coming to this country and just now when they are being mercilessly persecuted by Russians, the number is increasing. They leave their old homes to escape tyranny and the United States is naturally looked at as the most hospitable shore. What to do with them, how to help them most wisely to make their way in the New World, is something of a question. Indeed, it amounts to a serious problem. The Jew is industrious and law abiding as a rule, always willing to work for a living. Some of the wealthy philanthropic Jewish residents of the metropolis have recently purchased a tract of land near Kings Park on Long Island and are taking some of their recently arrived countrymen there to teach them agriculture. The idea is that when they learn something of farming and gardening they will be able to go out for themselves into the country, either leasing a few acres or hiring out to some one for this work. The plan has had very general commendation.

The Kings Park project is preliminary to and in line with a bill now before Congress which seeks to provide official information for immigrants as to the advantages of Western farm lands. It has the support of the organization known as the Jewish Agriculturist Aid Society, which has its principal office in Chicago. It will be slow work perhaps to interest these people in agriculture, but it can be successfully accomplished. It has so happened that the Jews as a race have been forced from the farms and been obliged to rely upon trading for a livelihood. In some countries they have been so persecuted and oppressed that land owning or land leasing has been practically impossible. Hence it is that trade has become a Jewish trait and with that natural aptitude which is characteristic of them they have succeeded admirably. The same shrewdness, industry and perseverance would enable them to make money in agriculture if only they can be given the proper start. Anything which makes in that direction is to

be encouraged. There is land enough in the United States which if tilled to the best advantage will yield rich returns and the people will be healthier and perhaps wealthier than in the crowded tenements of the great cities.

HANDWRITING EXPERTS.

It almost invariably happens when there has been a very important and hotly contested trial in court, involving either the life or liberty of an individual or a large sum of money, that expert witnesses are called and almost as certainly thereafter there is occasion for very general skepticism as to the value of expert testimony. The Tucker murder case recently tried near Boston is an example in point. A good deal of importance was attached to the question of who wrote a few words on a slip of paper found in the house of the murdered woman. The state called four handwriting experts who solemnly swore that the handwriting was Tucker's. The defense called four equally famous experts, who just as certainly and solemnly swore that the handwriting was not Tucker's, but in all probability it was that of Miss Page herself. If the net result after cross-examination was any different it was due to the fact that one attorney was shrewder than his adversary.

A great deal of money and considerable time were spent on account of the handwriting experts in the Tucker case. There is at least ample room for suspicion that these experts can always be depended upon to testify for the side that employs them and that they can see things through pecuniarily colored glasses. It is always possible to get as many experts to testify one way as the other. How often it happens that when the sanity or insanity of a prisoner or a testator is the question at issue, as many expert physicians testify one way as the other and they are equally sure. Unquestionably those who have given special study to a particular subject are better qualified to pass opinions thereon than those who are unfamiliar with such affairs. But for all that, the constantly conflicting testimony of experts put all of them under a cloud. Instead of elucidating and setting forth the fact they befog and befuddle it and the issue is often more in doubt when they have finished than it was when they commenced. It has often been suggested that criminal and probate courts should have one expert who should study the facts in the particular case on trial and be called by the court rather than by the parties. It is entirely within bounds to say that of all experts those on hand-writing are the least reliable.

Prisoners in a Cincinnati jail, plotting to escape, used a mouse to communicate with each other. They tied notes to the tail of the rodent which went from cell to cell in search of food. The plan fell through only on account of the confession of one of the men who didn't want to see murder done.

THE REVOLUTION IN RUSSIA.

There can be no denying or minimizing the fact that the Russian government has secured the upper hand in the domestic troubles that have recently convulsed that country. Despite the false reports and gross exaggerations the revolutionary movement, if the outbreak really deserves to be dignified as such, has not amounted to very much. Insofar as it was an industrial upheaval pure and simple, it was a formidable demonstration by the laboring classes, but lacking leadership, it soon expended its force. Its revolutionary character was limited solely to a comparatively few agitators and Socialists who took advantage of the workingmen's discontent with purely industrial conditions to give a political aspect to the outbreak.

It is probably true that the existing war and the heavy drafts made upon the reservists helped to fan the flame of discontent, but that any real attempt to overthrow the dynasty or bring about a radical change in the government was made is not apparent. The upheaval, such as it was, has been put down with firmness and success all over the Empire, except in Poland, where conditions are always such as to make the fomenting of an outbreak against the government easy. It does not appear, however, that Poland is more aroused than has frequently been the case before, and the Russian government is putting down the upheaval there in the customary way, that is, by a free use of force.

The significant fact about the whole outbreak has been the complete abstinence of the agricultural classes forming the great mass of the Russian people from the rising. The peasants have shown no sign of sympathy with the movement against the Czar, and without their prior support the whole agitation was foredoomed to failure. Whether the peasantry have taken sufficient interest in the recent events for them to be impressed is very doubtful.

There are people who believe that the Czar, warned by the discontent of the masses, will grant a sort of territorial Parliament with advisory powers as a sort of stepping-stone to representative government. Grand Duke Vladimir, in an alleged interview, is quoted as promising such a movement. It may be very well doubted if anything whatever will be done, and it is probable that Russia will soon settle back to her old state of passive submission to autocratic and bureaucratic rule.

Despite the claims made in foreign reports of the events at St. Petersburg, it does not appear that a single regiment, or even company of Russian soldiers, refused obedience during the troubles. The loyalty of the troops to the government has been perfect, as far as could be learned, a state of things which should serve as ample warning to all would-be revolutionists that the time for an upheaval is far off. A mob cannot compete with disciplined troops, modern weapons, which are not within the reach of the mob, having given the

soldiers an immense advantage over mere rioters.

It now seems certain that order will be fully restored throughout Russia, and that normal conditions will prevail there shortly. It has been demonstrated that the workingmen had little sympathy with the Socialists, and any effort on the part of the government to conciliate them by granting reforms of a purely industrial character will in all probability make friends of the workingmen and permanently turn them against the Socialists and politicians.

Many people now make a practice of putting their children outdoors to sleep as a measure of health. In Winsted, Conn., this led to a laughable incident. The driver of a laundry rig seeing a basket on the front porch of a clergyman's house, carried it off, thinking the contents were soiled linen. He was astonished a little later to discover that the basket contained a baby, for handling which the laundry had no facilities, and consequently he hastened to restore the baby to its place on the porch, where it will probably be chained hereafter.

A Presbyterian minister relates how he once invited one of his deacons to go with him to the golf links for a game. The deacon knew a little about golf, but could not play well. When the game was under way the deacon, who was making many fizzes, whenever he made a bad shot would say, "Croton." He repeated the word so often in a rather profane tone of voice that the minister said: "Why, deacon, do you say 'Croton' so often?" "Well," said the deacon, "that's the biggest dam I know."

The available resources of the English coal fields are estimated at 100,000,000,000 tons which, at the present increasing output, will last 450 years. The output in England has doubled since 1870, that of Germany quadrupled and that of the United States has increased tenfold. Foreign expectation is that the United States will soon take the lead in the world's coal trade.

"I predict," says Senator Depew, "that ten years from to-day the steam locomotive will be in the museums, while we will be carried along, clipping the seconds off seventy-five miles an hour, by electric locomotives." Mr. Depew will see all this before he ceases to be Senator, that is if he is a true prophet and lives.

President Roosevelt asks Congress to call for the collection and publication of statistics of marriage and divorce since 1886. Undoubtedly these statistics would be exceedingly interesting if not edifying. The disclosure of the facts might possibly result in the development of a cure for the divorce evil.

It must strike the Czar as significant that nowhere in the world is any voice raised in defense of the manner in which his autocratic authority is now being exercised in Russia.

COMMON CAUSE.

Proper Province of the Grand Rapids Board of Trade.*

Your Committee on Election, through its chairman, has just announced that I have been unanimously chosen to be your President for the ensuing year. This is a very high honor to be conferred upon anyone, and you can be assured it awakens in me the strongest chords of appreciation of which I am susceptible. Why this, the strongest expression of your confidence and esteem, is bestowed upon me is beyond my understanding. The mind fails to bring to my command language sufficiently descriptive to express my deep feelings on this occasion, so I will simply say, "I thank you," and shall endeavor to merit your approbation.

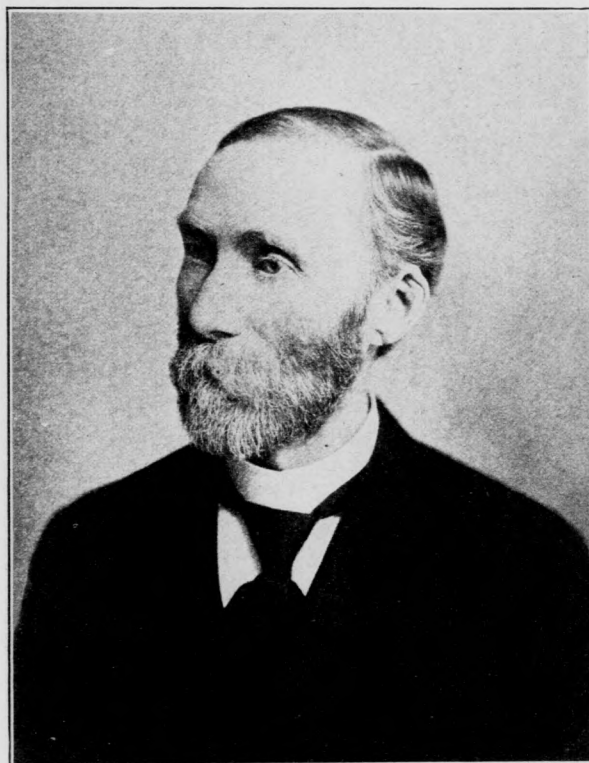
When the administrations of my predecessors are considered, the wonder arises as to what is to be expected from your President-elect. Let me refresh your minds. There was the work of the benign beginner, Briggs, followed by that of the alert, animating Anderson. Then the labors of the persuasive, persevering Perkins were associated with those of the magnetic managing Musselman. More recently that stalwart, stimulating Stevens stirred things with the help of the merry, magnanimous May. These, all, were supplemented by the services of that tireless worker, the vigorous, veracious, vivacious, vigilant, versatile Van Asmus. The idea suggests itself that possibly the incoming President may get a contribution from each of the gentlemen just named and a composite style of administration obtain. Be that as it may, of one thing you are sure, and that is that under the present rules, no matter how agreeable it may be, the presidency will not take on the form of a habit as happened in the case of an old farmer who lived near Bennington, Vermont. He was perfectly well, so far as his family could see, but he insisted on having a doctor. The doctor came and examined the old man thoroughly. Then he said: "There is nothing the matter with you physically that I can find, but as you are getting old it might not be a bad idea for you to take a tonic of some kind regularly. Suppose you drink a little good whisky each day." "Doctor," the farmer replied, "I couldn't do that. I have a son who lives with me and I wouldn't have him see me taking whisky for another farm as big as mine." "Well," said the doctor, "he needn't know it. Suppose you take a drink when you shave yourself each morning." The farmer agreed. A week later the son came in hot haste to the doctor's office. "I want you to come out and see father," he said. "What's the matter?" asked the doctor. "Is he sick?" "No, I don't think he's sick," the son replied, "but he's losing his mind. He shaves himself half a dozen times a day."

Famous men of our own and foreign lands have said, "Grand Rapids is the greatest city of its size in the

world." It is to be feared that some of our citizens do not appreciate this fact or are indifferent thereto. This ought not to be. The local newspapers set us an example worthy of emulation. They constantly exploit its increasing greatness, set forth its special advantages, herald its beauties and defend its fair fame. We ought to be so proud of our triumphant town that its spontaneous praise should be one of our chief joys. The high honor was granted me of choosing this as my birthplace and I congratulate all others who have been similarly honored. Many, born elsewhere, have shown wisdom in trying to obviate such mistake by becoming our fellow citizens. Together, then, let us chant with enthusiastic praise the glories of an honored home and resist any attacks upon its character.

The mission of this Board of Trade

of the greatest, if not the greatest, power for general good in our community. It should exercise constant watchfulness to prevent public harm, and be considered as a great auxiliary guardian of public peace and prosperity. Do not say that this is too ideal to become practical. This Board of Trade stands without a peer in any city of its size and equals the best of them anywhere. Our very large membership, composed of enthusiastic and loyal supporters, has brought this to pass. We have some of the best brain and brawn to be found in any land. Our members are big enough to sit in Congress, be in the President's cabinet and represent this country before foreign powers. Some day, it is hoped that the chief magistrate of the nation may come from our organization. Here are large hearted, broad minded men who stand for the



George G. Whitworth

is to protect the progress already made and project whatsoever will enlarge the city's usefulness at home and increase its influential standing abroad. "The greatest good to the greatest number" should be its motto. It should be known for its discriminating judgment, its wise counsel, its discreet decisions, its determined purposes and its helpful actions. It should be interested not only in strengthening our commercial and industrial lines, but also in securing pure water, excellent light, good roads, beautiful trees, restful parks, free fountains, public baths, municipal sanitation. It should seek purity in home governments and not forget our benevolent associations. Nature, education, science, art, music and morals should not be overlooked in its work.

The Board of Trade should be one

best in human life. All honor to these heroic, self-sacrificing souls! May their years be prolonged and their number increase.

There are two classes of persons, however, that ought to be more largely identified with this work. I refer to the leaders of labor and the clergy. The former would get a broader outlook upon life, a deeper knowledge of business conditions, if honest service were rendered, and as a result be better enabled to exercise true leadership. The latter could minister more intelligently and helpfully to those whom they serve by sharing some of the burdens and responsibilities of civic life. Let no one think himself of little consequence or service in this work. The officers and directors are powerless without the aid of the members. Connection with the Board of Trade ought to be es-

teemed a privilege. It will prove of value to any one if properly utilized by giving a more comprehensive view of the world's work and creating a deeper interest in local affairs. No true man lives unto himself. He desires to be helpful to his fellows. He rejoices in the noble idea that each has a mission of mercy and love in this life. He is inspired by lofty thoughts and delights in opportunities to do good.

Theodore Roosevelt, President of the United States of America, says, "For in this world the one thing supremely worth having is the opportunity coupled with the capacity to do well and worthily a piece of work the doing of which is of vital consequence to the welfare of mankind." A noble self sacrifice and a just pride in being a factor in the uplifting of any given community are requisite to the helpful member of any board of trade. Magnanimity of spirit and a gracious acquiescence in the views of the majority make for strength in a common cause. Willingness for service and honest delight in opportunity result in noble achievements.

Fellow members of the Grand Rapids Board of Trade, if these characteristics shall prevail completely in our membership, encouraged by the success of the past, enthused by the bright prospect of the present, and inspired by the golden promise of the future, our fondest dreams shall prove true and our highest hopes be realized.

"We can climb to the top of the loftiest hill,

We can make of ourselves whatsoever we will,

If we try.

A faith we must have, rooted deep in the soul,

A purpose unshaken, a firm self-control;

Striving on without ceasing we'll reach to the goal,

If we try."

Retraction Was Granted.

An excited military looking man entered the editorial sanctum of the Odessa, Mo., Democrat, exclaiming: "That notice of my death is false, sir. I will horsewhip you within an inch of your life, sir, if you don't apologize in your next issue."

The editor inserted the following the next day:

"We regret extremely to announce that the paragraph which stated that Major Blazer was dead is without foundation."

Woman Made an Honorary Butcher.

The Marquise de MacMahon, on the occasion of her visit to Limoges, France, was made a boucher honoraire, or member of the city butchers' guild. This is the first time that the title has ever been held by a woman. The Limoges butcher from time immemorial has always been established in one street. The corporation is very jealous of its ancient privilege. The syndic presented the insignia of the guild to the Marquise.

When a man thinks he has a cinch on sin he is apt to find that the halter is on him.

*Annual address of President Whitworth at annual banquet of Grand Rapids Board of Trade on Tuesday evening, Feb. 7.

GONE BEYOND.

Horatio B. Lewis, the Boyne City Lumberman.

Horatio B. Lewis, the well-known lumberman, died at his home at Ypsilanti last Saturday evening as the culmination of an attack of pneumonia. Notice of death reached this city late in the evening, but was not generally known until the next morning. The funeral was held at Ypsilanti Tuesday afternoon.

Horatio B. Lewis was born in a hotel at Dexter, Michigan, May 25, 1864, having been the son of an Episcopal rector. His antecedents were Welsh on both sides, his great grandfather having been born in Wales. When he was two years old the family removed to Howell, where they remained three years. In 1869 the family removed to Elk Rapids, where the head of the house took the rectorship of St. Paul's church, and here Mr. Lewis was educated in the public schools, being the first graduate from the Elk Rapids high school. Fully decided to enter upon a business career, he sought and obtained employment with Marshall Field & Co., putting in a full year in the wholesale and retail departments. June 27, 1882, he entered the employ of Dexter & Noble, of Elk Rapids, as cashier in their store. He was subsequently promoted to the position of stock book-keeper for the Elk Rapids Iron Co., which he held four years. He then became general book-keeper, which position he held until 1892, when he was made Secretary of the company. Five years later he became Vice-President and General Manager of the business, which included the manufacture of iron, lumber and flour, as well as an extensive mercantile business.

Having completed the twenty-first year of his connection with this company on June 27, 1903, Mr. Lewis handed in his resignation, to take effect July 1, on which date he became Vice-President and General Manager of the Cuba Products Co., which had been organized with a capital stock of \$300,000 to lumber and improve 80,000 acres of timber and grazing land in Santiago Province. The land is eighty miles from Santiago and sixty miles from the new American city of Maniopolon in Nipe Bay. The Van Horn railway system runs through the land of the company for seven and one-half miles and the company located a station at a central point on the land, which it called Lewiston, in honor of the Manager of the business.

Finding that he could not endure the Cuban climate, Mr. Lewis resigned his position there about six months ago and returned to Michigan to take a position with the Wm. H. White timber interests at Boyne City. He was employed in this capacity when death overtook him.

Mr. Lewis was married Aug. 19, 1889, to Miss Harriet Cloyes, of Elk Rapids, and was the father of six children, two boys and four girls.

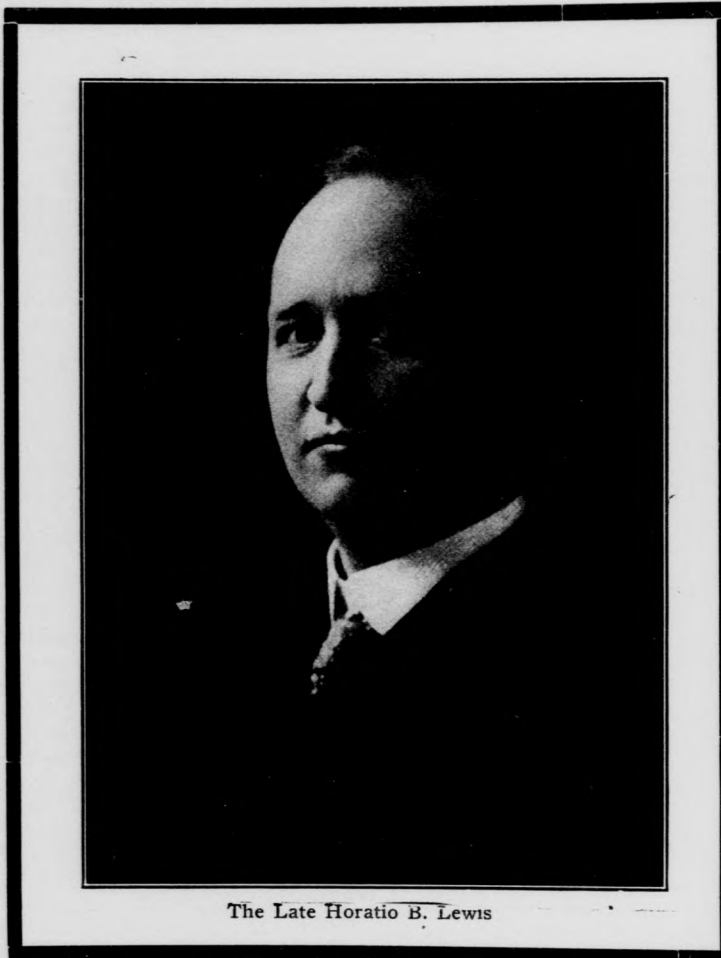
Personally Mr. Lewis was one of the most companionable of men. The fact that he was able to stay twenty-

one years with one house, starting at the lowest rung in the ladder and ascending step by step to the top until he became the general manager of the business, speaks stronger than any words can of his patience, persistence, faithfulness and aggressiveness.

Mr. Lewis was of medium height and build, with a cheerful manner, and speaking always with a firm decisiveness. He was of the nervous temperament. He confessed to no fads. He believed in recreations. If he had any pretensions they were those of a man successful in business. He had no political ambition beyond doing his duty as a citizen. He held that willingness to be a duty. At 40 years of age he was still a young man in looks and actions, with every

shared in the rich happiness of his young and radiant life.

As a just tribute to a life rich in effective performance and in deference to the sentiments of a wide circle of surviving friends, we record this testimony to the noble character, the massive and solid integrity, the large, warm, generous heart, the brilliant and gifted mind, the abounding energy of our beloved friend. As long as life and memory may linger in our mortal frames we shall cherish the recollection of his lofty spirit and winning manners, simple, sweet and genial. The benevolence of his heart shone out in the engaging smile, in the keen and penetrating yet kindly eye, which gained for him a friend in every acquaintance. No man ever lived whose granite-like probity in-



The Late Horatio B. Lewis

prospect of a long and prosperous career.

Mr. Lewis was an earnest Christian and his greatest enjoyment was in the work of the church. The Sabbath services, the activity at the parish house, the welfare of his rector, the enlargement of the sanctuary and the broader efforts of the theological schools and the domestic and foreign missions were to him matters of pleasurable and absorbing interest.

It would hardly be fitting at this time to give more than a passing glance at Mr. Lewis' beautiful devotion to wife and children, to brothers and sisters. He rose to the full height of all domestic duties; to him, indeed, they were not duties but joys, for he cherished tenderly every family tie, and he could not draw a cheerful breath until those dearest to him

spired quicker or more lasting trust. To know Horatio Lewis was to like him; to know him well was to love him and trust him to the gates of death. And what living creature ever trusted him in vain? His simple word was a tower of strength. When did he ever fail in the whole span of his short but shining life to fulfill his plighted faith with a chastity of honor that knew no stain—nay, when did he fail to beggar his promise by the opulence of his performance? Gifted he was, but his strength lay as much in moral weight as in mental endowment, and his remarkable success was only the destiny of character.

The passing hours are the flowers in Life's garden.

The work itself is the best wage.

Little Call Nowadays for Second Hand Furniture.

Occasionally, or rather semi-occasionally, one comes across the second hand furniture store. Ten or fifteen years ago the streets of the medium and poor resident sections of the city abounded in them. People going into housekeeping for the first time often bought their entire household equipment, at least as regards furniture, at the store of the second hand dealer. There was economy in this plan, for the furnishings secured at such a place averaged considerably less than half of what their cost would have been if bought new. And the furniture, while it had been used by some one, was never so badly marred as to detract seriously from its usable value.

Besides this there were always a number of cheap assortments of household goods wherefrom one might from time to time add to the initial stock. In the districts where the second hand furniture stores then abounded few people thought of going downtown and paying high prices for new furniture. At the second hand dealer's it might be had for half; and, furthermore, if one had something which had palled and grown old it was possible to "trade it in" for something more desirable.

The stores which did this kind of business then were crowded from front to back with used pieces of furniture, with bric-a-brac, and all that goes to make a furnished house complete, and even on the sidewalk there was a large overflow with prices marked on them that were more than wonderfully low. Oftentimes there were two or three clerks within the store busied in buying, selling and exchanging goods. The people appreciated the second hand furniture store for the convenience it was, and the proprietor thereof prospered and grew fat. This was something like a decade ago.

Now the furniture dealer who deals in used and second hand goods is fast growing to be a curiosity. He is a back number, out of date, unplaced in modern life as it is in the metropolises. And there is a cause for his passing; and the cause is the easy installment plan of selling furniture which at present is so prevalent. When it is possible to secure complete furnishings for a four room flat for the low sum of \$99.98, with the ridiculously low sum of 10 as a first deposit and the rest at the rate of \$5 a month, no one is going to seriously consider the stock of the second hand man when it comes to starting housekeeping, or in adding to the household equipment. The great American people, at least such part of it as resides in those districts where the old furniture dealer was once found in numbers, has quit using anything but new furniture in the home. Even the most shiny stock of second hand stuff fails to attract attention. With the installment plan of selling furniture so universally in vogue a flat may be outfitted with new furniture at a much smaller first outlay than was required in the days

when many began life with old furnishings.

There are still a few of the old shops left, but they are usually in some side street and have little patronage. Even in the neighborhoods where there is actual suffering from poverty and where indigency abounds it is declared that the call for second hand furniture has fallen to almost nothing. And while there is plenty of it to be bought, it is not possible for the dealer to remain in business if he can not sell.

Out on a side street, half a block away from one of the main arteries of traffic, is one of the typical old time stores. The proprietor is an old man. He was in the business when profits were liberal, so he can afford to remain in it now. As he conducts a small loan office incidental to the business of buying, selling and exchanging furniture, he manages to make something more than a living.

"If it were not for the hundreds of easy payment furniture stores that have come into existence within the last ten years there would still be a legitimate field in this line," said he. "It might be better for lots of poor people if they stuck to the old way of fitting out their homes, that of buying slightly used furniture, as with the present ease of securing unlimited credit they often buy furniture which is absolutely impossible to them with their incomes. But that is the craze of the day—buy on the installment plan—and among the things this craze has brought about is the practical extermination of the old furniture dealer's chance of doing a satisfactory business.

"It must not be thought that the furniture handled in this way is in any way old and musty, or so worn by use that it is spoiled in appearance. On the contrary, most of it is new to all intents and purposes, as no one will purchase furniture upon which the wear and tear of use is apparent. It is impossible to sell such stuff, so it is useless to buy it.

"Much of the furniture that comes to us, especially the beds and tables, is nearly new. If it is in any way worn it is easy enough to repair and hide the defect. A few strokes with a plane will remove any dents, and a careful coat of varnish or paint readily gives the whole an entirely new appearance. There are plenty of tricks in the trade. But in the end it does not matter if the paint or varnish hides certain evidences of use in a piece of furniture; it is just as valuable, at least for usage, and the fact that about 50 per cent. is taken off the price should not be lost sight of.

"On some of the furniture that comes to us not even the slightest evidences of wear are apparent. There is the furniture that comes from storage warehouses, where it is sold for charges. Some of this is absolutely just as good as new.

"When we buy this kind of furniture we get it for a price that enables us to sell it for one-half for what it would cost new, but even at that there is little sale for it. People do

not want anything that is not new.

"There are good profits in this business if one could sell enough stuff, for when people are getting rid of their old furniture they are not particular as to what kind of a price they get. Two hundred per cent. is not an impossible rate of profit on some things, but what's the use when you can't sell 'em? The little trade which comes to the proprietor of a store like this is that of the person who wants to trade in something, and that is not enough to even make a living for a man of family."—O. Z. Newmeyer in Chicago Tribune.

Recent Business Changes in the Buckeye State.

Athens—Geo. Beasley & Co. are succeeded in the grocery business by J. E. Williams.

Caldwell—The grocery and feed business of M. Danford & Son will be continued in the future by J. S. Danford.

Cincinnati—D. L. Carpenter succeeds Carpenter Bros., jobbers of carriage trimmings.

Cincinnati—Feibelman, Newhoff & Levy are succeeded by the Globe Overall Co. in the manufacture of overalls.

Cincinnati—Louis Rauch succeeds Rauch & Goldsmith, wholesale and retail jewelers.

Cleveland—The Freedman Lattin Co. has dissolved partnership. H. Freedman will continue the skirt manufacturing business.

Conneaut—Fred H. Heasman, dealer in groceries and boots and shoes, will be succeeded by the Union Mercantile Co., which will also continue the grocery and dry goods business formerly conducted by Smith & Neal.

Continental—O. R. Crawfis, dealer in boots and shoes, has discontinued business.

Dayton—The Dayton Carriage & Rubber Co. has discontinued business.

Delaware—Georgia B. Brown will continue the boot and shoe business formerly conducted by B. W. Brown & Co.

Lima—J. E. Summers, tailor, is succeeded by Summers & Zitter.

Miamisburg—R. M. Conover will continue the merchant tailoring business formerly conducted by Conover & Brown.

Middletown—E. G. Archart succeeds R. L. McCoy in the retail drug business.

Mineral City—The Rice Hardware Store has discontinued business.

Newark—The Racket store formerly conducted by G. L. & A. S. Stephan will be conducted in future by A. S. Stephan.

New Vienna—Frank Ross, grocer and hardware dealer, is succeeded by Hockett & Co.

Springfield—Goss & Son, undertakers, are succeeded by Peter Myers.

Springfield—S. T. Fout succeeds Pretzman & Fout, manufacturers of candy.

Urbana—S. E. Hodge is succeeded by Ambrose & Knight in the hardware business.

Utica—Ottman & Tyler succeed R. E. Chapman in the dry goods business.

Washington—The Brown & Potter Hardware Co. is succeeded by the McVey-Glascock Hardware Co.

West Carrollton—Ray Patton succeeds Mrs. J. P. Billett in the retail drug business.

Arranging Matters.

A downtown broker some time ago engaged an office boy to serve during the illness of the lad who regularly performed the duties of that post. Tommy, the new boy, proved to be a jewel, and when Joe, the former incumbent, returned for duty the broker was loath to let Tommy go. But the other lad wanted to come back and pleaded hard for reinstatement.

"Well," said the broker, "you may have the place again if you can arrange matters with Tommy."

"I guess I can do that," replied Joe as he went in search of the troublesome Tommy.

When the broker returned to his office an hour later he found Joe in charge. Tommy was nowhere to be seen. The office looked as if it had been struck by a cyclone. The glass in the private door was smashed, chairs were overturned and ink had been spilled upon the carpet.

"What does this mean, Joe?" enquired the amazed broker.

"Tommy's gone, sir," replied Joe smiling. "I arranged with him all right, all right."

An Opportunity

to purchase

Soft Drink Factory

in one of Michigan's best cities of over 25,000 population.

\$8,000 will take it. Half cash.

Other business requires present owner's entire attention. Did a \$20,000 business the past year and it did not have the attention it should have had. Plant will inventory \$12,000.

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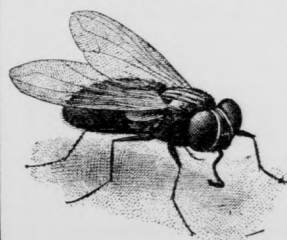
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Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

Tanglefoot is Sanitary
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Profit? Over 120 per cent. to you.

Mr. E. A. Stowe,

Editor Tradesman.

We are much aggrieved that our advertisement in your paper has not caused everybody to use Alabastine, the Only Durable wall coating. True, we now have thousands of steady users and satisfactory customers recommending Alabastine to their friends, but will you not say to the rest of the people that we want them, and ask them to write us for delicate card of tints, circular describing Alabastine and color plans sent absolutely free?
Alabastine Co.

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

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Shoe Store Scene As Seen By an Outsider.

"I've brought these shoes back," said the young woman with the firm mouth and chin to the clerk in the shoe store. "They don't fit this little girl, and I want them exchanged."

The clerk looked at the package without any movement to take it. "We don't exchange shoes on Saturdays," he said, indifferently.

"Wait a moment, please," said the young woman, in a voice that, calm as it was, compelled attention. "Saturday is the only day that I can bring her down. On other week days she attends school. So, you see, you will have to exchange them to-day."

"Wait an' I'll see the manager," said the clerk.

"Sit down, dear," said the young woman to the little girl, seating herself.

In a minute or two the manager returned with the clerk. "What's the matter with these shoes, madam?" asked he, rather severely.

"They don't fit," replied the young woman.

"Too large or too small?"

"They seem to be too small over the instep. She can get them on, but she can't button them."

"Huh!" said the manager. "Buttons want setting over, that's all. Set 'em over for her."

The clerk was walking away.

"Wait, please," said the young woman again. "Have you any idea where you are going to set those buttons?"

"Going to set 'em over," answered the clerk. "You say they're too small over the instep, don't you?"

"Exactly," said the young woman. "Sit down, dear, and take off your shoe, and this young man will fit the new shoes on and see where the buttons want to be set."

The little girl obeyed, and the clerk, with a bad grace, marked the places.

"You see, that won't do," remarked the young woman, when this was done.

"Why won't it?" demanded the clerk.

"Because it throws the buttons out of line," replied the young woman.

"Give you a size larger."

"I'm afraid that won't do. See if you can find a shoe that fits, please."

"Don't think we've got anything that will fit her any better."

"Suppose you look a little and see."

"I know we haven't."

"Then be kind enough to bring the manager back."

The clerk mumbled something to himself and then climbed the sliding ladder to a high shelf and brought down a box. "These ought to fit her," he said, and proceeded to haul one on to the little girl's foot.

"I don't like those," said the young woman. The clerk paid no attention until he had finished buttoning.

"There," he said, "you won't get a better fit than that in this town."

"I told you that I didn't like the shoe," said the young woman, equably. "Now, if you will find me a pair that hasn't square box toes and with soles about half as thick, I think they might do."

"These fit," said the clerk. "I don't know what you expect."

"I expected civility and an effort to give me what I wanted when I first came in," said the young woman, in the same unruffled manner. "I've given up that idea," she continued, "but I still expect to get something that will satisfy me—even if I have to put you to the trouble of looking for it."

Five minutes later the little girl was perfectly fitted. As the young woman left the store the clerk sighed and turned to a new customer.

"Couldn't bluff her out, eh?" observed the customer.

"Bluff!" said the clerk, frankly, "I should say not. After I've run my head ag'in a stone wall half a dozen times I begin to get an idea what it is I'm runnin' ag'in. Ain't more'n twenty, either. What'll she be by the time she's forty? There ain't many like her, I tell you."

"If there were, some of you snips would have to learn decent manners," said the customer.—Chicago Daily News.

Wants Better Style in Overshoes.

I am a middle-aged man. I have foresworn vanities. I am a married man and respect domestic discipline. I am trained. I know my place. My wife orders me to wear overshoes. I obey. I hate overshoes. With those degrading and ugly badges of domestic servitude upon my feet, I feel like a galley slave. I clump, clump, clump. They add ten years to my age, a hundred to my heartage. But resignation is the character a mediaeval married man should play. But why, oh, why, must overshoes, goloshes, whether the muffling, congesting and multitudinous 'arctic' or the horrible shiny 'rubber' or 'sneaker,' the mother of discomfort and the nurse of perspiration—why must my, our, your poor feet be swathed in forms so unaesthetic and repulsive? I do not weep for myself alone. Millions of better men must know the same pangs; and as for women, alas! alas! There is just one cure for hopeless love. If any young friend of mine is suffering from it, I say to him, "Bill, I'm an old man and you won't hit me. Bill, look at her feet when she has rubbers on!" Yes, sir, rubbers are the dispellers of illusion. How beautiful should be the feet, upon the sidewalks, of our beloved, but for the rubber—the dreadful rubber! Helen of Troy in rubbers would be, as to her feet, a frump. Will no friend of beauty, no architect, no sculptor-shoemaker give the world an overshoe that is becoming and even beautiful?—"Cold Feet" in N. Y. Sun.

When you write Tradesman advertisers be sure to mention that you saw the advertisement in the Tradesman.

DON'T let another season pass without giving yourself the satisfaction of knowing that you have given your customers the most value for the money. They are the ones to whom you are indebted for the success you have met with and the ones who in turn are entitled to the best the market affords.



By giving them the **Banigan Rubbers** you not only give them the strongest rubber made, but you fortify yourself in their appreciation and confidence when buying another pair—goods behind which stands a reputation of half a century—goods that are so well known for their quality, fine finish and workmanship. Consider well before deciding on this year's business.

We would like to serve you.

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Special Discount

of 5 per cent. for prompt pay on Dec. 1 on the

Glove Brand Rubber

"The Best Rubber Made"



Don't loose sight of the big game by following the "cent" too closely.

Quality! Quality! Quality!

is the road to success.

Our regular discount on GOODYEAR GLOVE RUBBER is 25-3-5 per cent.

On the RHODE ISLAND it is 25-3-5-10-5 per cent.

In addition we offer a special **5 per cent. for prompt pay on Dec. 1** for fall orders immediately given.

Hirth, Krause & Co., Grand Rapids

Good Advice to the Shoe Clerks of To-day.

Content with merely performing the perfunctory duties theoretically held to constitute the services of a clerk, the idler fritters his time away in planning lofty air castles, until when he gets ready to build he has a crick in his back and the bricks and mortar of commercialism have long since been carried away by the bright toilers who knew neither night nor day as distinctive terms, but who pegged on and on, until they had climbed too far toward the heights of accomplishment to be overhauled and superseded by the tardy beginner.

The starting was commonplace. The alert clerk was more than merely courteous, he was obliging. The customer was cantankerous and knew it all. Very well; the brainy chap saw only the gold in the purse and got after it. The whims of the nervous and growlings of the irritable never jarred his equanimity enough to become visible.

He gave the soft answers which turneth away anger and impatience; he agreed quickly with the aggravating being in front of him, but all the while remembered the pocketbook with its prospective food and raiment and lodging for the man who should succeed in separating it from its temporary owner. If a lot of cheap shoes on the top shelf was requested, he got it down in a jiffy.

Whines of disapproval never phased him. He got something else, and kept on, all the time drawing closer upon that money, until finally, because of shame or persuasion or masterful psychical influence, he succeeded in making the sale. The other clerk would combat infernal meanness with the same brand of inhuman impulse, and drive away trade. Number one made the most of the chance, and won out, where the other chap fell down, and misappropriated the opportunity.

Again (and this a real occurrence) one clerk observed a rat hole beneath the counter and near some shoes which were on the lower shelves behind him. He kept his mouth shut about it. Soon the rats gnawed the corner of the shoes and trouble came that clerk's way. "I am not supposed to look after hungry rats," was his reply to some rapid fire remarks by the manager; "my work is waiting on customers." He did not lose his job, but he didn't get any more salary because of his ingenuous rejoinder, and to-day is still drawing his \$10 per week. The same store has for the junior partner a bright fellow who also found a rat hole.

He very promptly told the "boss" to send a carpenter and a rat trap. He made sure of preventing recurrences of the rat's visits, and the same spirit of interest in his work, whether watching rat holes or customers, has carried him far on the road towards success. He was faithful to his charge, and improved every chance which came his way. He did it by really wanting to be a man, with an eye for his employer's interests. It was not servile hunting for chances to curry favor, which is the

act of the sycophant; but it was the work of one who lets no chance get by him where honesty can find expression. The heedless fellow, by the same process, was not malicious perhaps. He would ring in a fire alarm if he saw the store burning because he might be out of a job. He became so stultified that he grew unaware of the visits of chance, and eternally bemoaned his ill luck.

It is criminal to misappropriate opportunities, and, like all crimes, invariably receives due punishment before the sands of life have ceased to run.

When success does come to you it does not mean that you are to abandon the rules by which you have reached it. Success can only be preserved by a rigid adhesion to the rules by which it was gained. In victory remember that.

The work of the day may be unimportant in comparison with other work that might be done. It may be inadequately rewarded. It may be very uncongenial. But its permanent effect on the character is most important. A man is stronger and more capable every day, according to the way in which he does his work.

To the clerk the proper study is mankind as well as it is for his employer. He must train himself to discover that inner something in each person that he comes in contact with which will give him the key to his proper action in making him a friend. Each man has a particular fancy. He is won in just a single way many times, and "Let art but find the foible out," and you are his friend. A customer may be difficult, cross and harass you in a hundred little ways, but always bear in mind that there is a road to that person's heart, a way to catch the fancy and to hold him. Strive to find that way. The more successful in this you become the better salesman you will be, and the more value to your employer. Then without realizing it you will find yourself moving ahead, going step by step farther along the road.—Boot and Shoe Recorder.

The Orator's Shower of Microbes.

Recent experiments in England recall the fairy tale of the princess whose words turned into toads as they dropped from her mouth. It now seems certain that a public speaker projects from his mouth with his every utterance a shower of bacteria, and with sufficient force to scatter them plentifully over the room in which he speaks. Dr. Mervyn Gordon has shown that a loud speaker distributes minute drops of his saliva to a distance of forty feet. The presence of these drops may be tested by means of the specific microbes that they contain. Dr. Gordon uses this test as a gauge of air-contamination which he regards as more trustworthy than chemical methods for the detection of carbonic acid. In addition, one can not help speculating on the possibility that a diseased orator might thus sow infection broadcast among his auditors.

That which is stolen by the tongue can not be restored by taffy.

State Seal



\$1.75



The Shoe That Wears

If You Want the Best Value in \$1.75 Shoes, Try This Line.
Built to Wear. Once Tried Always Used.

928	Vici Kid Bal, yard wide, plain toe.....	8 wide
929	Vici Kid Congress, yard wide, plain toe.....	8 wide
930	Vici Kid Bal, custom cap toe.....	5 wide
931	Velour Calf Bal, custom cap toe, glove calf top.....	5 wide
932	Box Calf Bal, custom cap toe.....	5 wide
936	Vici Kid Blucher, knob cap toe.....	5 wide
937	Velour Calf Blucher, knob cap toe, glove calf top.....	5 wide
938	Russia Calf Blucher, knob cap toe.....	5 wide
940	Parent Colt Bal, knob cap toe, glove calf top.....	5 wide

All Solid Sole Leather Ctrs, Half Double Sole, McKay Sewed.
Give this line a trial. Send us your mail order.

C. E. Smith Shoe Co. Detroit, Mich.

To Meet Unfair Competition



In the Rubber trade for Fall as there is a disposition on the part of some jobbers to offer an extra 5 per cent. to special trade, we take this means of informing all our trade that we solicit your rubber orders on

Boston Rubber Shoe Co. goods in addition to the regular 25-5-3 and Bay State Rubbers in addition to the regular 25-10-5-3, that we will give an additional discount of 5 per cent. providing payment is made promptly on December 1st, 1905.

On Leather Top goods we allow you a discount of 7c a pair, which equals the 5 per cent. on the Rubbers, if payment is made promptly on December 1st.

"This offer is made subject to change without notice." On your rubber orders already given the same above discount will be allowed.

We solicit your Rubber orders for Fall.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Reasons for Success of Three Girl Shoe Clerks.

Written for the Tradesman.

It is certainly strange what seemingly inconsequential acts, manners, circumstances—even looks and gestures—turn the current of trade from one business place to another.

I have in mind four shoe stores wherein four women are employed as help. They are of as many nationalities — American, German, Canadian and Holland. Each is limited by her heredity and by the environment of her home and store life.

* * *

The American is a girl no longer in the first flush of youth. She has been employed in her present capacity seven or eight years and so knows all the store's customers. She is a person of discrimination, as becomes her age and long store service. She looks upon the world through the eyes of optimism, and it is good to fall into her company for that, if for no other, account. She knows when to talk and when to keep her finger on her lips. She is always pleasant. A perennial smile—the sort that won't come off—has pencilled little wrinkles around her eyes and mouth that no amount of massage will erase. But you don't mind that. People who patronize the store look for her smile as unfailingly as a plant turns to the sun for part of its sustenance. Still, she doesn't smile too much, for when customers come there who she knows have met with affliction or other disaster she is all sympathy and subdued in manner. She appreciates the situation in which they are placed and governs her natural exuberance of disposition.

I sometimes hear people make the remark:

"I don't see how Mary Jane So-and-So holds her trade the way she does—it's phenomenal."

No, it's not phenomenal at all. It is simply due to the fact that, in the first place, the girl is obliged to earn her own living, and, knowing this, realizes that she must put forth every effort to make a success of herself in the work of her choosing.

Having good common sense, she puts self in the background and allows customers to have an opinion of their own, and to express it into the bargain. While apparently letting them have matters to their own liking, she still has such a nice, gentle way of extolling the merits of her employer's goods that before they know it the stubborn customers are won over to her mode of thinking.

I don't know the exact reason why it is that women, as a general proposition, do not like the idea of having another woman wait on them for shoes. Perhaps it is because, their own sex being so merciless in their criticism, expressed or secret, of each other, they fear the remarks liable, or possible, to be made as to any shortcomings of their feet as to the requirements of beauty. But, as far as this American shoe clerk is concerned, the women who come in to buy where she works often wait ten

or fifteen minutes in order to be served by her.

Her good cheer—why, she just radiates amiability—and her great tact in managing customers are the lodestones that she uses to draw trade; and after that she is shrewd enough to keep her patrons.

* * *

The little German girl? Well, she's not a particle sophisticated. What she does she does from the heart, without anything of premeditation. She is pretty, while the American is not. She pleases from her very spontaneity—she couldn't do otherwise if she tried. She is not obliged to work as to board and lodging, but is a clerk for the independence it gives her. Her father is quite well-to-do but is close with his family, and gives his girls not enough to dress themselves decently with; so they are all employed at different sorts of work for pin-money. This little German shoe clerk is a great favorite with her girl friends and they are all ardent admirers of her beauty. Naturally, she brings to the store much trade from among those of her nationality.

Good nature, a pretty face, popularity and clannishness—these four elements constitute this little madchen's success.

* * *

The Canadian? Here we have orderliness developed to a degree. This girl from across the Border always has her stock in a condition which may be characterized as the neatest of the neat. Customers gone, shoes, slippers and rubbers are whisked back into their boxes in the twinkling of an eye. Dust is an unknown quantity—x—in her department, or if it ever gets in evidence it is so quickly dispelled that no one ever sees it. The orderliness in her nature, beginning with the wish to have the goods around her "just so," extends to everything she does. Consequently her patrons find her precise even to fussiness in her desire to please. She is well liked, on this account, by those ladies who enjoy being deferred to and by those who are extremely particular as to style, fit and all the little niceties that go to the making of a handsome shoe.

The Canadian's success lies entirely in her methodicalness of nature.

* * *

The Holland girl is the only one to be found fault with. She doesn't work in a store any more; she is married and has a home of her own now. I pity her husband.

I used to buy all my shoes at the place where she worked, because the shoes I got there were good style and they wore like iron. I never had better from any store. And they were reasonable as to price, too. But the man sold out his stock and so I followed the shoes and changed stores.

When I used to go to the former establishment this Holland girl was there. She seemed to want to get a chance to wait on me, but I always managed to elude her vigilance and steer clear of her.

Truly, she was the sloppiest looking girl I ever ran across. Her hair

Search the world over you will find no better rubbers than

HOOD'S

For first grade,

OLD COLONY

For second grade.

**"Old-Fashioned Quality
New-Fashioned Styles"**

If you are out for business ask us.

We are sole agents for Michigan.

Geo. H. Reeder & Co.

Grand Rapids, Mich.



Would You Like to be

the most contented shoe dealer in your town? It is the easiest thing in the world. We want one dealer in each town to handle our

Skreemer Shoes

and it's up to you to write to us immediately to secure the agency. We will have one of our traveling men call on

you, show you the line and tell you of the superior quality of the Skreemer shoes. The Skreemer shoes are stylish, up-to-date men's fine shoes at popular prices, fully protected and carefully guarded by the makers. We carry a full line in stock all the time and can fill orders instantly.

MICHIGAN SHOE CO.
DETROIT, MICH.

was invariably at the point of tumbling down. Her shirtwaist neckband and her collars never seemed to have been made for each other. The same was true of her skirt belt and outside belt—they never by any possibility could be made to "jibe." Her skirts were so frazzled out that they were never free from a fringe of threads and torn braid. And her shoes! There she worked in a place where they were sold, and the probability was she got a reduction on them for herself, and yet she always wore the shabbiest of miserable footwear.

Really, if I could have bought anywhere else the special shoes I found there, I never would have entered the store, I used so to dislike the appearance of that clerk.

Then she had a temper, too. She used to fly into a rage if anything happened not to her liking, and she was not the least bit careful to conceal her annoyance, either.

Untidiness and anger were the Hollander's besetting sins. Mother Nature was niggardly with her anyway, and she made no attempt to improve on her parent.

* * *

The foregoing instances serve to illustrate some of the ways whereby a clerk can make or mar an employer's business.

Miss Clerk, are you like either of these four? Janey Wardell.

Right Way To Start a Shoe Business.

Recently, while discussing the entry of a young man into the retail shoe business, the question was asked: "What are the chief essentials to the success of the retail merchant of to-day?" In deciding upon these it must be remembered that character, natural ability and energy form the basis of all other qualifications.

During the discussion one successful retail merchant said: "My belief is that the only way to consistently conduct a retail business is on the cash basis. Therefore, I would not advise any young man to make a venture in retail trade on credit lines. It is too much like working in the dark. Almost invariably the accounts grow beyond control, the business structure expands at the top, while the foundations weaken." That is a sensible view to take, of course; but the first resolve which a young man going into business should make, and adhere to, is to do a business consistent with his capital. Failure in this respect is usually disastrous. Whether the capital employed be large or small, it should be proportionate to the volume of business transacted.

Nearly all big enterprises have had small beginnings. By way of illustration: The R. H. Macy Co., of New York City, is the outgrowth of one small store, which was established more than half a century ago. The Siegel-Cooper Co., of Chicago and New York, the foundation of which was laid in a store 30x50 feet, in a small town in Illinois, and the R. H. White Co., Boston, are other big retail establishments having a humble start; the Jordan-Marsh Co. and Shepard, Norwell & Co., in the same city, are others. Every one of these

concerns has a world-wide reputation. All have attained their present eminence by strict adherence to the highest business principles.

A shoeman starting with limited capital should take a small store. The retailer newly established in business, who at regular intervals makes close summary and analysis of his accounts, is the man who will succeed. In other words, the mental part of the business is its most important feature. However, for the sake of example, the proprietor should personally perform some detail work in the store. This will give him prestige in the eyes of his employees, and they will respect him and render better service. Every man entering business should bear in mind that he who puts in a small stock at the start and constantly adds thereto, if but by limited invoices, has an advantage over the retailer who buys in large quantities and turns his stock but once in six months. In these days women are the more numerous and important customers of the retailer, and they do not like retention of old styles. They are apt to trade with the retailer who is "up and doing," and always has something new to show. That does not mean that they want a different shoe every time they buy a new pair, but that they will go where new things are shown. At the same time they may buy the same style they were wearing.

In looking after these details, which are of importance in the aggregate, the new dealer should not fail to keep discriminative oversight of his business as a whole. He should know just where he stands and be sure that he is right. He should also bear in mind that courtesy is an important asset. Not that he should be obsequious or fawning, but that he should be invariably attentive to all who enter his place of business. The prosperous shoe retailer is a very independent and respected member of the community.—Shoe Retailer.

Recent Business Changes in the Hoosier State.

Bedford—Morris Mayer will continue the general store business of Mayer & Rea.

Harrodsburg—The implement business of Hayes & Nance will be continued by J. T. Nance.

Indianapolis—The Indiana Wood Fibre Plaster Co. has incorporated under the new style of the Mastic Wood Fibre Plaster Co.

Indianapolis—The Van Camp Packing Co. has increased its capital stock to \$600,000.

Laconia—Scott Crozier & Co., who formerly conducted a general store, are succeeded by Wm. Johns.

Linden—G. D. Snyder will continue the hardware business formerly conducted by Snyder & Son.

Logansport—The packing business formerly conducted by W. C. Routh will be continued under the new style of W. C. Routh & Co.

Marion—The grocery business of Creviston & Watson will be continued by W. H. Watson.

Lowell—W. L. Handley, druggist, has discontinued business.

Marion—Glaize & Carter, who carry a stock of dry goods, are succeeded by the Racket Co.

Martinsville—L. S. Shipley & Co. succeed J. W. Lewis in the grocery and meat business.

Salem—The bakery business of Heilman & Taylor will be continued by A. H. Heilman.

South Bend—Geo. D. Beroth succeeds Harry B. Alward in the cigar business.

Terre Haute—The Townley Stove Co. will continue business under the new style of the Townley Hardware & Stove Co.

Plymouth—Astley & Hess are succeeded by Hess, Grube & Harley in the hardware business.

Van Buren—The general store business of Hamrick, Whitecotton & Co. will be carried on by Hamrick & Whitecotton.

Huntington—A petition in bankruptcy has been filed by the creditors of John G. Kitch, who was formerly engaged in the grocery business.

Liberty—Adams & Little succeed Jos. Coffman in the agricultural implement business.

The first step toward curing a crooked world will be to straighten your own glasses.

A man's ascent amongst the living counts for more than his descent from the dead.

It is a brave man that isn't afraid of a welsh rabbit.

Quality the Foundation

on which successful business can be built, applies especially to **Rubbers**, and we all know that **Lycoming** stands at the head in this respect.

Do not get frightened at the present flurry which some wholesalers are creating, as there might be some **hitch** later that might make you sorry.

All customers who detail their fall orders with us by April 1st, '05, will get **right prices** and fair and square treatment.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH

Another Cut On Rubbers

We make the following cut on Rubbers subject to change without notice: We will allow in addition to the regular discount on Wales-Goodyear, 25-5-3 per cent. and on Connecticut 25-10-5-3 per cent., an extra 6 per cent., if payment is made promptly on December 1st. All orders already placed with us will be taken care of at the above prices.

Herold-Bertsch Shoe Co.
Grand Rapids, Mich.

COMPARATIVE FIGURES

Of the Condition and Pick of the Bean Crop.*

The topic assigned me implies that the subject matter is considered of importance and that the Association has no adequate and efficient machinery for obtaining the information. To be of any value this information must come from reliable sources, from persons having knowledge of the conditions and facts observed.

I attempted to gather the information as of January 1, 1905, and for that purpose sent out 136 self-addressed and stamped postal cards, on which were printed the following questions:

What do you estimate the per cent. of 1904 bean crop in the farmers' hands January 1, 1905?

What of 1903 crop January 1, 1904?

What of 1902 crop January 1, 1903?

What do you estimate the average pick per bushel of 1904 bean crop?

Same for 1903 crop?

Same for 1902 crop?

These cards were sent to members of the Association and I received eighty of them back. Notwithstanding the fact that these cards were already addressed to me and were stamped, more than fifty members of this Association failed to make any response. They are all interested in the information asked for and many of those from whom I received replies expressed a desire to have a copy of my report. It is possible that those who did not reply had no data from which to formulate answers or else their knowledge was so indefinite that their estimates must have been largely guess work. In either event a return of the cards, with a statement to that effect, would have been of value in determining the approximate accuracy of this report and the weight to be given it.

It is evident from replies received that my questions were misunderstood by some and the replies returned by others were, as several of them stated, merely guess work. For instance, I find in the case of two dealers from the same town, that one gives the average pick of the 1904 crop at 10 pounds, and the other at 4 pounds. From another town one estimates the 1904 crop in farmers' hands Jan. 1, 1905, at 50 per cent., the other 20 per cent. In another town one estimates the beans in farmers' hands Jan. 1, 1905, 15 per cent., the other 33 per cent.

It was intended and undoubtedly generally understood that each person should answer for his own local market, but the bean territory is increasing and many beans are raised and marketed in localities from which we have no way of obtaining information at present.

Now, it is not a difficult job to take the figures submitted and compute the average on hand or average pick, but the question is as to the practical value of the result obtained on such estimates as have been submitted to me. Before such figures as I present to-day can be of great value we must have returns practi-

cally from every bean dealer, and his replies must be based upon facts derived from an examination of his own books and business, not mere off-hand guess work or fancy, because we are apt to get wrong impressions into our heads that only figures will remove. Even then if the figures vary much from our opinion we are apt to doubt the figures.

From the answers which I have received, it is apparent that in some localities there are very few beans in the farmers' hands, while in other localities the farmers are holding more than half their crop. The average January 1, 1905, was 31.8 per cent.

Chas. D. Ferrin, Jr., of New York City, has estimated the stock in farmers' hands on January 1, 1905, at a little less than 30 per cent. and the portion of the crop in dealers'

250 bags each to Jan. 1, 1905. Of the 1903 crop we sold sixteen carloads to Jan. 1, 1904. Of the 1902 crop we sold thirteen carloads to Jan. 1, 1903, our sales for 1904 being more than twice those of 1903 and almost three times those of 1902.

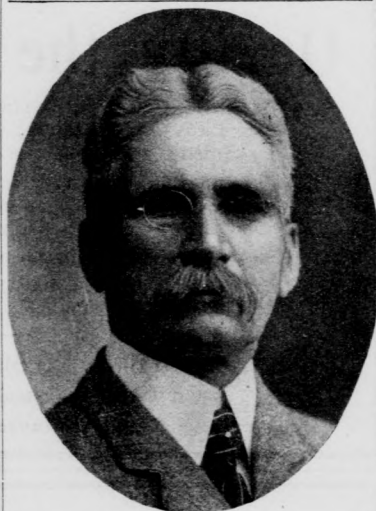
I made no attempt to obtain any information as to the stock in the hands of the dealers, because this point is not covered by my subject and the dealer might think it an unwarranted attempt to pry into his private affairs. This information is very desirable, however, and the Association should have some way of obtaining it. Such information should be treated as strictly confidential and only total or percentage given out in estimating the amount of beans in

dealers' and farmers' hands at a given time.

As before stated, the replies show the average pick for the 1904 crop to be 7½ pounds, for 1903 crop 9¼ pounds and for 1902 crop 8½ pounds. The percentage of the 1904 crop in farmers' hands Jan. 1, 1905, was 31.8 per cent. of the total crop, the percentage of the 1903 crop in the farmers' hands Jan. 1, 1904, was 46.3 per cent., and the percentage of 1902 crop in the farmers' hands Jan. 1, 1903, was 40.8 per cent.

The creed without bones of difficulty is usually of the jellyfish order.

The best way to silence conscience is to obey it.



hands at 13 per cent. My estimate of the stock in farmers' hands varies from his but 2 per cent., and I believe it is safe to say that there still remains with the farmers and dealers about 44 per cent. of the total crop.

The replies made to me indicate that the 1904 crop picked about 7½ pounds to the bushel. From my own experience I am inclined to think this estimate is too large and springs from the natural tendency to unconsciously exaggerate. As a rule, we believe we are hurt worse than we really are.

In our business we have a system whereby we keep track of the beans received and the pounds picked from each lot, and it is possible to determine at any given time the number of bushels received and the number of pounds they picked per bushel. I find, for instance, we bought this year 157 loads of beans (2,455 bushels), testing one-half pound and less to the bushel. We do not pick this stock, simply run them through the cleaner. We do not call them picking stock, but they must be counted in determining the average pick-out of the crop. We had 181 loads (5,483 bushels) that picked 1 pound and 108 loads (3,068 bushels) that picked 2 pounds to the bushel, the balance of the stock picking from 3 to 12 pounds to the bushel. The average of all was 2 1-3 pounds. Of the 1904 crop we sold thirty-six carloads of

The Greatest Success of Them All

IN THE CANDY LINE IS OUR

Violet Cream Cakes

which are put up in attractive packages and will add a great deal to the looks of your candy department and prove to be the greatest seller you ever had in stock.

Hanselman Candy Co.

Kalamazoo, Mich.

Ye Olde Fashioned Horehound Candy

Is good for the young and good for the old,
It stops the cough and cures the cold.

Manufactured only by

Putnam Factory National Candy Co.

Grand Rapids, Mich.

EVERYBODY WILL HAVE IT

That's our Case No. 7 assorted

CHOCOLATES

Twelve boxes for \$11.25.

We can't help it, it's the quality of the goods. They leave such a good taste in the mouth.

STRAUB BROS. & AMIOTTE
TRAVERSE CITY, MICH.

*Paper prepared for annual convention of the Michigan Bean Jobbers' Association by Wm. Reardon, of Midland.

Merchant's Patience Taxed With Requests for Aid.

Written for the Tradesman.

The coldest month of the year is upon us. The predominant necessity is protection from cold. Let not pride deter anyone from bundling up sufficiently for exposure to the weather. The most danger comes when one goes out for just a few minutes without full protection. Those who must labor all day outdoors or take long rides will be most apt to make sufficient preparation, and still some of these will endure much suffering and perhaps incur sickness.

A certain amount of cold, bracing air is beneficial to nearly every one. The wise parent will give the little ones frequent airing and see that they are warmly clad. The children who are too young to attend school will be kept too closely housed by the over-cautious mother, and frequent colds and sickness will result. The one with health for a hobby, who dotes all the time on scientific methods of living, may keep the children's sleeping rooms too breezy and cold. Toughening by exposure has its natural limits. Nature gives us a desire for a warm bed and a warm room in which to sleep in winter. The man whose work requires exposure to cold all day long needs to be well warmed every night and all night. A person at vigorous work all day may maintain comfort without being heavily clad, but the strength expended and the quantity of frosty air breathed tax the vitality and finally so chill the body that no amount of clothing can give warmth. A sufficient period of rest and warmth, as well as proper food, is then imperative.

Fortunate are those who have abundance of fuel and warmly-built houses. Such good fortune is mainly the result of industry, economy and prudence on the part of those whose duty it is to provide for their own or their family's needs. With all the wealth and abundance of the country it is indeed sad that any should suffer for want of fuel or food. Many wives and children will fare no better than widows and orphans because the head of the family has neglected his opportunities for work or has wasted his earnings. Nor are all mothers and housewives free from blame. Many are the homes in which a large percentage of good wholesome food is continually wasted, which if economized would leave sufficient means to provide abundance of fuel and food for winter. Those who during the summer spend a generous portion of their earnings for amusement, for luxuries, or gratification of unnecessary desires, will now face their unprovided needs. Will the improvident ever learn from bitter experience the lessons of prudence and economy?

Every year sees some who most unexpectedly find themselves face to face with suffering and want through no fault or failure of their own. Conditions which could not have been foreseen or provided against have arisen. A large proportion of such people will endure their misfortune to the last extremity be-

fore the public will be apprised of their circumstances. Many would gladly extend a helping hand to such were they but informed.

The merchant will have his full share of applications for the relief of distress, not alone from those who desire credit to carry them over this severe period, but from benevolent organizations and people who solicit for the poor. His patience will be taxed when requests for aid are for those who have no good excuse for being in want. His disgust will be abundant when he sees benevolent people imposed upon by the same ones regularly each winter. What with extending credit to carry through the winter a large number who will probably settle their accounts sometime before the end of the year in order to keep their credit good, as they say, and donating to some whom he believes worthy of help, he will have plenty on his hands without separating himself from goods or money for doubtful cases.

Even when he is convinced that he is under no obligation as a citizen, friend or neighbor, he must be very discreet in his treatment of applicants for aid. The most unselfish and sympathetic man may feel that he would really be doing wrong to aid some people. Himself and family must sometimes be deprived of actual necessities and his creditors be inconvenienced if he yields to unreasonable importunities. It is indeed a trying position at times. It is not desirable that the public should know how much encumbrance the merchant is carrying. Neither does he care to advertise his benevolence in cases where he personally superintends the distribution of his gifts. It is not altogether agreeable popularity to be known as a liberal giver and thus become the mark of every

begging enterprise. Policy should not always govern. Influential customers should not receive undue attention.

Giving to secure popularity or as an advertisement of business is not a very exalted motive. He who would receive genuine pleasure from acts of benevolence must have a kindly regard for his fellows. The fear of encouraging idleness or extravagance should not deter one altogether from giving aid. It is better to err on the side of helpfulness than otherwise. To realize the truth of the precept: "It is more blessed to give than to receive," is the privilege of all.

Every one should have a method in giving and devote each year an amount commensurate with his ability. He should endeavor to direct his contributions in such a way as to result in the most good from the sums invested. One's obligations to religious work and philanthropic public enterprises should be carefully considered and planned for. The emergencies of the hour should receive aid in proportion to the needs and one's obligations.

But this was not intended as a dissertation on giving. Let every one study the matter and decide conscientiously. There is more danger of becoming selfish and grasping than of being too friendly and generous. There may be some who can lay no claim to deserving help who might be benefited by the exhibition of a kind, neighborly spirit. Gifts should not go to the recipient with words or looks that would wound the feelings. The self-respect of suffering ones should be encouraged wherever possible. The humiliation of being objects of charity ought to impel people to be self-supporting. E. E. Whitney.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

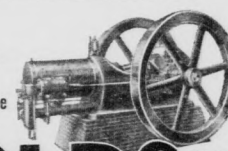
Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

Type G Engine



8 to 100 H. P.

OLDS ENGINES

Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Dept. required them "to be OLDS ENGINES or equal." They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for catalogue of our Wizard Engine, 2 to 8 H. P. (spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct-connected pump; or our general catalogue showing all sizes.

OLDS GASOLINE ENGINE WORKS.
Lansing, Mich.

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



Growing Excellence of Window Displays in Chicago.

One of the notable features of Chicago retaildom is the uniform excellence of window displays. Indeed, Chicago has gained an enviable reputation as a leader in some branches of window decoration. Scarcely a prominent shop on State street, or, to follow the haberdashery trade more particularly, on Jackson Boulevard, does not deserve honorable mention, and in most cases, description, by reason of its fine display. Goods are eagerly bought up for gift purchases that would go a beggin' at other times. It would seem that the "science of salesmanship" has received closer study than in the past, and finds more intelligent expression. At this season there is not so much an effort put forth to offer merchandise in such a manner as to make those buy it who do not need it, or are not in search of it, as the study of how to place the most wanted articles so advantageously that the buyer constantly chances upon articles well displayed with the plain intent of suggesting a purchase. In the big stores one is apt to find an assortment of smoking jackets in the jewelry department and pictures among the haberdashery. Goods particularly appropriate for gifts are brought out and placed so as to command attention.

In one of the very big stores one was reminded, in a measure, of "fox and hounds." Entering the establishment the buyer might have found in the shoe department some article evidently transferred from the haberdashery section. Within a few yards would be a similar article from the same place, or perhaps a group of such articles. Following the scent, so to speak, one was led by such stages up a broad stairway, itself decorated with suit cases, bath robes and similar articles, until the department itself was reached. One of the most pretentious mechanical window displays ever seen in Chicago was presented by one of the popular State street department stores, and deserves some mention because of its elaborateness. Six wide windows were utilized to carry out the idea, extending along the front for a half block. Each window was a practical state-setting in its gorgeous effect, and indescribable except in general terms. An endless chain carried small floats from window to window and back again. The chief attraction was a live woman midget seated in a sleigh, and wearing a diadem and girdle of small vari-colored electric lights. In one hand was a sceptre capped with miniature lamps, all arranged to flash. This atom of humanity was Queen of Fairyland, riding through a snow clad, scintillating forest with white birch trees in the foreground. The backgrounds of each window were well-painted scenic effects blending into the general

scheme of decoration. Here and there, fastened to this background, were roguish imps and goblins of papier mache. The material used as a groundwork for these scenic effects was semi-transparent and at intervals of about one minute were lighted up from behind, each window showing a tableau from the Arabian Nights or Mother Goose. Little Red Riding Hood and her wolf appeared in two tableaux, and two showed Cinderella in her glass slipper performance. The figures used were of wax, with the exception of the wolves, which had come from the fur department. The entire effect, with the adroit use of electricity and other accessories, was tremendously effective as a curiosity attracter and brought a large share of trade.

Among the clothiers the discussion of fashion changes, and such topics as usually engross the mind of the manufacturers, has yielded to the discussion of woollens, and the great price advances. In view of the prosperity now pervading the country, however, comparatively little solicitude is felt as to the effect of the advances on the business in general. The situation is quite understood by retailers, who are placing large orders for spring goods, in anticipation of still greater advances. The dissatisfaction so freely expressed earlier in the season because of backward weather and slow sales of heavy clothes has been dispelled by the fact that any goods bought six months ago at the then prevailing figures will be saleable next winter at a considerable premium. For the same reason there is no scramble among manufacturers to rid themselves of any surplus in winter goods. Hence there may prove to be a scarcity of clearance sales during February. The exception to this may be the retailer or manufacturer who does business on such a small capital that the exigencies of business force him to turn his merchandise into money to meet maturing obligations. I ventured a forecast in a previous letter that the coming season would find navy blues, and especially serges, supplanting all other fabrics in public favor. At this writing the prediction seems destined to be fulfilled. Brown will still be in evidence as an echo of its recent reign, but its vogue will be much diminished. Blue will, according to all signs, prove most acceptable after the vogue of brown and grey now waning.—Haberdasher.

Some New Things in Shirts.

It being generally conceded that the ordering season for next spring's shirt supplies was a marked success, and the fabrics and designs thereof having received due and timely description, there remains little to say of trade interest except the few items involved in retail transactions as the year closed, noted in the following paragraphs:

Fancy stiff bosoms. Retailers in New York and vicinity mention a renewed interest in these goods, and although demand is far behind that of former years there was an improved call as compared with fall and

winter one year ago. Favorite patterns were the narrow black stripes on wide spacing; figures doing very well in dots and stripes.

Winter negligees. As these garments are "the only wear" in the South and Southwest nothing need be said of their fortunes in those localities, their story, like those heralded of new mining enterprises, being "a success from the start." That they are a favorite winter fashion North and East can not be denied, yet how few are seen in winter wear in any of the great cities of these locations! This has been the remark of many observers, and it is fair to conclude that the stiff bosom holds its place with city men who are painstaking as to dress—if not South and Southwest, then North and East.

Orders from the great department stores for white shirts to be "bargained" during the "white sale" days in accordance with ancient usage, these having been proffered at prices that barred the use of linen in the bosoms, some of our shirt manufacturers who formerly made specialties of that class of garment refused to accept the propositions, and several contracts went to the "shops" of our East Side, the department stores furnishing the "linen."

Talk is reaching this country from Belfast, Ireland, to the effect that bleaching of shirting linens will soon be performed by the use of electricity, by which process the Germans, it is claimed, are successfully treating their own flaxen piece goods. The Ger-

mans were never particular to obtain a pure white in their bleaching of linens (that is why all German bleached linen goods wear so well), and what may "go" with the Germans will not pass in Belfast, where a failure to achieve pure whiteness by electricity is reported as the result of recent experiments.—Clothier and Furnisher.

A telling blow is not necessarily one that comes from a talkative man.

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

1232 Majestic Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contemplating a change in your banking relations, or think of opening a new account, call and see us.

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

Our Overall Line

Now Contains Numbers
at the
Following Prices

\$3 00

3 25

3 50

4 00

4 25

4 50

4 75

5 00

5 25

5 50

6 00

6 50

7 00

7 50

8 50



Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

Why the Special Sale Builds Up Trade.

The time is here when all odd merchandise and broken lots should be cleared away. The carrying over of such goods should be avoided as much as possible. Nothing sells so well as the best and the newest. This is the time when people begin to talk "bargains," and demand a showing of them. Now, every merchant is bound to make small lots in his own stocks and, in fact, he is lucky if, after the Christmas rush, the bulk of his stock is not odds and ends.

It is always the good things that sell, and the bad ones that stick, and from now on the sticking goods get "sticker." So, it behooves the sensible retailer to eliminate all such remnants, and this can be well done by combining them with a good and seasonable "leader" for a "special" sale.

Leaders are always good and, of course, the best ones obtainable are the staple lines, sold at a big reduction, or even at a small loss. If a merchant can buy regular stock goods at lower prices, at this time of year, they make the best kind of "specials" for off-season selling for two obvious reasons:

They are just what the average customer wants, at a less price than usual, and they bring you profit and a clean stock at the same time. This could justly be called scientific bargain-giving.

Clearing sales in these days of keen competition require the providing of "leaders" that are of an understood staple character, and at a rock-bottom price. Therefore, the best goods now to bring out, and keep business bustling, are those that are known to be your regular stock, only they must be offered at a close figure.

Some shops, of course, do not need these special sales to make their goods move. If a firm has a good reputation for style, and sells to the smart trade, the semi-annual clearance sale will suffice to wipe out all accumulations of novelties.

This reputation of having fine goods for special selling at the end of the season is a wonderful helper, because you are able to say such strong things in your advertisements about style and quality and, coming from a dependable source, these statements are at once accepted. If you have a skillful advertiser you can work the clearance sale to its utmost by judicious pruning of the odd stock.

Nothing makes women buyers more anxious to get out early in the morning than a heavy mark-down in the higher-priced goods. There are either so few of these expensive goods in stock, or such an overplus, that there should be no hesitancy in sacrificing them.

Clearing sales should be ruthless, and every dollar's worth of odd stuff should be made to vanish. The special sale will give you a good running start on the new year's business and, if you start out well, you have insured the public attention for the ensuing year. The special sale builds up trade, brings in new customers,

firmly retains the old ones, frees your stock, helps in the expenses of the mid-season, and aids in launching the business for a successful year's work.

"Bargain" sales that are genuine are commendable, but special sales and occasions that are forced and fed on the same old offerings are ruinous to trade. They get to be like an over-played tune that sets the public nerves on edge. "Bargain" sales are necessary, and the advertising of them is also necessary. Truth must be adhered to and exaggeration must be avoided.

There are certain people who are always delighted to believe that they have bought something worth a dollar for fifty cents. You disappoint these people when you don't give them these things for half-price.—Dana C. Holland in *Haberdasher*.

Aloofness and Sociability.

It was once said of a certain United States Senator that one must climb a ladder to speak to him. He was so "high up" and so far removed from the people that they could not get in touch with him. Illustrations are many, on the other hand, where senators were always accessible to their humblest constituents and the popularity of these statesmen became so great that they were returned term after term for a quarter of a century to Congress.

Many employers and managers are like the senator first mentioned. They are so far removed from the lowest stratum of employees under them that they never know what is going on and they never see genius and ability manifesting itself in the various departments any more than they discover the loopholes and waste places that profits are escaping from in the business. If every department head is in close and intimate touch with those under him as well as with the details of the business, and if the "old man" takes an interest in close personal inspection himself there is built up ultimately a most satisfactory and smoothly-working organization—a thing that makes a business a success.

Unmistakable Symptoms.

"Miss Edith," said Joe, the office boy, "were you ever in love?"

Miss Thompson started, then said lightly: "Why, yes, I guess I've been in love. Have you?"

Joe gave a deep sigh. "I'm in love now," he said.

"Really?" she asked. "How can you tell?"

"How can I tell? Why, easy: When I don't care to lick no messenger boys and don't take no interest in life, then I knows I got it."

The Only Way.

"Well," said Dr. Kidder, "there's only one way to get rid of insomnia."

"And that is?" queried the patient. "Go to sleep and forget all about it."

Our biggest, blackest troubles are often only the locomotive drawing our richest treasure train.

Filling the hands will not stop the ache in the heart

The Satisfaction Which Comes With Wearing



"Clothes of Quality"

is the secret of the marvelous success which these justly famous clothes have gained.

The graceful appearance fascinates the eye, the superb wearing qualities hold the admiration of the wearer.

If you have not seen a line of these garments you have missed something interesting.

Prices \$5.50 to \$15.00 Suits and Overcoats

M. Wile & Company

High-grade, Moderate-priced Clothes for Men and Young Men

MADE IN BUFFALO

THEY FIT

Gladiator Pantaloon



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.
William Alden Smith, 2nd Vice-Pres. M. C. Huggett, Sec'y, Treas. and Gen. Man.
Colonel Bishop, Edw. B. Bell, Directors

The William Connor Co.

Wholesale Ready Made Clothing
Manufacturers

28-30 S. Ionia St., Grand Rapids, Mich.

The Founder Established 25 Years.

Our Spring and Summer line for 1905 includes samples of nearly everything that's made for children, boys, youths and men, including stouts and slims. Biggest line by long odds in Michigan. Union made goods if required; low prices; equitable terms; one price to all. References given to large number of merchants who prefer to come and see our full line; but if preferred we send representative. Mail and phone orders promptly shipped. We carry for immediate delivery nice line of Overcoats, suits, etc., for Winter trade.

Bell Phone, Main, 1282

Citizens' 1957

Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.



The Most Needed Reform in This Country.

A correspondent of this paper writes, asking me if I think that an able-bodied woman is perfectly normal who is willing to spend her life boarding rather than undergoing the trouble and exertion of making a home for her husband and children.

I do not. I think such a woman is a freak, a monstrosity, a perversion of every womanly instinct, a creature who ought to be done in wax and placed in the chamber of horrors in the Eden Musee instead of making a good man miserable and dyspeptic. There is something radically wrong with a woman who does not want a home of her own, and she whose soul is not thrilled by the sight of pots and pans, and who can gaze unmoved upon a china display, or a bargain sale in table damask, is fit for treason, strategy, and spoils, and other women do well to keep their eyes on their husbands when she is around.

This strange and unnatural being is indigenous to America, and it is the one product of which we have the least reason to be proud. In no other country under the sun is it the custom for young couples, when they get married, to "take rooms," as the specious phrase goes, in a hotel or boarding house, and thus begin their new lives under a raking fire of criticism and observation, or for married women to refuse to live in the home their husbands provide for them, and drag their families away into the noise, the publicity, and the vulgarity of public hostelry. This is a state of affairs distinctively American, and America leads the world in the number of its divorces, for as a first aid to marital discord the boarding house heads the list.

We talk a great deal about the influence of home, but we are far enough from realizing its full significance. If we did, a young man would no more think of taking his bride to a boarding house than he would dream of taking a wedding journey to the divorce courts. As it is, he figures out that two people can board cheaper than one, and that he will save his wife the labor and care of "apartments" in whatever grade of hashery his means will allow, and by the time he finds out his mistake the mischief is done. Boarding is responsible for the alienation of more affection, the shattering of more of love's young dreams, and the beginning of more silly flirtations than every other cause combined.

To take it in its baldest aspect it is impossible to make a home in a boarding house or a hotel. It is merely a place where one eats and sleeps like an animal. No affection can strike its roots down into a room where one tarries only a week or a month, and that has no associations clinging to it, no memories to make

it dear and sacred. Worse than that, no interest attaches to it, and there is something in its very atmosphere that drives you forth in search of amusement and entertainment. Nobody can picture a happy family spending a quiet evening in loving converse in a boarding house room.

As a matter of fact, people who board generally pass as little time as possible in their own rooms. They congregate together in the public places, and whether it is in the sumptuous splendor of Rubber-neck Hall, in the Waldorf-Astoria, or the dingy parlor of a third-rate boarding house, the result is the same. It means the disintegration of family life. The woman learns to amuse herself in one way and her husband in another. They do not depend on each other for companionship, and thus at the very beginning of their married life a young couple who boards begin to drift apart.

Another point that women seem never to have grasped is that they have no such other ally in holding their husbands as the home. This fact alone, and of itself, ought to make them flee boarding as they would the plague. Just as long as a man is interested in his home, just as long as he is willing to work to support it, just as long as he rushes home from his day's work to enjoy it, and has to be dragged away from it, just so long may a woman possess her soul in peace. She has no rival. He is finding his pleasure and his interest where they should be, for Nature intended that every young couple should build their nest as the birds do. Indeed, it is this instinct—this desire to have a home of their own—that prompts most men to marry, and a woman interferes with it at her peril. Of course, we all ought to be so strong and noble that we will do right for right's sake, but the way human nature is built—the majority of us find that we are most apt to walk in the straight and narrow path when we have a good high fence that we can not see over, walling us in on both sides, and this being the case, the wife who deliberately drives a man away from the safety of his own fireside is either superhumanly vain or foolhardily reckless.

Still another reason why the boarding house is a sure promoter of domestic infelicity among the newly-married is that there is too much outside interference. No two people in the world, coming of different families, with different habits and tastes, ever adjusted themselves to each other without some inevitable friction. If they are by themselves this does not matter. The bride will weep, and the bridegroom will call himself a brute, and the little quarrel will blot itself out in the kiss of forgiveness on either side, but with a boarding house looking on and backing them as if they were principals in a prize fight, the spat becomes a tragedy. "Don't give in," say the women. "By George, I'd like to see any woman boss me," sneer the men, and so the mole hill grows into a mountain, and the man goes

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

YEAST FOAM

received

The First Grand Prize
at the
St. Louis Exposition
for raising

PERFECT BREAD

off and gets drunk to drown his sorrow, and the pretty bride begins to flirt with the star boarder to show her husband that she can still attract other men, and the evil geni of the boarding house have raked in two more victims.

Of the demoralizing effect on any woman's character of having nothing to do, and no responsibility, it is needless to speak. This is what makes the boarding habit for women every whit as bad as the drink habit for men. It is just utterly impossible for a crowd of women to sit up together with no other occupation than conversation without becoming scandal mongers, and possessed of malice, envy and all uncharitableness. Dress and your neighbors, your neighbors and dress, these are the two topics that fill the whole mental horizon of the boarding house woman. She learns to judge people by their clothes, to feel that to be in the fashion is the chief aim of existence, and even to value her husband in accordance with the amount of money he can afford to give her for extravagance.

Nor is this all. An idle woman's heart is the devil's workshop, and the epitome of all that is disgusting is the type of flirt that is bred in the boarding house. You may find her in every one in the land—a poor, weak, vain, frivolous woman, who is so disloyal to the bread she eats that she complains to other men that the honest, hard-working man who is slaving to support her is not worthy of her and does not understand her. Such a woman never notices her husband, except to vent some tart witticism on him at the boarding house table, and as you watch her ogling other men, and coquetting with brainless little counter-jumpers, you are filled with pity as well as aversion, for you know that she would have made a decent, sensible, respectable woman if she had lived in her own home and had plenty of work to do.

Why do women board? Because they are lazy. They are not willing to roll up their sleeves, figuratively speaking, and do their part towards making a home as they expect their husband to do his towards making a living. If they have any trouble with servants, the first thing they do is to store the household lares and penates and fly to a boarding house. This is not only cowardly, but dishonest. Few men marry for the privilege of continuing to board. They expect their wives to keep house and make a comfortable home, and when a woman fails to do this, she has defaulted on her part of the marriage contract. Of course, the servant question is given as an excuse for this hegira of women away from their own homes and into boarding houses and hotels, but this apology is valid only in the case of invalids. In these days of modern conveniences there is no reason why any healthy woman can not do her own house work with such help as she can get, and when one refuses to do it, it is because she prefers to sit up in a rocking chair and talk scandal in a boarding house

to making her husband comfortable and happy.

As for raising children in a hotel or boarding house, it is a crime that ought to be actionable by law, and women must have neither heart nor conscience who are willing to do such a thing. The little waifs of the streets, without home or uplifting home influences, are not more unfortunate than are the children of rich people who are reared in hotel corridors, and the sacred memories of whose early lives are riding up and down in a hotel elevator, or sitting around hotel lobbies listening to the smutty stories of sporty ladies and gentlemen.

The most needed reform in this country is the return of families to individual homes, instead of herding together in hotels and boarding houses. It would do more for the abolition of divorce, the suppression of immorality and the advancement of child culture than anything else in the world, and it is earnestly to be hoped that the husbands of the country will form themselves into a Home Keeping League for the reformation of wives and the cure of the boarding house habit.

Dorothy Dix.

Bakers and Flour Blending.

There is not the least doubt that bakers are using more skill in the production of bread than ever before. Science is taking the place of old-fashioned methods. The blending of flours is more studied, and baking methods are vastly improved to what they were before bakers' exhibitions became regular institutions. The practice of sponging harsh, strong flours, and blending mild flours into such spongings half way in the process seems to be growing. This is done to avoid over-fermenting mild flour sponges, which can not be avoided when the two sorts of flour are fermented the same duration of time. This plan of making dough called for separate flours, and led to a few millers grinding harsh and mild wheats on different plants, which is not so convenient as mixture milling. Those who seek to secure the trade which used to be done by American millers will be confronted with any demand for separate milled flours that may come forward, as it was mainly the bakers who bought spring and soft winter wheat flour and practiced this style of sponging the dough—Milling.

What Mary Hadn't Learned.

Dearest Mary went to college,
Where she took a classic course;
Graduated she with honors
And of wisdom was the source.

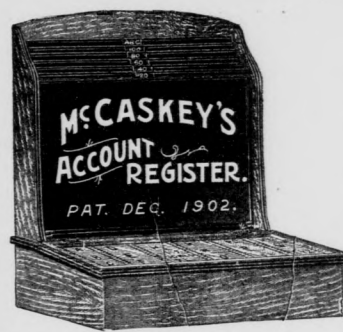
She could solve the very problems
That the world is facing still.
She was deeply philosophic—
Talk'd of reason and the will.

Psychic force to her was easy,
Greek and Latin merely play.
And the theory of the heavens
She could make as plain as day.

She could golf and row and swim, too,
Sweetly warble and, well, say,
She could tickle the piano
In spasms any day.

All these things knew dearest Mary,
When a home she tried to make,
But, alas! she found she couldn't
Even fry a piece of steak.

—Matt Hamilton.



The McCaskey Account Register

The One Writing System

For taking care of the accounts of the Retail Merchant, WITH ONLY ONE WRITING, It Has No Equal. IT IS NOT a Sectional Bookcase. IT IS NOT a Side-board, with shelves for holding slips. BUT IT IS a cabinet containing Metal Leaves, so arranged as to be the most CONVENIENT and PRACTICAL METHOD ever put on the market, for handling totalled accounts in a Quick and Accurate Manner.

There is no danger of filing sales slips in the Wrong Place, with the McCASKEY. They are indexed and filed in numbered spaces, where the Merchant can see every detail of the transaction, but are not exposed to the view of every one coming into your place of business. The Metal Leaves of the McCASKEY REGISTER can be placed in the safe at night, so that your accounts are PROTECTED from FIRE.

The McCASKEY REGISTER is not only a Receptacle for Filing Accounts, but IT is a SYSTEM of Taking Care of the Business of the Retail Merchant, in the Latest Up-to-date Method.

REMEMBER: It is ALL DONE WITH ONLY ONE WRITING.

They are sold on a Guarantee. Write for Catalogue.

The McCaskey Register Company

Alliance, Ohio

Manufacturers of the celebrated "Multiplex" Counter Pads and Sales Slips.

OUT OF THE RUT.

How the Twentieth Century Grocer Won Success.

A twentieth century grocery is an establishment where the proprietor and salesman are not in a rut.

Where all the goods are arranged orderly and attractively with a view to harmonious color effects.

No premiums are offered.

All fixtures in white enamel and frequently repainted.

A restroom for women, with writing tables, magazines, newspapers and toilet conveniences.

White uniforms for clerks, laundered daily.

Hardwood floors, scrubbed and freshly sanded daily.

Square business methods. Advertising goods exactly as they are.

A strictly cash basis, many sales and reasonable profits.

A person of inexperience in some mercantile pursuit often "makes good" where the trained man of business scores nothing but a succession of failures, or, at best, mediocre successes.

The reason is found in the fact that the inexperienced one gets out of a rut and tries new things.

He compels attention and patronage by his unique schemes for getting customers and by his daring departure from traditions.

The man that this story is about "rushed in where angels feared to tread," and all his competitors "held up their hands in holy horror," predicting an early smashup and sheriff's sales and equally dreadful things, but he got most of their trade before the novelty of his "ridiculous schemes to draw trade" wore away and is keeping them because he was shrewd enough to know that he had to maintain a pace once set.

He is running what he calls a "twentieth century grocery" in a small city.

This man never had any more experience in running a grocery than he could gather from buying an occasional supply of goods for his own household. He had never done anything but clerical work, and the only time he had ever engaged in trade he got stuck. But he brought to the business brains, a methodical nature, strong characteristics of neatness and order, a capacity for work that made him a wonder, and a determination to succeed.

"It was a queer enough transition from a clerk's job in a city hall to that of a food merchant in a country town," admitted the grocer, the other evening, after he had figured up the day's receipts. "It was either that or go to farming, for I had made up my mind to quit working for a salary. It was not that I was not making more money than I was worth, but I figured that I couldn't save enough money to buy a country residence or an automobile unless I got to be head of a department, and there wasn't any chance for that. I concluded that the energy I put into the city's business might be profitably applied in my own.

"The Wants Column department had always possessed considerable at-

traction for me. I had a little less than \$2,000 when I made up my mind to try a cast for fortune, and when I found what seemed to be a good proposition, I investigated.

"One of those men who advertise 'good reasons for selling' had a stock of groceries in a country town that he wanted to turn into money. He didn't tell me his real reason for selling, but when I found there were eight grocers to about 3,000 population, I concluded that was enough.

"The grocer said the stock would invoice for about \$1,500. It was a fairly good stock and a first rate location, but from the general appearance of the man it looked as if he lacked ambition. He was one of those down at the heel persons who do not think it worth while to shave and put on a clean collar every day, and his personal untidiness was reflected in his establishment.

"I had ideas of my own about running a grocery, but I realized I had a lot to learn. I wasn't going to risk all my capital until I posted myself on the business, so I made a proposition to remain with the grocer three months in the capacity of proprietor employe.

"The first month I spent on the delivery wagon. I got acquainted with all of the old customers, and being of a sociable as well as a slightly energetic temperament added several new ones to the list. Fact was, trade began to get so much better under the 'plugging' I did in my dual capacity of delivery clerk and solicitor that the grocer would have kicked me out of the trade had I not cinched it in the first place by giving him \$200 for an option.

"Naturally, I did my best to make friends with the women when I called. I was always pleasant and asked about their children, and if they had any letters to mail or other errands I found it out and was obliging. Nobody ever imposed on me and I learned mighty quick it paid to be accommodating.

"I made it a point to ask the women for their ideas concerning a model grocery. The novelty appealed to them, and, as I afterward put most of their ideas into effect, the women not only continued their custom but brought others. They understood also that I was soon to assume entire charge of the grocery and that seemed to interest them.

"I spent another two months learning the stock and prices. It was not so difficult as you might imagine. I worked all day, waiting on customers, and at night I went over the stock and books and planned.

"I took charge last July. I first closed the store for a week. I painted all the windows so no one could see what I was doing and put a force of men at work on the improvements with which I expected to surprise the public. These improvements took the remainder of my capital and \$500 that I borrowed, but I never regretted the expense.

"On my opening day 'The Twentieth Century Grocery' gave the town something to talk about. I had enamelled all the fixtures in white. Every-

thing was spick and span. The floor, scrubbed to the whiteness of a Dutch kitchen, was sanded. All the stock was artistically arranged with a view to harmonious color effects.

"I had rented the adjoining building to give me room for an additional stock, and at one end of this I devoted a generous space for a women's rest room. It was substantially furnished with Flemish oak pieces, upholstered in leather, with writing tables, magazines, newspapers and, of course, I had arranged mirrors and other toilet arrangements, not forgetting electric curling iron heaters. There were plenty of flowers and lounging chairs in the room, and a commodious Davenport piled high with sofa cushions.

"My clerks and myself wore white duck uniforms and caps, appropriately lettered, and I had two young women serving bouillon, wafers and other light refreshments.

"Since then the grocery has succeeded vastly beyond my expectations. I have all the trade I can handle—every sale is a profit—and am arranging to open departments in the second floor. Last month's net receipts were \$500 more than those for the corresponding period last year.

"I do a strictly cash business. No one asks me for credit. You understand, of course, that it costs money to run this kind of an establishment, but as three of my competitors have sold out—I acquired their stock at 35 cents on the dollar—the extra expense has been warranted by results.

"My plan has been to make the grocery a homelike place for women, where they can meet and gossip—and, of course, buy groceries. I advertise special prices for certain days, and then the clubroom isn't much of a feature, for the women will often stand in line a block distant. I have directed much of my attention to supplying the best goods obtainable for the money, and already have a reputation for reliability that is a trade winner in itself. I never advertise anything that I don't keep, and I have nothing to do with premiums. I don't believe in giving away toys and tin spoons to attract trade. Let people get those trifles elsewhere.

"I haven't made any attempt to improve upon accepted ideas in window displays, except that I make it a point to show attractive articles of cooked food made from groceries that I carry in stock. I have a theory that what people want to see in a grocery window is things to eat.

"My plan for a grocery is not copy-righted and any one with the necessary gumption can try it, but it means a lot of extra work. The fixtures are to be dusted daily, washed once a week and frequently scrubbed, and in this kind of an establishment as small a thing as a soiled blouse will spoil the general effect."

C. A. Livingston.

Injured Pride As An Incentive.

Success is the accomplishment of a purpose depends upon the strength of the desire which moves the individual to his work. Whenever you find a man whose whole heart, as it

is said, is set upon an object, only give him time and the victory is his. By this it is not meant that a man who is over forty years old can acquire great skill as an acrobat; or that a man of seventy-five can learn Greek with the same facility as a youth of twenty. But, apart from such extravagances, other things being equal, success in anything depends upon the strength of the desire of the individual to do the thing itself.

It is related by John Boyd Fisher that he once knew a young man who, like the secretary of the "supercilious nabob from the East," was proud but poor. This young man was of as good family as his rich employer, and was received in the employer's circle of society. There he was treated with hauteur by certain of the employer's relation, and he swore unto himself a great oath: "The day will come when the mud from my carriage wheels will splash these people in the face."

This, of course, was more or less a figure of speech. For that young man would have to accomplish two things before the proverbial mud could fly from the traditional carriage wheels: First, he would have to get rich, and, second, he would have to win a position which would lift him, in the social scale, above his enemies. Now, he did not care so much for wealth, but wealth, in his case, was necessary as a ladder to climb to the position where he could gratify the insuperable hatred he felt for his enemies. Fame alone could not serve his purpose, for his enemies admired wealth and fawned upon the power it gave. But even were he to grow a thousand times as wealthy as they, it alone would not serve, because of the inferior position he would have formerly held as an employe of the family. This stain would have to be wiped out, and wiped out it could only be by the man's rising to a position from which, as a throne set upon a foundation of wealth, he could look over the heads of his enemies with a scornful smile. To this height, therefore, he began to climb. Wealth first, position afterwards, and added to these, superiority of mind.

Well, within twenty years from the taking of that oath—when he was less than forty years of age—this man was a multi-millionaire and a United States Senator!

Was the goal really worth the race? The answer is that any goal is worth any race if the racer cares to win it. The moral to be drawn from the success of this young man is not a moral inculcating the cultivation of revengeful feelings—which is most often harmful rather than good—but a moral teaching that every one who wishes to succeed should try to adopt as a profession or trade the work that he is most eager to do. Given a modicum of ability, close application will do all the rest. It is true, furthermore, that the work in which a man most delights is also the work he can do the best. Let a man find out, therefore, the line he loves, let him stick to it in spite of all discouragements and setbacks, and his ultimate success will be as certain as gravitation.

ENDORSED!

by National Grocers' Association

At the Eighth Annual Convention National Retail Grocers' Association of the United States, Cincinnati, O., January 26th, 1905, the THANKS and ENDORSEMENT of the Retailers were tendered The American Cereal Company, manufacturers of the following:

Quaker Oats	Saxon Oats
Banner Oats	Avena Oats
Scotch Oats	Tea Cup Oats
Hower's Oats	Zest
Apitezo	Saxon Wheat Food
Pettijohn's	All "F. S." Cereals

and many others

Extract from Resolutions on Premium Coupon Abandonment

RESOLVED, That the approval and thanks of this Association are hereby extended to The American Cereal Company, who have met the issue squarely, and by so doing have merited our good will as individual grocers; and be it further

RESOLVED, That other Cereal Companies' attitude of evasion and indifference to the protests of the retailer is condemned, and they are called upon to abandon forthwith every form of coupon premium scheme, or suffer the displeasure of the individual members of this Association.

This means much to You---much to Us. What will it mean for
the coupon-cereal man who refuses to "come over?"

The American Cereal Company
CHICAGO

FOOLISH PATENTS.

Devices Which Have No Excuse for Existence.

"We don't have to look over so many tomfool applications for patents nowadays as in former years, but the funny practitioners of patent law still favor us with occasional farcical applications," said a principal examiner in the patent office. "These applications are always in regulation form, and the specifications describe all sorts of nonsensical contrivances and contraptions.

"The chaps who send them are not insane. They are usually briefless young patent attorneys, with nothing much on hand except time.

"Not long ago one of these applications drifted in covering claims for an attachable tail for stump-tailed dogs. The application was drawn up with great elaboration, and accompanied by numerous drawings that must have cost the expenditure of considerable time and effort. It was plainly the work of a very idle young attorney.

"The specifications recited the difficulty which short tailed dogs are alleged to experience in turning sharp corners, and also dwelt feelingly upon the obvious humiliation with which short tailed dogs regard their abbreviated caudal appendages, especially when they come into social contact with other dogs better fixed out in that respect. Then the specifications described the attachable tail at great length, and the application wound up with numerous serious and technically worded claims for the propriety of the invention.

"This, of course, is all fun, or at any rate it is meant to be fun. But many of the bona fide applications for patents are more genuinely funny than the farcical applications. Some of the inventions upon which patents have actually been issued are little less than amusing.

"A man need not be sane to get a United States patent. If he submits to the patent office an invention that is patentable, he gets his patent, and quite a few patents have been issued to men confined in insane asylums.

"There is a never ending stream of applications for freak patents. Not long ago a Chicago man applied for a patent on an electric hog killing apparatus. The contraption was so devised that the unsuspecting hog stuck his head through an aperture in an electrically wired compartment, closed a circuit by butting his snout against a metal sheet, and with his head firmly held within the aperture by a drop clutch apparatus, practically committed involuntary suicide.

"Another man from the West applied, not long ago, for a patent on an electrical horse. The horse is fashioned of aluminium, the body completely covered with the hide of a deceased horse, and in every respect the animal is made to look as natural as life, even being provided with movable eyeballs.

"The electrical horse is intended to run with the natural movements of a sure enough live horse and, according to the applicant, is capable

of doing a mile a minute, 'just cantering,' as he states. The applicant does not state what he is going to do with his electrical horse after he gets his patent—supposing he gets it—but it is presumed that he meditates entering his imitation runner as a ringer in races with honest and truly live thoroughbreds.

"A few years ago a queer genius in New England applied for a patent on an improved tombstone, a metal affair involving a lot of odd kinds and designed to resist wind and weather for many thousands of years. The applicant has died since filing his application, and one of his tombstones adorns his own resting place in a small Massachusetts village, with the following inscription wrought on the face of it:

Here lies Wendell, an inventor by trade,

And this, you will see, is an invention he made.

'Tis strange to say, though 'tis most truly said,

That he made it while living and enjoyed it when dead.

"Still stowed away somewhere in the basement, I believe, is the rough model of a combined plough and cannon, a patent upon which was applied for by a Nebraska farmer. His farm was near the Sioux Reservation, and the cannon attachment to his plough was meant for the sun dancing Ogallalas who engaged in farm raiding.

"While ploughing in his field the crafty agriculturist could, by simply turning his plough upside down, load a small but effective cannon wherewith to shoot or scare the prowling red persons. The cannon was provided with an ammunition box and all of the appliances necessary for the proper serving of the piece.

"Another queer application from a Western farmer was for a patent on a thing he called a hen pusher. It was intended to prevent hens from scratching and monkeying around in garden patches. Hooks of peculiar construction were to be attached to the hen's feet so that when she dug into the ground she was gently pushed forward by the hook and spring apparatus.

"Another application for a patent on a device for the bewilderment of the abused hen came in a while ago. It was called a patent hen's nest. The idea of it was to prevent weasels, rats and the like from raiding hens' nests and sucking the eggs.

"There was a small hole, concealed by a natural looking straw flap in the bottom of the nest, and through this secret orifice the egg, as soon as the hen laid it, was dropped to a padded compartment below. There was a lot of meanness about that device, in my opinion. But some of these agricultural inventors are forever fixing up underhand devices for the humiliation and discouragement of the hen.

"A few years ago a machine called the mechanical housemaid was actually patented. The apparatus churns butter, washes and irons clothes, rocks the baby and performs all the rest of the household

work except the fancy sewing and putting the cat out at night. The patentee, in his specifications, describes the operation of the machine at great length.

"You place your baby in the cradle," he wrote, in essence, 'your cream in the churn, your clothes to be washed in the receptacle provided therefor,' etc., and the rest was the merest turning of a magical crank that started all of these various activities to buzzing.

"A peculiar patent, actually granted, for the saving of human life from burning buildings is a portable parachute contrivance which the inventor aims to have installed in every room of every hotel on the globe. The man who is caught on the twelfth or twentieth floor of a burning hotel has only to fasten the parachute firmly to his head by means of chain and neck straps, and then jump into space, with or without a muttered prayer.

"Before donning the portable parachute he has fastened shoes with thick rubber soles to his feet—the shoes being a part of the apparatus—in order to give him a gentle bounce when he hits the ground. The chap who invented this thing gave a demonstration of the working of the contrivance before he received his patent, hopping off the roof of a hotel in a Western city, unbeknown to the proprietor of the hostelry.

"The parachute opened up all right, but the inventor's descent was so extremely gradual and deliberate that he was considerably more than three parts hanged by the neck when he reached the ground.

"An invention for the terrifying of rats and mice was patented long ago, and I understand that it has become a seller. The invention was simply a papier mache cat provided with luminous eyes. The idea is to plunk the papier mache cat down before a rat hole and the luminous eyes do the rest.

"All sorts of patents have been granted for rendering the milking of cows easy or easier. Orville Grant, a brother of General Grant, got out one of these patents. The fact that it wasn't particularly practicable was manifested by General Grant's description of how it worked.

"Orville tried the thing on an untrained cow that had no respect for patents," said General Grant. 'Orville didn't look so pretty when he got through, but he knew a — sight more.'

"A Chicago man who stated in his application that he had been twice held up by footpads, neither of whom he cared to shoot to death with the pistol he carried on his person because he didn't want to have the shedding of human blood on his soul, applied for a patent on a 'hollow bullet with a gelatine tip.' The hollow bullet was to be filled with a certain powerful gas.

"Upon striking the miscreant intended to be brought down the soft gelatine tip of the bullet would drop off, permitting the escape of the aforementioned powerful gas, the overpowering narcotic properties of

which were designed to put the victim to sleep for an indefinite length of time. The Chicago man couldn't exactly prove his case, and so he didn't get his patent.

"Plenty of contrivances have been invented for awakening hard sleepers. One of them is a sort of automatic hydraulic jack, which begins operations at the required and adjusted hour by slowly pushing the mattress upon which the hard sleeper reposes up toward the ceiling.

"An eminently clever little patent was a baby's rattle, invented by a girl six years of age. The patent was taken out in the little one's name and an affidavit was submitted to the effect that the child had devised the invention without any assistance whatever.

"Some patents taken out by a number of great men look freakish enough when viewed from the standpoint of present day ingenuity. The working model of Abraham Lincoln's device for raising vessels from shoals, upon which a patent was granted, is an oddly out of date affair to look over. So is the model of Mark Twain's scrap-book, upon which the humorist took out a patent many years ago. It was thought to be very ingenious and clever at the time Mr. Clemens got it out, but improved scrap-books came so thick and fast that he never made anything out of it.

"Neither did Ole Bull, the celebrated violinist of another generation, ever make anything out of a glass cased piano upon which he took out an American patent the last time he visited the United States. Hans von Bulow, the great German musician and composer, came here to look at the Ole Bull glass piano specifications and claims when he was in Washington about a decade ago.

"It is a foolishness," he said, shaking his head sadly, and he had it about right."

Houses on Turntables.

A method of erecting dwellings upon rotating platforms, so that they may be turned toward the sun, has been devised by two Frenchmen, Dr. Pellegrin and M. E. Petit, a Paris architect. The necessary plumbing is carried up through the axle, around which there is also a stairway. This scheme, which, at first sight, would seem rather chimerical, if not absurd, is commended by no less an authority than the London "Lancet," which pronounces it "worthy of the attention of British architects." "Experience," says this journal, "teaches us to choose a Southern aspect for our houses, but the fixity of the structure prevents our regulating the supply of sunlight in different rooms as we may wish. This the new French rotating house enables us to do. The power to turn the platform is furnished by a gas engine or a naphtha motor."

All That Saves Her.

"I believe she would marry him if it were not for just one thing."

"What's that?"

"Her common sense."

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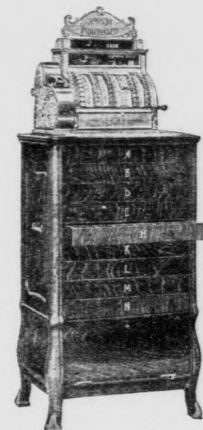
IT is more important to keep a check on the cash for which a merchant works early and late than to keep track of the weighing, measuring and counting of goods. An error in weight costs only a few cents, while the failure to charge a credit sale, for instance, means the loss of the cost of the goods, cost of handling, and the profit added.



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Will keep an account of all transactions in the store. The actual losses which this record stops will pay for the register.

Multiple National Cash Registers provide each clerk with a money-drawer, thereby locating errors and giving the merchant a check on the efficiency of his clerks.



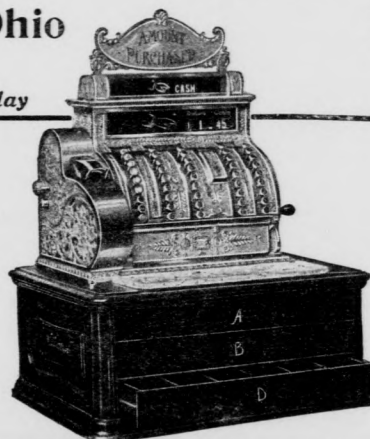
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MICHIGAN TRADESMAN.

WHALE MEAT.**Prediction That It Will Ultimately Supplant Beef.**

According to the marvelous mind of a writer in the Pittsburg, Pa., Post the beef industry will soon have competition from an unexpected quarter. Whale meat is coming on the market. The flesh of these deep sea leviathans looks and tastes so much like beef that the difference is scarcely noticeable. It is so cheap that if competition makes it necessary it can be sold for a cent a pound and still leave a margin of profit. There is as much meat on a 70-ton whale as on 200 fat steers.

The food may be a little coarser in quality, but it is claimed to be as nutritious as beef. The whale stations in Newfoundland are the first to attempt to save all portions of the sea monster, and by so doing have doubled its value. Formerly the blubber was cut away and then the carcass set adrift, but now the entire body is saved, including even the bones and blood. One of these modern stations will dispose of four 70-ton whales in twenty-four hours, having the oil ready for shipment in barrels, the meat encased in casks, and the blood, bones and refuse reduced to powder and packed in sacks.

This is extraordinary when the size of the prey is taken into consideration. Specimens are frequent that measure 80 feet long, and it has been found that the larger ones will always weigh a ton for every foot of their length. There are certain parts of the whale that are strangely out of proportion. Although its body and mouth are enormous its eyes and throat are exceedingly small. As a matter of curiosity the various organs of a large sulphur whale were weighed recently. The tongue tipped the scales at exactly 4,000 pounds, while the eye was barely half a pound in weight. The jaw bone was 20 feet long, and one side of it weighed 1,000 pounds. The tongue boiled separately produced nearly four barrels of oil. Although the mouth is wide enough to almost encompass a box car, the throat is so narrow that only the smallest particles of food can be swallowed, hence the big creatures subsist altogether on tiny shrimps and little fishes.

The fact that these monstrous fish have such small throats is used by a great many people as an argument to combat the Bible story about Jonah being swallowed by the whale. However, there is one species—the sperm whale—which has an opening big enough to accommodate even larger objects than the body of a man. It is not unusual to find portions of an octopus weighing several tons when the stomach of one of them is dissected.

Any old whaler will tell you about the sailor who fell overboard and was gobbled up by a big sperm whale that happened to be going that way. It is a tradition among these rough-and-ready seamen that a whale can not keep tobacco juice in its stomach, so this quick-witted chap began immediately to chew and expectorate.

Before the whale coughed him up he had time to strike a match, and he solemnly swears that he saw carved upon one of the ribs of the monster this legend, "Jonah 700 B. C."

The most valuable portion of the Newfoundland whale is the blubber. The outer layers of fat are stripped off and boiled into oil. A good-sized specimen generally yields 100 barrels. This oil is utilized in soap making and in softening jute fibre. Large quantities of it are used in Dundee, Scotland. The whalebone the ladies wear in their corsets comes from the gills of this mighty creature. The product of those caught near Newfoundland is not so flexible as that of the ones taken farther north, consequently it is not so valuable. The bone of the Arctic denizen sells for \$10,000 a ton, while that of the Newfoundland is only worth \$300.

The powder realized from the treatment of the blood, bones and refuse is rich with ammonia, and is in demand by manufacturers of fertilizer. The reason the whalers of Iceland have not been able to save all the parts of their catch is because they kill them so far from the stations that the bodies are badly decomposed before they can tow them in. The success of the Newfoundland companies in working up all portions of the monsters has made the business of taking them much more profitable.

The Prince of the Vegetable Kingdom.

The cocoanut palm is well named the "prince of the vegetable kingdom." It has a tall slender columnar stem eighty or a hundred feet high, with rich pale yellow-green leaves thirty to forty feet high, which rustle with every breath of wind. It grows only near the shore, where its roots, penetrating the sandy soil, may drink freely of the underground springs.

The place of its first home is uncertain. It was believed by the younger Candolle to have first appeared on some of the islands of the Indian archipelago, whence it was carried by ocean currents or the hand of man to the southern coast of Asia, east tropical Africa and to the islands and shores of the Pacific tropical America. It was undoubtedly taken by the hand of man to the West Indies and Brazil after the discovery of America by Europeans, although it has now spread to such an extent that it has the appearance of being indigenous to tropical America.

The cocoanut palm does not grow spontaneously on Key West or on any of the other Florida islands, as the violent north winds which often prevail in winter reduce the temperature of Southern Florida too low for this heat loving tree, although when planted and cared for while young it grows to a moderate size on the Keys and sometimes bears fruit; otherwise the nuts which are cast upon these shores by the Gulf Stream would have produced plants that would gradually have covered them. It is in this way that the cocoanut has been able to gradually spread

WHOLESALE

Oysters

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DETTENTHALER MARKET, Grand Rapids, Mich.

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**FANCY
FRESH-CHURNED
BUTTER**

Put up in an odor-proof one pound package. Write us for sample lot. If you want nice eggs, write us. We can supply you.

**WASHINGTON BUTTER
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I would like all the fresh, sweet dairy butter of medium quality you have to send.

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over all the sandy coral shores of the two continents.

Of all the trees it is the most useful to man, furnishing food, shelter and employment to thousands of the human race. In tropical countries, especially in India and Malaya, the coconut supplies the chief necessities of life to the inhabitants. Every part is useful. The roots are considered a remedy against fevers; from the trunk houses, boats and furniture are made; the leaves furnish the thatch for houses and the material from which baskets, hats, mats and innumerable articles are made; the network of fibres at their base is used for sieves, and is woven into cloth; from the young flower stalks a palm wine called toddy is obtained, from which arrack, a fiery alcoholic drink, is obtained. The value of the fruit is well known.

From the husk, which is called coir commercially, cordage, bedding, mats, brushes and other articles are manufactured. In the tropics lamps, drinking vessels and spoons are made from the shells. The albumen of the seeds contains large quantities of oil, used in the East for cooking and in illuminating. In Europe and the United States it is often made into soap and candles, yielding after the oil is extracted, a refuse valuable as food for cattle or as fertilizer. In some parts of the tropics the kernel of the seed forms the chief food of the inhabitants.

As might be expected in the case of a plant of such value, it is carefully and extensively cultivated in many countries, and numerous varieties, differing in size, shape and color of the fruit, are now known. The coconut is propagated by seeds. The nuts are sown in nursery beds.—New York Herald.

The Decline of the So-Called Health Foods.

I believe that all will agree with the statement that "any article to become staple must either be born of an economic necessity or be purely an extravagant luxury." Health foods, as now manufactured, not possessing either of these qualifications in paying quantities must, of necessity, decline in public favor. Health foods, like the wart on a lady's nose, have no valid reason for existence. There was, and perhaps may be, a fancied need of them, engendered in the mind of the modern woman by judicious advertising, supplemented by a desire to shun all cooking and to feed poor John on a predigested, thoroughly-masticated, partly-swallowed, let-me-lie-in-bed-until-six-forty-five, catch-the-car-at-seven sort of a breakfast, but this is the end of the ready made demand for the goods. All have noted and regretted the increase of the divorce evil, which has been coincident with the increase in the use of health foods. I do not remember of having read of a decree being granted for the over indulgence of the breakfast food habit on the part of Mrs. John, but a certain number of empty cartons should be sufficient evidence that a decree was forthcoming. This and the long

list of dejected looking individuals whose portraits adorn the pages of the daily press, all testifying to the merits of Dr. De Quack's great remedy for indigestion, tell of the use of health foods. Then the silent mills, with their silent flakers, the neglected advertisements, and the silent fakirs, the worthless bonds and an occasional suicide, tell the story of the decline, which all believe will be permanent. Health foods, by not giving back in vital energy value received for the money expended for them, work their own destruction. They depend too much on the addition of some other delicacy to make them palatable, rather than upon their own inherent worth, as all the directions for use will tell you. You must pour over them rich sweet cream and sugar to taste—like Paddy's cheap cow feed. Asked what made the cheapest cow feed, he replied: "Mix cornmeal and sawdust, and the more meal the better." So with the health foods, the more of something else you mix with them the better. The rise of the health food being rapid, their fall must be by the same law, equally rapid. Over capitalization, large salaries, over production, too much money expended in advertising, extravagant claims for the merit of the goods—all necessitating a too high retail price, thereby restricting the market for the goods—this with other causes combined to ruin the business. Even by cutting out these evils it is doubtful if ever again the business will allow all of us to marry our pretty stenographer and hire a cook. I hope not, at least, as we are out of stenographers. With a good wife who is not afraid to cook and serve a breakfast as only a true woman knows how to serve it, there is little call for a ready cooked breakfast.

In closing I wish to say, that there seems to be a field here for the concentrated tablet fiend. Why not inject into the right temple a drop of Giant Intellect and start a force that would make Joe Leiter's speculation look like thirty cents? Or another drop and make a Chauncey Depew out of the janitor? Here, perhaps, is the solution of the rejuvenation of the health food business. Turn the mills into a tablet factory and go ahead. L. H. Hale.

Game Seized in Massachusetts.

A law was recently passed in Massachusetts giving game wardens authority to search storage warehouses and other buildings in which game might be stored, if proper warrants were secured. The result has been that many leading storage houses have been searched and in some cases game has been found and action has been commenced against the storage houses. Heretofore the dealers have been proceeded against, but now the game commissioners have decided to prosecute the storage people holding the game and several interesting suits are pending. The storage people claim they are not supposed to examine the contents of the packages stored with them by other people and are therefore not guilty of violating any law.

Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.

C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.

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Mail us sample BEANS you have to offer
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Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

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Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices
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MARSH HAY

FOR HORSE BEDDING AND PACKING PURPOSES

Straw is a scarce article this year. The price is unusually high
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The best substitute for straw is MARSH HAY. It is more economical than straw, is tough and pliable and contains practically no chaff. Marsh hay will easily go twice as far as straw for bedding purposes AND IS CHEAPER.

Write us for car lot prices delivered.

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GRAND RAPIDS, MICH.

LOOKING BACKWARD.

Boy's First Journey Into the Great Wide World.
Chapter XV.

In the last sad narrative of my woes, I left myself marooned on the eastern edge of the desert at American Falls, Idaho. An unfinished bridge spanned the Snake River at this point. Beyond stretched 700 miles of sage brush, lava beds, mountains and forest wilds that offered superior exit to the Pacific Coast; behind lay the railroad, over which none but persons of ample means could travel eastward, as the free work trains ran one way only. Therefore, it was me to the forest primeval with my little pack.

To a certain extent I was like the ant who puts the sluggard wise. The ant sets forth on a journey and encounters a telegraph pole. Instead of passing around the base the energetic ant, being full of ginger, climbs up one side of the pole, crosses the top and skates down the other side, after which the intelligent insect proceeds merrily on its way. There was no thought of turning back, and I had not time to go around.

A Mormon outfit that had a section of roadbed to build at a point fifty miles away in the desert picked me up as a valued asset, and the caravan of mules and canvas covered wagons moved majestically across the sandy waste. The boss of the outfit, a large hairy Mormon, traveled with all the comforts of home. His personal retinue consisted of eight

subdued wives and forty-six children. We looked like an orphan asylum out for a straw ride, minus the straw. Three wagons, each drawn by six mules, transported the family. The proprietor and his wives, in a congested state of connubial felicity, led the procession. Their offspring rode in two double-decked wagons built after the manner of menagerie cages. Large and medium sized children occupied the lower compartments, and fought each other to a finish, while the tots enjoyed the better air and scenery afforded by the roof gardens.

Behind the nursery straggled at least twenty huge wagons in echelon; but I didn't know that until years afterward, when I saw pictures of battleships in echelon at Hampton roads. This formation was an idea of the boss Mormon, who was a frugal man. The drivers and workmen comprising the rear guard kept a sharp lookout for sun-bonnets, shoes, playthings and such children as dropped themselves overboard along the way. Progress was slow because of heavy going over a roadless route and the frequent stops made to tally up the kindergarten. Six days were required to cover the fifty miles, much time being lost in the construction of bridges across dry gullies and hustling to find water for the animals.

Something like 100 men and boys represented the bone and sinew of the expedition. We worked our passage to the scene of actual toil in return for board and lodging en route. There was little to do except lighten the

pathway of the mules by pushing the heavy wagons from behind and hauling on the wheels in sandy ruts.

The vehicles were laden to the guards with plows, scrapers and provisions, mostly salt pork and beans in bulk. At the camp fires night and morning we cooked enough to last until the next halt. Each man carried his own blankets, in which he slept on the ground beside the wagons and listened to the coyote cooing to its mate in the stilly watches of the night. Quite poetical!

Polygamy, as practiced in that grading camp outfit, was a rare and pleasing spectacle when Mr. Simpkins planted his family in the desert at our journey's end. He carried a ready made community with which to populate any region he chose to infest. His eight wives all dressed alike in limp blue sunbonnets and limper red calico gowns, which obliterated whatever beauty and shape those unfortunate females may have possessed. One sallow, biscuit fed Mrs. Simpkins weighed ninety pounds; another ranged close to 300 and was built on the lines of a mud scow. Side by side, these two suggested a herring and a halibut.

There was method in Mr. Simpkins' multitudinous joy sharers. They fried salt pork for the hobos and saved the expense of employing Chinese for that purpose. A pack of shaggy dogs herded the children in their waking hours.

From out the chaos of that wind swept, sun blistered caravan of tired babies and hardened men grew a

village containing many of the latest improvements, including a water-works.

On a level stretch midway of the section we intended to grade Mr. Simpkins waved his wand and the city burst from its shell. All hands lived in tents. Little canvas structures of the army pattern were set up for the men, with the Simpkins layout as a sort of government seething in the middle. One tent as large as that used by the fly-by-night country circus housed the eight wives and forty-six children.

A long, narrow tent attached to one side of the Simpkins abode served as a dining hall, in which the wives elected to that service did the honors three times per day. Pork and beans, flapjacks and a flour gravy known as "Mormon white," stirred our jaded appetites some. Occasionally the ladies passed out a little "Hereafter," alias dessert, in the shape of dried fruit stewed in river water. The nearest water—Snake River—was twelve miles distant, so Mr. Simpkins installed a water wagon. He built a tank on wheels, caulked the seams with white lead and placed one man and four mules in charge. This system was kept in operation night and day in order to supply the camp, and the river water didn't lose anything after sloshing twelve miles in the tank.

One evening at dusk the water wagon straggled into camp in charge of the faithful mules. The day driver—a morbid hebo of moody habits—had disappeared. They found his moist remains in the tank while trans-

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ferring the water to barrels. Whether he committed suicide or fell into the opening behind the seat never will be known, as we had no coroner. Anyhow, Mr. Simpkins was plainly annoyed and spoke with some bitterness of the carelessness of certain people intrusted with delicate missions. That tank-load of water was reserved exclusively for the mules, and the camp wiggled along on emergency rations until another cargo could be brought from the river. The driver was buried in the sand with a broken neckyoke marking the spot—tombstone and epitaph in one.

The vanguard of civilization—two tinhorn sports, one barrel of whisky, and a poker table—reached the camp one lap ahead of the main expedition. We had our saloon in full blast before the tented town was laid out. The tinhorn sports opened for business under a flaming canvas of red, white and blue, their idea being to please the optic nerve as well as tickle the vitals. They placed the barrel on end in the center of the tent, laid a board across the head for a bar and placed thereon half a dozen small sized baking powder cans. The drinking cups bore the inscription, "Absolutely Pure," but this legend did not apply to the contents of the barrel. That fluid was of the brand now known as Biograph whisky—two drinks and you see the moving pictures without extra charge.

Amid these surroundings I entered upon a new life among the Mormons, and didn't like the place. Poker was too rich for my blood, and the liquid Biograph films at 25 cents per can were beyond my means, so I devoted myself exclusively to building the Oregon Short Line. Those of you who glide in Pullmans along that route never dreamed, perhaps, that I was ahead of you as chief engineer of a two handled scraper and one span of pie colored Mormon mules.

Building railroads in the desert is quite romantic at times and, as few of the scraper hands have embalmed the sport in literature, I submit the foregoing details just to show what some men will do in order that others may ride—sometimes on passes. That makes it bad again.

At one part of our section the grade called for an embankment forty feet high, and we built it of fidgety alkali dust that burned the eyes and blistered the throat. The dry earth was hauled in scrapers from the level stretches and dumped at the head of the fill. Then man, mule and scraper tumbled in a free for all down the sloping bank, kicking up clouds of choking white dust that floated away on the breeze like blizzard snow. It took longer to build the embankment because of the wind and the vast quantities of dust swallowed by the busy toilers. For this job I pulled down \$1.50 a day and board. They burned me out in two weeks and I would have stayed and died, no doubt, but for an unconscious tip furnished by a tramp with St. Vitus dance.

He came along one Sunday, twitching and jerking like a marionette and whistling a merry tune. Nothing

worries the genuine tramp, so long as he isn't working. That fellow was a phenom. He bore a pack of blankets, grub and two one gallon water cans slung over his shoulders. In his right hand he carried a long handled frying pan, which, in the shoes of his affliction, he swung and waved and rattled like a Salvation Army lass with her tambourine leading the bass drummers on to glory. Dropping his pack and pan at the water barrel, the tramp stopped whistling and said: "Howdy, fellers; hot here, ain't it?" Then he helped himself to Snake River water from Mr. Simpkins' barrel.

I am not making jest of human affliction, and I trust this true statement will find credence: In order to slake his thirst the jiggly tramp seized the dipper in both hands, filled it and rested the bottom on the rim of the barrel. In his weird contortions he spilled more than half the liquid and danced one and a half times around the barrel, still holding the dipper in position and sliding it along as he danced. Having swallowed all that didn't get away from him, Mr. St. Vitus straightened up with a satisfied, "Ah!" and looked the camp over. He seemed to like the idea of companionship, if only for a little while. So, gathering a bundle of sagebrush twigs, he built a fire and sliced some bacon, which he fried in the long handled pan; made a pot of coffee and dined within ten feet of where a bunch of us were sitting.

That is what I call independence without any special declaration of the same. I have seen less violent cases of this malady hopelessly immured in hospitals, and here was a victim whose very hair twitched with muscles run amuck. A thousand miles from nowhere, and at least another thousand to the next place, that writhing wanderer showed his contempt for the heavy hand of fate, the usages of hospitality and the world in general. He tarried with us merely to save the precious water in his cans.

From the visit of this tramp I evolved a plan of escape. When I resigned my mules and scraper the boss Mormon said I was crazy, but he gave me a time check, which the saloon proprietors cashed at a 50 per cent. discount. Kind of them. Doubtless they thought I needed the money. Meanwhile a tented store full of general merchandise and more whisky had crawled into our community. There I purchased a new pair of overalls and a pair of brown canvas base ball shoes, with leather strips across the uppers—the kind of shoes Uncle Anson wore in his younger days at Rockford, which town is not far from Mudville.

Besides these shoes I amassed two empty syrup cans for water tanks, a small coffee pot and a tin plate, in which to cook. A few pounds of self-rising flour, some ground coffee, and a slab of bacon or, rather, the obese bosom of the female swine. These fancy groceries, added to my blankets, made about all I could tote.

An ancient overland trail through Idaho and Oregon crossed our camp

at right angles. The St. Vitus dance man set out on that trail, and if he could hold the middle of the road I, a young and robust boy, should at least keep the trail in sight. It was me to the Pacific Coast or bust. Bidding good-by to the Mormons and gentle hobos, I turned my freckled nose toward the setting sun. Those rough but honest friends said I would fall by the wayside—die of thirst and starvation. Little did they wot that some day I would own a Bread Wagon and feed myself in luxurious indolence.

Chas. Dryden.

Publicity Pointers.

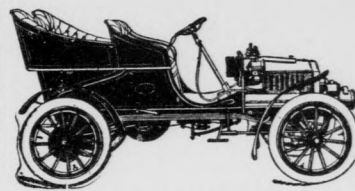
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The drummer is important, is necessary and is effective, but he realizes also that the same drummer working along the line of least resistance, selling his goods to dealers already predisposed to buy them, can accomplish more, can sell a greater quantity of goods, with less friction and less effort and, therefore, get over more territory in a given time and secure larger orders in that territory.

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I said to a young man the other day: "What is your ambition—what do you mean to do with your life?"

He replied: "I mean to be president of the United States."

"Have you begun to get ready for it?" I asked, "because, you know, it will require a great deal of preparation."

"Yes," he said, "I have." And from what he told me of his work, his studies, his associations and his efforts at becoming equipped for just this thing, I shouldn't be at all surprised to see him at the head of the nation fifteen or twenty years hence. His ambition means nothing; that he has already begun to prepare himself by hard work for this great responsibility means everything.

Each man's present position is an index of just how strong and practical have been his efforts to get ready for better work.

Success is never of spontaneous development. It is a plant which grows from a seed. Buried in darkness and obscurity it slowly and surely puts out tiny sprouts and sends down sturdy roots, then come stem, branches, leaf and, last of all, the blossom.

Only an expert florist can determine a plant's value before the blooming season; the ordinary person is not sure whether it is a flower or a common weed.

And so it is with the world's successful people. They are all around us, in various stages of development. Most of us do not realize what they are until blossoming time. They amaze us with a wonderful invention, or a discovery in science, or a masterpiece in literature, or a revolution in business methods. We applaud the last stage, we admire the beautiful flower, but we do not always appreciate the germinating period. We say he was "born under a lucky star," or "with a silver spoon in his mouth," that he is a genius; that it is queer how some people have everything in the world and others nothing, all the time forgetting the season of preparation, the plant which was carefully nurtured until it should develop sufficient strength and age to burst into flower.

In a Western railroad camp a young civil engineer bent every night over his books, diagrams and drawings. His companions played poker and rallied him on his studiousness. They were satisfied that the day's work was satisfactorily finished—they were running lines for a great transcontinental railroad and the prospect of a long job relieved them of care for the future.

But the studious young engineer worked on over his books and his drawings. He had an idea. The arid region over which they had traveled could be made into thrifty farming land if only water could be gotten to it. He spent the long evenings mastering the principles of irrigation. He studied water systems and methods of cribbing and examining the soil and the streams. He figured out the

expense of gigantic canals and ways to make them supply water to the largest acreage. He did his work during the day with all the more faithfulness and enthusiasm because of this study at night.

Hardly fifteen years from this time he was known as the greatest irrigation expert of America. He was called upon to inspect irrigation systems all over the West and commanded as high as \$200 a day for his services. To-day he is the author of several works on the science of irrigation, and his name is known to every young engineer who aspires to succeed in this profession. They respect what they call his "genius," but they say, "William Hammond Hall was lucky in the time of his birth. He got a hold on the West when it was new," forgetting that there were dozens of young engineers who, with him, had the same opportunity and whose names are not known, who are probably to-day looking for "jobs."

William Hammond Hall was not lucky and he was not a genius. He merely saw his opportunity and used his spare time getting ready to do himself that which he knew would be done by some one some day.

If he had not prepared for this work he could not have done it, no matter how many opportunities he might have had.

In a great crisis the man who has prepared beforehand is the one who slips into the breach, and his name goes down in history as that of an illustrious citizen.

Lincoln as a youth said: "The opportunity may come, I will be ready."

In business it is the man who is prepared for more than he is doing who is given the promotion, who sees and seizes the opportunity.

Eight years ago W. J. Bryan electrified the country with a great speech in the Democratic convention, which won him the nomination for President. It was a wonderful burst of oratory, an inspiration. The truth is that Bryan had been working on that speech a long time; that for hours before he delivered it he was rehearsing in a small back bedroom in an obscure little hotel. The situation was understood and the whole thing carefully planned.

A young man was an assistant on a magazine. His position was insignificant, his salary small. He seemed, somehow, to have none but office hours, for he was always at the office. He did his work, and then he did everything any one would let him do. He watched the editor make up the magazine and helped him. He came to know all the details of the work and the publication's policy as well as the editor himself. Other employees laughed at him. Every night they shut up their desks promptly on the minute and departed, leaving him still "puttering around," as they expressed it. The editor died suddenly and the young man took up his work and carried it on. To-day he employs his old fellow-employees, and many more besides. They talk of his "luck," forgetting his season of preparation, during which time they

were engaged merely in earning their salaries.

Ten years ago two similar schools were opened during the same year in Chicago. One began in an old building, in a small suite of rooms, with cheap pine tables for desks, and bare floors. The other opened in one of the finest buildings in Chicago, with handsome mahogany desks and chairs, soft carpets and elegant rugs. The heads of these respective schools were men of seemingly equal natural endowments and equally ambitious. At the end of five years the first school had taken larger quarters and bought out the furniture of the second school, which had gone into bankruptcy.

The difference in experience was not a matter of luck; the first man began at the bottom and traveled up; the second began at the top and traveled down.

Every man who tries to jump immediately into the flowery time of success will find himself truly in the air, and will sooner or later suffer collapse. He must begin at the bottom and grow naturally, putting out stem, leaf and branch as conditions warrant. Thus only can the plant be hardy and in time put forth real blossoms of success, fed and nourished by the sap of soundness and healthy vitality.

Preparation must precede every undertaking. Often business is fairly choked to death by a failure to prepare for it. A manufacturing company was recently compelled to call in all its salesmen and cease adver-

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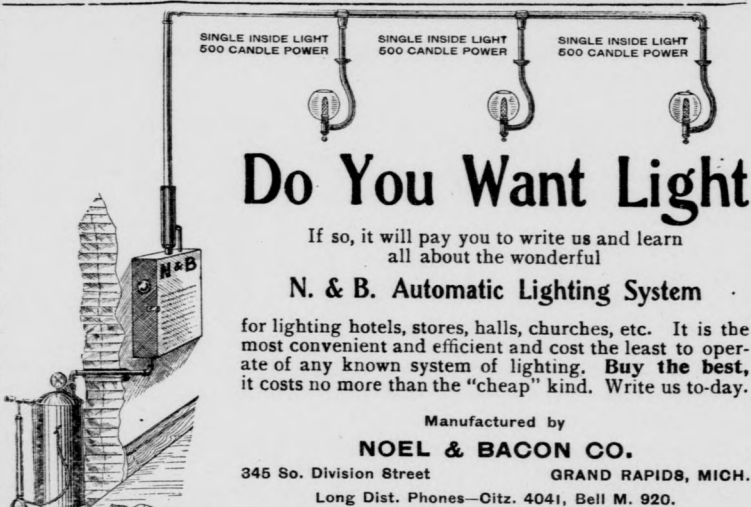
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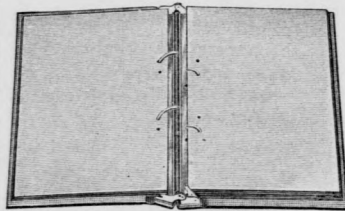
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tising because they hadn't gotten ready to handle the business. A correspondence school lately organized lost a million dollars by advertising before it was prepared to take care of students.

Almost every middle aged man who is occupying a small position as clerk, salesman, book-keeper, etc., would say, if asked, that he is in this position because, when young he didn't prepare for anything better. He fully expected to do better some day. He had no idea of growing old on a small salary but he did not previously settle down to prepare himself for a higher class of work. He waited for something to turn up—for an opening.

It is said often there are "openings" out West, in the Philippines, in Alaska, in the North and in the South. But your opening is right where you are, and your "chance" is in yourself. Develop the talent that is in you, prepare for better work than you are doing and "openings" will come to you.

A general of an army might say: If I held a certain height, if a river were across our left, if the battlefield were differently situated, and a storm were not coming on I could win. He would be a poor sort of a general. He must use his position on the battlefield, arrange his army, and plan the attack so as to win in spite of the conditions, or if possible turn these same conditions into instruments of help.

It will be remembered that in our war with Spain the naval battles were fought with little paper ships in Washington before they took place on the ocean. Every move was carefully planned.

Practical experience teaches us that the man who would succeed must prepare for the success he would achieve. That he mustn't wait for something to turn up, but must busy himself turning things up.

Remember that nature has armed you with "such faculties as will enable you to do some feat impossible to any other man." It is well to make a living, but while doing it make a life. If you are going to help move the world, get ready to be a part of its moving force. Remember that "every institution is but the lengthened shadow of one man." Your shadow will be in proportion to your conscientious preparation and planning. You make it what you will.

A. S. Monroe.

Electric Fans in Winter.

Electric fans may be used to advantage even in winter. Placed in show windows they will prevent frost forming on the glass except in the very coldest weather, and when set upon a steam radiator they will drive the warm air to any part of the room desired.

Humor in Real Life.

A Paulsboro, N. J., dispatch says: "Patrons of the rural route in this section evidently think that the carrier on route No. 2 is accommodating, as he found in one of the boxes a note saying, 'Please feed the pigs, we have gone away for the day.'"

Man's Progress in the World Due To Fire.

Looking upon fire as elemental in nature, it is one of the inexplicable mysteries of the world that only man of all animal forms in nature has profited by its utilitarian purposes. To all other forms of life and to nearly all other forms of matter fire at once is an instinctive bogey and a consuming force. Only man has dominated it, and from the earliest mastery of this force it may be conjectured that man began to scale the heights of his possibilities.

Man without fire would have stopped at an evolutionary stage, perhaps little short of the quadrupeds of the African jungles. Nobody to-day could make intelligent prognosis of how quickly and how low civilized man would fall in the scales of the universe were fire in all its utilities suddenly taken from the earth for all time. Not until such a catastrophe is suggested does the average person consider just how essential is this elemental fire in the perpetuation of civilization.

No archaeologist, however, ventures to say when man was without fire. In archaeological sites in France and in Belgium the delver into antiquities has found fragments of charcoal, flints that have been broken in fire, and even fragments of bones scorched and afterward split for the marrow. These evidences of fire unquestionably are connected with the earliest history of the European continent, whenever that history may have begun.

Recognizing man as the only creature who has subjected fire to his dominating influence in the world, the antiquarian presupposes that even man had his time of morbid fear of the phenomenon, then his period of reverent worship of it, before finally he was moved to develop its utilitarian purposes. In this beginning of the uses of fire it is supposed that the spark was from the volcanic rifts in the earth's crust. Presumably its first use was for cooking food, although how its adaptability to this purpose was discovered is a mystery. However, somewhere in the earliest history of all men this discovery seems to have been made of the improvement from cooking raw meat, and from this earliest experimentation the later knowledge of fire and smoke as preservatives of food became easy.

When fire once came under the dominion of man and had lost its terrors for him in great measure, it still retained enough of the mysterious in its origin to hold him as a worshiper of it in more or less degree. He found in it one of the most sovereign of his utilities, even from its earliest history. When he had passed from the volcanic areas where it blazed in sulphurous chasms, he saw the firebolt from the storm cloud descend and set the conflagration. In the wind shaken forests, where the dry limbs of trees chafed and fretted together, he saw the divine spark leap out into consuming life. From the friction of falling rocks and from the chemical action of vegetable matter in fer-

ment he saw flames burst as from the direct command of deity.

From these phenomena in nature, once stripped of their sacredness of origin, primitive man may have had his earliest impulse in inventiveness. The artificial production of fire was one of his early needs, and the fact that no tribe has been too low in the scale to produce fire in this manner suggests the vital impetus which fire must have given to the inventive faculty.

Traditions among the peoples of the Polynesian Islands point to three conditions among these primitive men within the period covered by tradition. In the beginning everybody ate flesh raw. Later the ownership of fire came to them through the kindness of the earthquake god, Mafuie, who later told the people that in the sticks which the natives used for fires would be found the spark itself. This, in the legends of the Polynesians, was the beginning of the rubbing of sticks of wood together in order to create fire.

This process among all peoples has been the earliest form of firemaking. The striking of iron pyrites specimens against flint was a later evolution, leading to the modern flint and steel. There is no record of any people's having used the principle of spontaneous combustion in the production of fire, although it is certain that in many geographical sections of the world this phenomenon was observable.

Howard Maclean.

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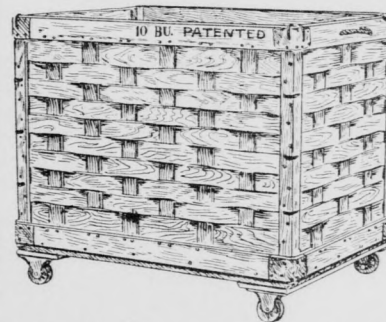
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CATS OR RODENTS.

Which Are Preferable in a Grocery Store?

Written for the Tradesman.

"I sometimes question in my marketing at different grocery stores, which are the worse evil, cats or mice."

The speaker was a lady of, perhaps, too delicate sensibilities in this day and age. She is a spic and span housekeeper—one of the kind who plans her work ahead and then sees to it that those plans are carried out to the letter. Orderliness is a watchword of the domicile over which she presides, and cleanness is no less a factor in making the home what it should be. Small wonder, then, that the lady is what some storekeepers would call "fussy" about the food she procures for the sustenance of herself and family.

"I like cats just as well as anybody," the lady continued, "but I like them in their place. Do you suppose, for one moment, that in my own home I would let a cat walk over my dining table or kitchen table? If she did off would come that tablecloth and the kitchen table that had felt the pressure of her feet, no matter how soft and pretty they were, would have to be gone over with a lot of soap and hot water and thoroughly dried before any food should be allowed to come in contact with the surface. And yet, this morning, when I went to a certain grocery store on a little side street, hoping to find conditions there to my liking, as the windows looked like those of Spotless Town, I found the same difficulty confronting me as in so many other places. The difficulty's name was CAT. She reclined on the high front show case as if she owned the establishment and she eyed me superciliously with her slanting green optics. I just ached to say 'Scat, Cat!' and cuff her off her throne. But, of course, I couldn't do that and instead had to say to the proprietor, 'What a very beautiful specimen of a cat you have here!' which deceitful remark of mine seemed to please Her Catship's boss wonderfully.

"He fairly beamed on me and replied, 'I'm glad you like cats, ma'am—some people don't. Now, I'm very fond of a cat—ain't I, Pussy?' and he appealed to the feline for confirmation of his statement.

"The cat arose and stroked herself on the grocer's coat sleeve, stooping her head down to his hand and giving it a moist rub with her nose. Then she lay down contentedly beside a jar of candy. (I was glad for the eaters thereof that there happened to be glass between the sweetmeats and the animal.) The grocer took her head lovingly in his two hands and then smoothed her fur the right way for what seemed to me an interminable while. I suppose, in reality, it was not more than a minute at the most.

"I felt like making my exit at once, but, out of curiosity to fathom the depths to which the grocer would descend, I decided to let him have my order. If he exhibited any of the acts of which he seemed capable this

initial order should be the extent of my trading at the place.

"Purposely I mentioned articles that are sometimes handled with the bare hands—squash, for instance, lettuce, lemons and oranges, apples, etc.—all eatables I could get clean with water.

"You see, it is this way: I am on a still hunt for a grocer who is clean in the sale of his merchandise and when I find such an one I mean to stick closer to him than a brother, commercially speaking. I have gone from place to place like the Wandering Jew, trying to find a store where they are just reasonably clean—I don't expect them to be immaculate. Every once in a while I think I have at last found my ideal trading place and then a clerk—just as often the proprietor—does some disgusting trick, and right before my eyes, too, and my hopes are again dashed to the ground. In every place, so far, I have seen such positively nauseating acts—acts without the ghost of an excuse—that verily I begin to believe that there is 'no health in Israel.' Why, even while I was talking with the grocer I am telling you about he fondled that cat between every other word, almost—he stroking the fur she had just been washing and she rubbing her nose on his hands. Afterward, while I made excuse to look around and see if there was anything more I wished, the cat leisurely pulled herself up, jumped down off the show case to the counter next to it, brushing against several loaves of bread in her progress to the edge, and then walked on some uncovered bacon with her microby feet. Before I left she had pounced into an open basket of prunes and lain down in them—and by the amount of hairs in there it looked as if it was a regular custom with her. The grocer had the grace to scat her out, with a somewhat embarrassed, 'Drat that cat!' She also played with some beans in a box, nibbled the cut end of a length of dried beef lying on a counter and licked a roll of

butter on a platter. Oh, she was a very enterprising cat!

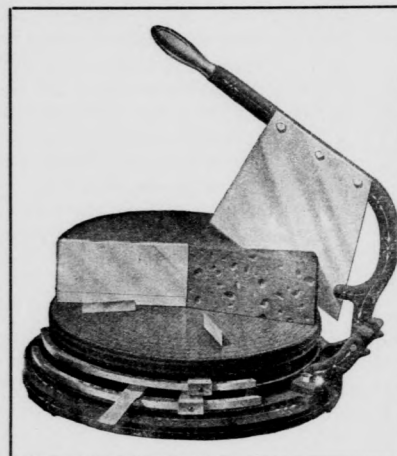
"This may seem an exaggeration on my part in the telling, but I assure you it is a true statement of occurrences. If I had not witnessed them with my own eyes I, too, would find them hard of belief. And, if that pussy got what she wanted with the storekeeper there to prevent her from doing her worst, what depredations would she not have committed had he not been present to 'drat' her off when she got too obstreper-

ous even for his accustomed equanimity!"

The foregoing is the experience of one woman and one cat, and, when the grocery store tabbies all over this broad land of ours are taken into account, is it anything strange that one scarcely knows which of two evils he prefers—mice or cats?

J. Jodelle.

A man always feels most liberal when he has forgotten to bring his cash.



The O. K. Computing Cheese Cutter

Price, \$20.00 net.
f. o. b.
Detroit, Mich.

NOTE:—Any desired weight or moneys worth obtained by a simple movement of one operating lever. No other Cheese Cutter will do this.

ADVANTAGES:—Our price about one-half of the figures asked by other manufacturers for inferior cutters.

Cut surface of cheese always protected, no evaporation nor loss through customers helping themselves.

Guessing at the desired weight or giving of overweight entirely done away with. Pays for itself through its own savings.

IMPORTANT:—Absolute accuracy and durability guaranteed.

Write us for our descriptive catalogue, also give us your jobber's name and address.

The Standard Computing Scale Co., Ltd.
Detroit, Michigan

Golden Essence of Corn

Karo Corn Syrup, a new delicious, wholesome syrup made from corn. A syrup with a new flavor that is finding great favor with particular tastes. A table delight, appreciated morning, noon or night—an appetizer that makes you eat. A fine food for feeble folks.

Karo

CORN SYRUP

The Great Spread for Daily Bread.

Children love it and thrive upon its wholesome, nutritious goodness. Sold in friction-top tins—a guaranty of cleanliness. Three sizes, 10c, 25c and 50c. At all grocers.

CORN PRODUCTS CO., New York and Chicago

The Automobile for the Farmer's Use.

The future is likely to see a really interesting thing in the development of automobiles. It seems probable that automobiles will soon be in almost general use in rural districts, which have so far, if popular impression is at all correct, been the seat of the greatest hostility toward the new form of locomotion. The history of the development and extension to general use of every practicable improvement which can be utilized by farmers shows their readiness to adopt it.

They have become enthusiastic over the telephone, which until the last two or three years was scarcely ever seen in a farm house, although in universal use in towns and cities. Now the telephone is used extensively throughout the country districts. The newest type of harvesters or mowers and the latest improvement in drills are sure to be taken up, even by farmers who are struggling to make both ends meet.

"The truth is," says John Farson, President of a Western automobile club, "that no other class of our citizens is so ready to take up with modern devices that save labor and effect economies in time as the farmers are. They do it not only because these improvements best serve their purpose and practical work; they have the same pride in having the best things in life which men in cities have. We have seen this pride manifested in the case of good live stock. A farmer takes as great pride in his

fine roadster as the user of the city boulevards takes in his own team, and yet the farmer never puts the roadster to any strictly utilitarian use. He is a luxury.

"In those country districts that have good roads—and there are many of them, and more and more every year—the automobile will be found an almost indispensable adjunct to a farm stable. How often an errand is to be done at the end of the day. Perhaps supplies must be purchased for a threshers' dinner on the morrow, but every horse in the stable has worked hard all day. No man is so careful of a horse as the farmer, who will himself walk miles rather than drive a tired horse. Here an automobile would be a great advantage, particularly since the man with the errand to do can remain in his field an hour or two longer, and still allow himself time for the trip.

"Then Sunday is a day of visiting on the farm, and the possession of an automobile will add much to the enjoyment of the day, will give relaxation to those who have worked hard through the week without taxing the horses, who are enjoying their weekly rest in the stable. Luxuries like this will do much to relieve the tedium of farm life. Farmers know these things and they are ready to seek and take up with modern blessings.

"But the use of automobiles for traction purposes will bring them into the field of real utility on the farm. Where there are good roads the use of an automobile will work

wonders in reducing distances between the farm and the market. Ordinary farm produce can be carried to market in a light passenger car, and heavy trucks will be necessary to be of any assistance in moving great loads. With such trucks, built much upon the lines of the electric truck carts in the cities, farms which are remote from a railroad, and can, therefore, be bought for much lower prices per acre, can be made almost equally valuable with farms near the cities. In fact, they will no longer be far away. Their proximity will be measured not by miles but by hours, and the ability quickly to put a load of grain into the elevator at the nearest railway station will place the farmer in a far better position to get the best prices for his wheat in a market that is continually changing.

"I am not so sure either that it will be the cheaper grades of automobiles which will be used on the farm. Farmers do not use the cheaper grades of agricultural implements nor the cheaper grades of horses. They want the best. That may not mean the highest in finish or the highest in power, but it does mean the most efficient for the purpose. As it is becoming possible to construct automobiles at a lower price and repairs can be made without carrying the machine to a large city, the obstacles that have stood in the way of the general use of automobiles on the farm are passing away. And the farmer is finding that these machines are not dangerous, but are far

more tractable than the quietest mare in his stable, and so he will not hesitate to let his boys use it. This change is only the foreword to a chapter in which we shall find a general use of automobiles in connection with farm life."

Golden Words from a Detroit Millionaire.

Once, not long ago, the late Simon J. Murphy was asked to what he attributed his success in life.

"What a question," he answered. "How does anybody not a gambler make money?"

"Be a man. Pay your debts. Be honest. Keep every promise. Be kind to the needy and unfortunate.

"A man's word is his capital. If he's pinched for ready cash, if his word is good, he'll come out all right.

"All my life I have made my word as good as my note. I've been slow to promise, but when once I said I'd do a thing, I'd carry it out if I lost every dollar I had in the world.

"Money goes, but a man's reputation stays behind. Never forget that, I say.

"Men nowadays take to gambling. They want money, but will do anything to shirk work. Work is the only real way to get along. Now and then you hear of a successful gambler, but most of them lose.

"I have always been methodical and cautious."

Life's rose-colored clouds are all golden.

A Case With A Conscience



A JOINT DEBATE seems to be on at present in show case circles. While we have the floor we'll proceed to go on record once and for all time.

Strange as it may seem, most faulty show case joints are made in show case "joints."

We don't run one—never did—never could—and never would.

The joints in our cases are made to "stay put."

We've a standing offer for the first one that ever starts.

Our corners are put together by cabinet makers and in addition to being strongly glued are carefully dowelled.

Just an indication of the workmanship that prevails THROUGHOUT our cases.

Kindly view our No. 63 COMBINATION shown herewith and write for Catalogue and price list.

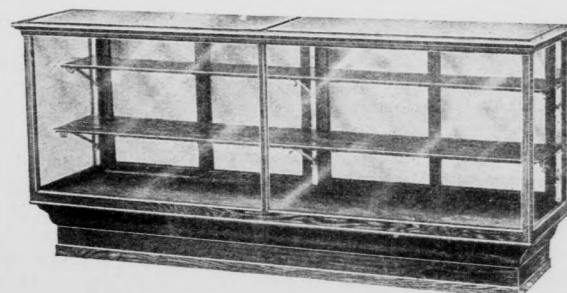
Grand Rapids Fixtures Co.

So. Ionia and Bartlett Sts.

Grand Rapids, Michigan

NEW YORK,
724 Broadway

BOSTON,
125 Summer St.



No. 63

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—The market is beginning to show signs of increased activity, not so much in volume of business done as in interest taken in the approaching new season. The number of new lines on the market is not large, but additions are being made to the list during each succeeding week, so that by the time the initial business has been done in the men's wear market the dress goods end of the business will be ready for strict attention. In the way of selling favorites there is nothing new to add to the report of the preceding few weeks. When advances are made on new season's goods it is an evidence that those lines are sold up or nearly so. A few advances have been made and it is expected that others will follow in the near future as the volume of business done on certain favorites has been such as to cause an early withdrawal of them.

Ginghams—Sellers of staple gingham report that their sales for spring are improving and that there is a stronger tendency throughout the market on goods of fine yarn construction. Jobbers in all parts of the country have been backward in placing their initial orders for the coming season, largely because they have felt that prices would be subject to a revision before the time came for them to have goods on hand. This has not been the result, as the mills with few exceptions have held their prices and have been content to take smaller initial orders rather than contract for their spring output at prices which they declare would not show them a profit. The staple cotton market has been steadier and now stands in a better position than at the opening of the year. As the stocks of ginghams are not large in the primary market buyers are acting with more freedom in increasing their orders. Fine dress ginghams are in active demand and selling agents find that on their business for the spring of 1905 they have done better than for the corresponding period last year. The ticketed goods are well sold and prices on these fabrics have been maintained as the mills assured buyers they would be.

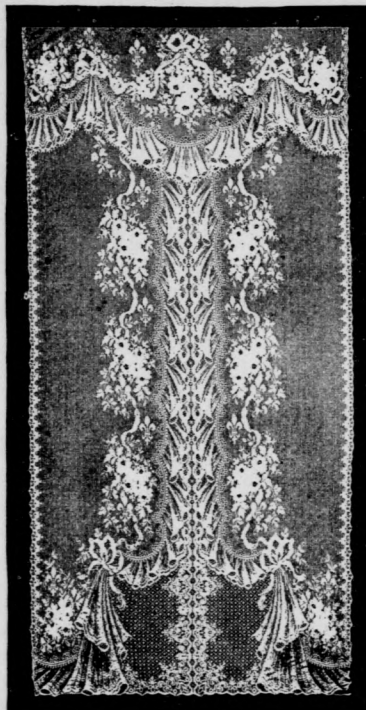
Mercerized Goods—That sales have been large is a conceded fact and that the majority of them will be delivered is also expected. This season has seen many new lines of these fabrics introduced to the trade and among them, of course, are many very attractive fabrics. They are not in the same class as manipulated woolens because they are only lowered in price, not in durability. The cotton introduced is so small in comparison to the whole that their warmth-giving properties are little interfered with, while the cotton adds to rather than detracts from their

strength. On lines of these goods which have been opened a week or two large orders have been received from regular customers, which is a practical proof of their popularity and also of the genuineness of the orders. Samples seen have been cut from very attractive fabrics and the possibilities in this class of goods are demonstrated with greater strength each succeeding season. One line of mercerized goods seen at a price under a dollar was a beauty for so low a priced cloth and is already nearly sold up.

Fleeced Underwear—As far as the volume of business is concerned underwear manufacturers are in a better position than knitters of hosiery. The past week was a banner one as regards heavy business and many mills were sold up for the entire season in short order. There is still considerable business to be placed, but unless jobbers are willing to come in and buy within the next week or two some of them will be compelled to look elsewhere to fill their wants. The underwear market has reached its normal state as regards the feeling between buyer and seller. Knitters appear to be as one as regards prices and buyers are beginning to realize this fact. Standard lines of fleeces and ribs are now on a firm price basis and most manufacturers are well sold up. The largest business thus far has been received from Western jobbers. This has been due to the early buying of women's ribs in conjunction with other lines. Eastern jobbers are not so strongly convinced that future events may be favorable to them if they buy as heavily as their needs require now and have a tendency to hold off now and order heavy on duplicates. Makers of standard lines of fleeces and ribs agree as one that present prices will not be lowered under any circumstances during the present season, but the hesitating buyers have not acted on this assumption.

Woolen and Worsted Underwear—Woolen and worsted underwear knitters are pretty well sold up. An occasional late order is taken at slightly better prices than previous quotations. Knitters of these lines of goods ought to experience an active season with the orders now on hand. Prices are the main feature in the business this season and unless the knitter has bought his stock advantageously his profits are likely to be very small. As it is, the margin between cost and selling price is smaller than usual and there is more of a tendency to overcome this with clever manipulations of stock. Sweater and jacket makers are very well employed on some good orders. Several new and novel patterns in sweaters have been shown and have taken well. Medium-priced sweaters are the sellers thus far and in ladies' jackets the medium grade goods are the features in the selling.

Cotton Hosiery—Some fairly heavy business was done in heavyweight goods during the week, but buyers did not go in as deeply in hosiery as in underwear. All leading lines of heavy goods are in a strong po-



We Also Have

A good assortment of lace curtains, curtain Swiss by the yard and window shades.

Ask our salesmen about same as the season is near at hand.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.



Wrappers

We have just received a large assortment of Print and Percale Wrappers.

Our Wrappers sell on their merits; they are well made, have a full sweep, are neatly trimmed and good style. They sell at sight.

Prices from \$9.00 to \$18.00 per dozen.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

sition for the reason that sellers do not try to force business. The majority of mills are better fixed on business than the underwear mills. Heavy shipments of spring goods are being made and few cancellations of goods are being received. Surplus goods are comparatively small in all hands for this time. Mills as a rule are making satisfactory shipments on spring goods, but it is a little too early to have much to say about deliveries on all spring goods. It is generally conceded that jobbers will be hard pressed on their duplicate retail orders as every one anticipates a very heavy spring retail demand. Quite a little is heard regarding the prospects of a heavy fancy retail season, but from the present indications it appears that the leading fancies will be in solid colors. Lace hose and half hose, more of the former, it is expected, will be big sellers. Tans are bound to sell well in both full and half hose. Standard blacks and splits, retailing for 25c, are safe to bank on always and many knitters are beginning to run on these lines year in and year out.

Wool Blankets—The market has shown very little change during the past week and prices are no nearer established than they were then and what the future may bring forth in this respect is as yet unknown. In the men's wear fabrics there is always a chance for comparison of prices; that is, the different houses have about the same prices on similar fabrics. It seems now as though in the blanket market there is a great diversity of prices on similar fabrics. Samples have been shown, but inferences can not be drawn from sales as to the condition of the market in the future. Advances have been made on all kinds as was necessary, but it is too early yet to discover what the effect will be on the general business.

Carpets—A further advance on all lines of carpets has been announced by agents representing the prominent manufacturers. The new prices become effective on Feb. 15, and range from 2½¢@5c per yard, and even higher, according to the grade. Rugs have also been advanced according to size from 25¢@\$. The circulars issued state that owing to the increased cost of carpet wool the present advance on the manufactured goods has become an absolute necessity.

Persistent Effort.

In order to get the lead and hold it in a race the runner must make sustained effort. It does not suffice that he merely catches up with the men ahead of him, he must come up even with them and then hold the advantage he has gained. To finally win the race the runner must make a supreme effort at the finish.

Instead of applying this truism to business a vast majority of young men believe that they can win the race in mercantile pursuits by remaining in the rear or, at best, running in the ruck. As soon as a boy or a man enters upon new duties he is prompted to do his best, every de-

tail of his work is looked after and he is not afraid to do just a trifle more than is demanded of him. This is the sort of effort that would win advancement for him. But does he keep it up long enough to win the commendation of his superiors? After a few weeks or at the most a few months the average worker begins to regard the daily task as irksome and then relaxes in his efforts. When this stage is reached the chances for advancement hang in the balance. It would be well if the young man who wants to succeed—and he is legion—would ask himself if he is working to "hold" his present job, or is earnestly striving to qualify for broader work.

As a means of scaling the next rung in the ladder of business success let him work with persistent effort and keep before him the definition of genius given by a philosopher in the following words: "Genius is infinite capacity for work coupled to infinite regard to detail."

Keeping Your Word.

A middle-aged man who has succeeded in establishing a lucrative business, one in which he deals with many persons and comes often in contact with them, says that the strongest feature of his success that he can acclaim is that he made it a point to always keep his word. When he began business in a modest way he determined to do that, for he believed that it was better than any minor strategy often employed by men in dealing with their fellows.

Often in the beginning it would have been much more profitable and much easier to resort to subterfuge, but he was looking toward future rather than present results. By and by as time passed his reputation for keeping his word with customers grew and this very circumstance acted as a safeguard to integrity. There was no longer danger that "tricks of the trade" would be substituted for candor. On this basis the business grew to large proportions and the public came to recognize the value of the treatment that emanates from the dwelling place of such a principle. "Keep your word no matter at what cost," is the advice of this man to the aspirant for a successful career.

Buyers and Shippers of
POTATOES
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

PILES CURED

DR. WILLARD M. BURLESON
Rectal Specialist
103 Monroe Street Grand Rapids, Mich.

Percival B. Palmer & Company
Manufacturers of
Cloaks, Suits and Skirts
For Women, Misses and Children
197-199 Adams Street, Chicago

AN ACT

TO PROHIBIT THE PRACTICE KNOWN AS "TIPPING" AT THE HOTELS, RESTAURANTS, OR EATING HOUSES OF THIS STATE.

Be it enacted by the General Assembly of the State of Missouri, as follows:

Section 1. Hereafter it shall be unlawful for the proprietor, keeper or manager of any hotel, restaurant or eating house of this State to permit any steward, waiter or other person employed to serve food at the table or counter of such hotel, restaurant or eating house to solicit or receive from the guests of such hotel, restaurant or eating house any compensation other than the regular charges established for such hotel, restaurant or eating house.

Section 2. Every proprietor, keeper or manager of any hotel, restaurant or eating house in this State shall cause to be conspicuously posted in the office and dining room of such hotel, restaurant or eating house placards, in letters of the dimensions of not less than three inches, bearing the following inscription, to wit: "*No Tipping Allowed Here.*"

Section 3. Any proprietor, keeper or manager of any hotel, restaurant or eating house in this State who shall violate any of the provisions of this act, by permitting the stewards, waiters or other persons employed to serve food at the table or counter of such hotel, restaurant or eating house to solicit or receive from any guest being served with food at any such table or counter any compensation other than the regular charges established for such hotel, restaurant or eating house; or who shall fail or neglect to have his place of business placarded with the placards, as herein provided for, shall be deemed to be guilty of a misdemeanor, and upon conviction thereof shall be fined in a sum not exceeding five hundred dollars.

This bill was introduced in the Missouri House of Representatives by Representative Tubbs and was read for the first time Jan. 6, 1905.

What Michigan legislator will be the first to distinguish himself by championing such a measure at the present session of the Legislature?

The Latest in Style



The
Most Comfortable
In Design
and
The Best in Value

Retailing at One Dollar

PURITAN CORSET CO.
KALAMAZOO, MICH.

EQUAL TO EMERGENCY.

Daughter of Country Merchant Assumes the Management.

Written for the Tradesman.

Necessity, or a combination of circumstances, toward or untoward, often does more for the development of character than does a long period of uneventful years.

I have in mind the case of a certain young lady in a little—I was going to say village, but you can't even call it by that title, for, as the girl herself says, "There isn't anything there but our store and warehouse. Take those away and there would be absolutely nothing you could call a town—there would be only a country four-corners, some green fields and a fringe of forest, with a few scattering houses in the distance.

"Yes, we are it—we are all of it—there isn't anything else.

"How long have I had charge of the store?" Well, ever since my Father was taken sick, and that is about six years ago. He wasn't able to attend to the store, and what to do he didn't know. There was need for immediate action—something must be done and done at once.

"My Father's illness came on in the summertime, while I was enjoying my long vacation. I had been in the habit of helping in the store after school and on Saturdays and the idea began to crystallize in my brainpan. 'Why couldn't I run the store?' I knew all about the place; I could go in the dark and lay my hand on anything in the store. Sometimes I had tried the experiment just for the fun of the thing, and I could always find anything that came into my head. And I knew all the people who traded with us, old and young. I had assisted my Father so much that I knew just how they had to be handled in order to go away pleased.

"The only drawback to my going into the store for good seemed to be the fact that I would be obliged to leave school. This I disliked exceedingly to do, for I was fond of my studies. I had supplemented my country education by a few months' work in the summer at Mr. Ferris's school at Big Rapids and I was ambitious for more knowledge. Of course, if I managed the store it would mean that I must give up all hopes, for the present at least, of more schooling. On the other hand, I should be learning in the school of practical experience, and need not count the time as lost.

"I broached to my Father the subject of my taking charge of affairs in the store. At first, he would not listen to my proposition, on account of my youth, but, as the thought became more and more familiar to him, he began to see matters through my eyes.

"Father's ailment had not come on him suddenly, so that he had time to grow accustomed to the idea of dropping the reins and allowing me to pick them up, and the more he dwelt on it the more he came to the conclusion that for me to run the store was the very best of plans.

"When I tell you that I was only 16 at this time you can form some

opinion as to the responsibility my young shoulders were about to assume. But I was strong and healthy and that was most decidedly in my favor.

"When he was taken ill Father began to contemplate the available men for the position. But there was always something objectionable to deter him in a selection. This one was too slow, that one so swift he was likely to slur over details essential to good salesmanship. Another was quick at figures but, strange to say, was as slow as a snail in his movements and so would tire the patience of customers. A fourth young man was all that a clerk should be in his treatment of customers—of cheerful temperament, quick, good judge of character, always on hand, never complaining of overtime, etc., etc.—but he lacked a most important point, he was not strictly honest, a very essential element to be considered in the hiring of any sort of employe.

"So, as I say, when my Father ran over in his mind all the store help available, he came to the conclusion that 'his girl was about the best boy he knew of,' and proceeded to make a bargain with her.

"The salary part was easily adjusted, and there were no onerous rules laid down. My Father knew I was in the habit of doing my best at anything I undertook and that in my new capacity I would not depart from the precedent I had established.

"Well, I assumed the duties of Captain of our commercial ship, and have been running her ever since. My Father says he has no reason to regret his choice.

"As time went on he got over the attack of sickness. But he did not recover his accustomed vigor of body. So since I took hold he has never been in the store as he used to be before that. The doctor says he must not return to his old work; so I am alone in my glory. Yet not quite alone, for after school and on Saturdays my young sister assists me as I used to Father before her. She is bright and capable and it has, of late, become my dream that I may gradually work her into the business and then go back to Mr. Ferris's school and get more 'book-learning.'

"However, whether this dream comes true or is merely a delusion, I am happy all the time in the consciousness that I am of some exact use in the world. Of course, some unpleasant things happen in store life—they are bound to, no matter how careful one may be to avoid them—but I try to treat every one exactly as I would wish to be treated were our positions reversed, and that smooths over many a rough place.

"And then our parents are so kind to us—so kind—better, surely, than I deserve. They make our home so pleasant for us that, the way things are now, we hope it will be many, many years before we leave it 'for good and all.' We have always had a lot of company, and never a frown, not even secretly, on their faces.

They seem to bear in mind the time when they were young, and make it just as pleasant for our guests as one could possibly ask.

"And, then, our Father and our Mother have ever sought to bring us up with right principles. We have had, from babyhood up, the very best of teachings—not only by precept but by living example. I often say that it the children of our household ever go wrong it will not be from lack of right knowledge. We have ever been taught to be trustworthy; when my Father turned the store over to me he said that he did it with 'the utmost reliance in my trustworthiness.' I felt that to be high praise. He said that I might fail in some directions through lack of experience but that he had 'the greatest confidence in my integrity.'

"At first, I found many of the details oppressive, but I finally got things reduced to a system of my own and then matters went easier.

"In the summer I get up every morning at 5 o'clock and in the winter at 5.30. I find enough to keep me busy every minute of the day. When not waiting on customers I can always put in the time tidying up odds and ends. I do all the work myself—even to the meanest part of it. I have a fine patent mop and twice a week I mop out—yes, I do that, too, myself. That is hard work, you probably are thinking, and it is; but I can do it so much better than I can get any one to do it for me that I rather do it myself—then I know it is done just as good as it can be. I have plenty of hot water and cleaning preparations and, with the kind of mop I use, I don't have to put my hands to it nor in the water.

"Yes, I have a time of it when some dirty old farmers come in to trade—and some of the younger generation, too, for that matter. They are absolutely without an idea of the fitness of things and when they are gone the floor looks like—well, 'something fierce.' But they are not quite so bad as they used to be before I took the place, and I live in hopes—I'm sometimes afraid vain hopes—that they will get perfect after a while. I can't abide dirt wherever I am. I have to hint pretty strongly, oftentimes, in order to keep things even halfway presentable. You see, I mustn't give offense or I lose trade, and that means money out of pocket. Oh, I've learned a lot since I went to storekeeping. Sometime I will tell you some of the funny things that have happened and you can write 'em up if you want to—I'm so busy that I wouldn't have the time to put them on paper.

"Yes, I do all the buying for our store; I keep the books, also. I come to Grand Rapids every week or two or three to buy goods. I have 'learned the ropes' so thoroughly that, were my Father to be taken away, I could go right on with the business. I might say the work is mere play to me now.

"Well, I must go, for I have to catch my Interurban;" and Miss Lucia Harrison, of Harrisburg, Michi-

gan, who had been making the Tradesman a pleasant call, gathered up her small parcels and left to catch her car. H. S.

Make the Best Use of Your Employer.

Every now and then some one writes to me and says that I take the employers' side and that I am working in their interests. These letters are for the most part from people who seem to regard their employer as their natural enemy. They remind me of a case in London some weeks ago, where a man was arrested for the murder of his employer. When arraigned he stated in excuse that the act was one of irresistible impulse. He had no particular grievance against him—he believed that he was as good as most employers, but he had "got upon his nerves" and he fired the revolver at him as a protest against tyranny. The court decided that the man was insane. There are many men who are afflicted with similar insanity, although perhaps in a lesser degree.

The reason why most men dislike their employer is that he is the personification of the necessity of having to work. Naturally when a man wants to go to the races and where the fact that he can not but has to work for a living prevents him he feels a dislike for his employer. The idea is well expressed in a court decision in which the learned judge said: "Working for some one else means that I must subordinate my pleasure to his. It will be displeasing to me at times, undoubtedly, however willing a worker I may be. But I must make the best of it."

Grumbling is found even in the army and navy, where discipline is most strict. Nelson, the Duke of Wellington, and even Napoleon and Grant sometimes grumbled because of the orders that they were forced to execute. Probably there are many times when President Roosevelt and even Kaiser Wilhelm are discontented because the orders of their employers, the people, interfere with their pleasure. Even kings do not have their own way.

Yet this has another phase. I once heard a labor leader speak of what he called "pickpocket labor"—labor during which the employer would pick his worker's pocket if he could and the employe would try to retaliate in the same fashion. It is no wonder if the worker does thus revenge himself, but really he is doing himself more harm than he is doing to his enemy. One business man once said that he would not employ any one who had worked for a certain employer. "He spoils the best men by working them so hard," he said. "They revenge themselves by skimping their work and they acquire the habit so completely that they can not break themselves of it."

These men do not make the best use of their employers. If you have that kind of an employer keep your eye open for another, although you should avoid going to the extremes of our friend Charles Dryden, who got "off the bread wagon" so oft-

en. But in the meantime while you are looking for another place do your best work for your unpopular employer. Thus you will learn how to work hard, which is in itself a valuable lesson that may be useful later on. And if you learn how to please the man who is hardest of all to please you will have less trouble in pleasing those who are more easily pleased. In fact, you will make such a hit with your first reasonable boss that he may give you a promotion in a few weeks.

One of the most common complaints of the dissatisfied is with the irascibility of an employer. Those who find such fault should remember that sometimes a man's bad temper is as much his misfortune as his fault. A man doesn't acquire a bad temper deliberately. I know one man who on apologizing for his bad temper said that perhaps it had caused me a good deal of trouble, but that I should remember that it had caused him even more. "No man ever annoys me as much as I annoy myself," was the way he expressed it.

Some of these bad tempered, hard hearted employers are frauds. That is to say, they are really not what they seem. The forbidding and indifferent manner is assumed from a dread lest they be imposed upon. Many such an employer does much good in secret and often lends a helping hand to those whom he knows will not betray the fact that he is not hard hearted.

In the end, however, it is all a matter of the trite advice that every man should make the best of everything until he finds there is no best to be made, and then quit. And this rule applies even to your dealings with your employers.

John A. Howland.

Never Run Out of Time.

"Show ten thousand pieces if necessary to please the customer," said a department manager to a saleswoman who had spent a long time over one sale and was replacing her goods with some murmuring and evident weariness.

The manager's theory was that there was time to give to every one. No salesman should be "rushed for time" in waiting on a customer. Nothing vexes more the petulant person and nothing irritates more quickly many cool headed persons than to find themselves consuming the salesmen's valuable time just as they are becoming interested in an examination of the wares.

It is a fact that some customers are difficult to please, and require a long time to make up their minds, but it is equally true that it is the duty of the salesman or saleswoman to please and if all the hours of their work day are given to one or two sales, if they are made cleverly and to the satisfaction of the customer that has been a good day for the store.

A woman never thinks her husband has gone to the bad completely until he gets to running with good fellows.

Hardware Price Current

AMMUNITION

Caps	
G. D. full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers	
No. 2 U. M. C. boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads	
Black Edge, Nos. 11 & 12 U. M. C.	60
Black Edge, Nos. 9 & 10, per m.	70
Black Edge, No. 7, per m.	80

Loaded Shells	
New Rival—For Shotguns	
Drs. of Powder	Size Gauge
No. 120	4 1/2 10
No. 129	4 1/2 9
No. 128	4 1/2 8
No. 126	4 1/2 6
No. 135	4 1/2 5
No. 154	4 1/2 4
No. 200	3 1 10
No. 208	3 1 8
No. 236	3 1/4 1 1/2 6
No. 265	3 1/2 1 1/2 5
No. 264	3 1/2 1 1/2 4

Discount, one-third and five per cent.

Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder	
Kegs, 25 lbs., per keg.	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60

Shot	
In sacks containing 25 lbs	
Drop, all sizes smaller than B.	1 85

Augurs and Bits	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes	
First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	7 00
First Quality, D. B. Steel	10 50

Barrows	
Railroad.	15 00
Garden.	33 00

Bolts	
Stove	70
Carriage, new list.	70
Plow.	50

Buckets	
Well, plain.	4 50

Butts, Cast	
Cast Loose Pin, figured	70
Wrought, narrow.	60

Chain	
Common, 7/8 c. 6 c. 6 c. 4 c.	
BB, 8/8 c. 7/8 c. 6/8 c. 6 c.	
BBB, 8/8 c. 7/8 c. 6/8 c. 6 c.	

Crowbars	
Cast Steel, per lb.	5

Chisels	
Socket Firmer.	65
Socket Framing.	65
Socket Corner.	65
Socket Slicks.	65

Elbows	
Com. 4 piece, 6 in., per doz.	net. 75
Corrugated, per doz.	1 25
Adjustable	dis. 40&10

Expansive Bits	
Clark's small, \$18; large, \$26.	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps.	70

Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12 13 14 15 16 17	
Discount, 70.	

Gauges	
Stanley Rule and Level Co.'s	60&10

Glass	
Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

Hammers	
Maydole & Co.'s new list.	dis. 33 1/2
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

Hinges	
Gate, Clark's 1, 2, 3.	dis 60&10

Hollow Ware	
Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails	
Au Sable	dis. 40&10

House Furnishing Goods	
Stamped Tinware, new list.	70
Japanned Tinware	30&10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate

Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

Levels	
Stanley Rule and Level Co.'s	dis.

Metals—Zinc	
600 pound casks	8
Per pound	8 1/2

Miscellaneous	
Bird Cages	40
Pumps, Cistern.	75&10
Screws, New List	85
Castors, Bed and Plate	50&10&10
Dampers, American.	50

Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring.	30

Pans	
Fry, Acme	60&10&10
Common, polished	70&10

Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages	1/2 c per lb. extra.

Planes	
Ohio Tool Co.'s fancy.	40
Sciota Bench	50
Sandusky Tool Co.'s fancy.	40
Bench, first quality.	45

Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance.	Base
10 to 16 advance.	5

Nails	
6 advance	20
4 advance	45
3 advance	45
2 advance	70
Fine 3 advance.	50
Casing 10 advance	15
Casing 8 advance.	25
Casing 6 advance.	35
Finish 10 advance.	25
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 1/2 advance	85

Rivets	
Iron and tinned	50
Copper Rivets and Burs	45

Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

Ropes	
Sisal, 1/2 inch and larger	9 1/2

Sand Paper	
List acct. 19, '86	dis 50

Sash Weights	
Solid Eyes, per ton	28 00

Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
Nos. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00

Solder	
1/4 @ 1/2	21

Squares	
Steel and Iron	60-10-5

Tin—Melyn Grade	
10x14 IC, Charcoal.	10 50
14x20 IC, Charcoal.	10 50
10x14 IX, Charcoal.	12 00
Each additional X on this grade, \$1.25	

Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	

Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13

Traps	
Steel, Game	75
Oneida Community, Newhouse's.	40&10
Oneida Com'y, Hawley & Norton's.	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25

Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

Wire Goods	
Wright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

Wrenches	
Baxter's Adjustable, Nicked	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70&10

Crockery and Glassware

STONEWARE

Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70

Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84

Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10

Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2

Sealing Wax	
5 lbs. in package, per lb.	2

LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross
Quarts	4 25
1/2 gallon	4 40
Fruit Jars packed 1 dozen in box.	6 00

LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75

Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, Crimp top.	4 10

Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 30
No. 1, Crimp top.	4 00
No. 2, Crimp top.	5 00

Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30

Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 4.—Active trading in the speculative coffee market has led to a better feeling for the actual article and during the week the demand has been comparatively lively. Supplies seem to be equal to all requirements, but there is no excess that need create alarm and the situation is quite satisfactory. In store and afloat there are 4,363,085 bags, against 3,266,022 bags at the same time last year. At the close Rio No. 7 is steady at 8½¢. Mild coffees have not been so much enquired for and, on the other hand, sellers are not very anxious to part with holdings and the market closes strong. Good Cucuta is worth 95¢ and a good average Bogota, 11¢1¼¢. East Indias are in just about the usual condition and quotations remain practically without change.

The demand for tea, as a rule, has been pretty flat. Holders, however, are not cast down, but seem to be confident that a better condition will prevail when the weather takes a warmer turn and travel is easier. The trade in proprietary brands of package teas seems to be about the only branch that is at all active and the sales of some of these lines are certainly most astonishing.

There is a decided lack of interest in sugar. The article seems to have reached a height that prevents buyers from taking more than just enough to meet present demands and no more. The little trading going on consists of withdrawals under old contracts and new business is almost nil. There is some difference of opinion as to whether prices will go higher, but those who ought to know seem to have good reason for asserting that a further advance is inevitable, inasmuch as consumption is ahead of production. The sugar trust never was in healthier condition than it is to-day and retailers might buy the stock to even better advantage than the sugar itself.

Inasmuch as sellers of rice can obtain a better figure at New Orleans than here, they are not urging sales, and the market generally lacks animation, while prices are practically without change from a month ago.

In spices there is a little improvement in Singapore pepper, but aside from this there is not an item to be picked up. Deadly monotony prevails and sales are of very small quantities. Supplies are seemingly ample to meet requirements and no special change is looked for.

The volume of new business in molasses has been so small as to be hardly worth talking about. Buyers take hand-to-mouth quantities and the best that can be said is that prices are steady. Foreign sorts are steady, but the call at the moment is limited. Syrups are firm and seem

to show an advancing tendency, as is natural when the condition of the sugar market is concerned.

Deliveries of canned goods have been greatly restricted by the weather conditions and the week, as a rule, has been very quiet with all hands. Jobbers are said to be making some enquiry for Pacific Coast canned fruits, especially peaches and apricots, and prices, as a rule, are well sustained. Reports reach here that the weather conditions in California are almost as perfect as though the fruit growers themselves were making them; they look for big crops this year.

Dried fruits are meeting with little call and prices are practically without change.

Arrivals of butter have been limited and, with the supply here well taken up, the situation is practically in favor of the seller. While the official figure is 30¢31¢ for best Western, this has been exceeded in some cases and the prospects are for a further advance. Storage goods are moving out freely and the whole range is on a higher basis. Held creamery, 27¢29¢; imitation creamery, 23¢25¢; factory stock is working out well at 20¢23¢ and renovated is firm at 22½¢24¢.

The supplies of cheese are getting low and yet there seems to be enough to go around. Prices are unchanged. Full cream, small size, 12¼¢.

Eggs are steadily advancing, selling at retail at 38¢. In a wholesale way fresh-gathered Western firsts are worth 31¢; seconds, 29¢30¢; checks and discolored stock, 19¢22¢.

Observations of a Gotham Egg Man.

As indicated in the comparison of receipts during the past month, a material increase of January receipts is shown for the seaboard markets, against a decrease at Chicago, because a considerable quantity of Chicago's refrigerator holdings has been moving eastward and much of the refrigerator stock at intermediate points has come to Eastern markets, while last year this source of supply was very much smaller. The decrease of receipts at Chicago indicates the relatively small amount of winter egg production at Western and Southwestern points; probably the receipts at New York, Boston and Philadelphia have contained about as many fresh eggs in January as was the case last year, since the more Easterly Southern sections naturally tributary to these markets have been less affected by severe weather than the more Westerly sections.

The comparatively liberal supply of refrigerator eggs coming into Eastern distributing markets since the middle of January has reduced the net rate of output from the refrigerators and the month closes with rather more stock in storage than was anticipated earlier in the month. The following table gives the storage holdings at different dates in January, those for Chicago being estimated:

	Jan. 1	Jan. 14	Jan. 31
Chicago	150,000	65,000
New York	62,700	31,000	20,000
Boston	41,500	23,917	13,000

Philadelphia . 34,000 22,614 14,500

Totals288,200 142,531

Later information induces me to revise slightly the estimate of Chicago holdings at the middle of January.

The statistics of the New York market continue to indicate a considerably better consumptive output than last year, although the January output shows some reduction from the December figures. The output is shown approximately by the following calculation:

New York Trade Output Jan., 1905.
Receipts in Jan.159,821
Storage reduction, Jan. 42,700

Total202,521
Deduct for increase of stock in receivers' hands 10,000

Total output192,521
This is equal to about 43,500 cases per week, against 59,600 cases per week in December and 29,000 cases per week in January, 1904, when prices ranged from 29 to 38¢ and when there were very few refrigerator eggs to keep the lower priced trade supplied.

Counting our reserve stock in refrigerator (New York and Jersey City), together with the eggs held outside of cold storage by receivers, there are probably about 35,000 cases of reserve eggs left here at the close of January. Our consumptive requirements are now probably a little less than the average January output, and may, perhaps, be fairly placed at about 40,000 cases a week under present conditions of supply and value. The character of the weather in producing sections during the past month favors a belief in comparatively light receipts of fresh gathered eggs for at least three weeks to come, and it is generally believed that there is only a comparatively small amount of refrigerator eggs left in the interior to come this way. As our receipts fall off there will, naturally, be a more rapid reduction of reserve stock than has been effected during the past two weeks unless the consumptive demand should be further curtailed by advancing prices. At this writing a clearance of present holdings at present values seems to be well nigh assured; in fact, it would seem quite probable that the stock on hand may be exhausted before we can realize

enough increase in fresh production to take its place. This, however, is a matter of uncertainty, chiefly because there may be more refrigerator eggs to come than now apparent.—N. Y. Produce Review.

Too Many Questions.

An army knapsack that had seen service in the Philippines, but which had been converted into a tool chest by a plumber, attracted attention in an office building whither he had gone to repair some pipes.

"What a queer tool chest," said a woman. "Where did you get it?"

"My son brought it with him from the Philippines," replied the plumber. "I asked him for it because I realized it would be of service to me in my business. I have carried it with me many a long mile, but," he added with a rueful smile, "I shall have to give it up."

"Why?" asked the woman, surprised.

"Because," replied the plumber, "it takes half my time answering questions about the blamed thing."

Most grass widows are out for the long green.

Fine feathers make famous actresses.

A MEAN JOB

Taking Inventory

Send now for description of our Inventory Blanks and removable covers. They will help you.

BARLOW BROS., Grand Rapids, Mich.

Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE BUNDRIES
Grand Rapids, Mich.

Make Your Own Gas
From Gasoline
one quart lasts 18 hours giving 100 candle power light in our
BRILLIANT Gas Lamps
Anyone can use them. After than kerosene, electricity or gas and can be run for less than half the expense. 15 cents a month is the average cost. Write for our M. T. Catalogue. Every lamp guaranteed.
Brilliant Gas Lamp Co.
42 State St., Chicago, Ill. 100 Candle Power



WE ARE BUYERS OF CLOVER SEED AND BEANS

Also in the market for
Pop Corn, Buckwheat and Field Peas

If any to offer write us.

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

ONIONS

We have them; also all kinds of foreign and domestic fruits.

THE VINKEMULDER COMPANY
14-16 OTTAWA ST., GRAND RAPIDS, MICH.

THE ALMIGHTY DOLLAR.

It Is Too Often the Measure of Success.

What is your understanding of success? How do you measure it? How much of measured attainment in your chosen field is going to satisfy you? Is the sum total to be dollars or deeds?

Success as measured by dollars is one of the simplest of all attainments if the successful man shall determine with the coming of his first prosperities that they are to be the full measure of his ambitions. It is said that a silver dollar held fifteen feet from the eye will cover the surface of the noonday sun. Held as close to the eye as most dollars are held by the successful rich, one of them may obscure half the world. Perhaps even Rockefeller may have had this situation in mind when he said: "There is no man so poor as the man who has nothing but money."

But such a remark from the richest man in the world falls inevitably short of its mark. It is as if it had come from some possible individual who has everything but money. How shall either of these speak of the unknown possessions of the other? There are many things that money will not buy, but for the most part they are things that the man of money does not want or need, while by common tradition, these things are supposed to have been impartially distributed among those comparatively poor classes which look upon money as the one thing lacking.

Mere acquisitiveness is one of the worst evils of any community life. The bee, having it to a remarkable degree, becomes a slave to man's appetite for the accumulated sweets of summer. The squirrel, gathering nuts beyond any possible demands of his own appetite, may be suspected of making the work harder for every other animal of his kind in the same locality. Man's acquisitiveness among men would work far greater evils among his kind than could be found in the lower animal world, only that miserliness has been overcome by that intangible but powerful something called credit.

As things are, however, the accumulation of money has come to stand in nearly all circumstances as the accomplishment of success. If that be your own individual opinion and measure of success, you have the easiest of all the propositions to that end. Mr. Rockefeller has been quoted in a manner pointing the chances for the rich man's having only money when he shall be ready to retire from money getting. Experiences of others are that with eyes shut to all else save the accumulation of money, its acquirement becomes a simple process. How many of many things and how much of all things are you willing to relinquish for money?

Do you doubt that these things are the price? Ask your friend who is in business. Business has come to be only another name for money getting—money making hardly expresses it any longer. Ask him how many hours of rational enjoyment for him-

self and his family the business exactions of last year cost him beyond any possibility of recovery; ask him how often and for how many hours and days and weeks business may have made him unnecessarily an exile from home. You might ask him, indeed, why you as one of his best and warmest friends must necessarily be an undesirable customer in his business!

Your own instincts, if they be fine enough, will have answered the last question. You have recognized that your good friend is in business for profit only. You will recognize that he can not exact of you the profits that should be his, just as you recognize that you can not accept the sacrifices that he would be tempted to make if you did trade with him. In short, "business is business," having no touch of anything but avarice in its phraseology. The phrase in itself is the standing apology for money getting. No business man would dare use it towards his friends; few of them would descend to it in their relations with neighbors and cheerful acquaintances.

Don't hesitate to read the truth in all this: Modern business methods could not exist between friends; they would strain even the ties of neighborly sociability. And of unquestioned certainty these methods can make you neither friends nor neighbors. At the most you may expect for them the spirit of the old social query, Is he in trade?

The surest text representative of the man in search of the success of riches is that unqualified "Look out for the main chance." It is tax enough upon the keenest brain to do only this, as the keener the insight into things, the greater the number of these chances. Once the man is inoculated with the philosophy he will have eye for little else. Once he has compromised his conscience all else necessary will be easy. To discover the chance will be to avail himself of it.

One of the earliest recorded business agreements between men will serve to indicate how business in the last analysis may leave the business man merely with his business and its logical fruits. Laban in the beginning should not have imposed the seven years of service upon Jacob for the hand of Laban's daughter Rachel. But he risked business and sentiment in the same venture. Jacob discovered the main chance, and when Laban was worsted in the cattle deal he had not even the consolation of the sentiment that might have been.

A certain clique in New York identified as of the "fast set" has attempted to mix business and society. Wives and daughters have been brought into a social circle that primarily is an annex to the stock markets. Six days a week the heads of these families are at one another's throats; in the odd afternoon and evenings these families may be in the attitude of seeking social recreation among themselves. The dismal results are the occasional monkey dinner that relieves the mockery and the engraved visiting cards for the

dogs which masters and mistresses leave at brown stone portals for other dogs that may or may not be "at home."

Go anywhere among people with your ears open and discover how few women talk between themselves without devoting the conversation to dress and how few men can talk five minutes together without turning the talk to money. And dress, and even servants, are money. "Put money in thy purse" never was so generally a maxim as it is to-day. The man who doesn't do so is universally regarded as a fool; the man who does at the worst may be called passively a scoundrel. How many of the vital essences of life are you prepared to sacrifice for money? The writer once had opportunity to ask of a man, many times a millionaire, the close, confidential question, "What, of all things, has been the one dominating impulse in your life?"

There was no hesitancy in the reply. "To make more money," was the direct, unequivocal answer. It was an answer that seemed to me to call for some sort of softening. He saw the enquiry in my face and anticipated it. "You asked for the one dominating influence in my life," he said. "I have told you. I have had other ambitions that were akin to this one great aim, but they have been stale and short lived. Not one of them has lived five years; dozens of them have not survived the first year of the fancy."

What of his family? you ask. Gossip had it that his wife married him

for his wealth and that wealth sent the single son of the union to a suicide's grave. John A. Howland.

Good Sized Word

Dioxybenzohexamethylenetetramin is the name given by chemists to a substance known in medical practice as hetralin. The British Medical Journal observes that most readers will agree that abbreviated titles are necessary for this and allied synthetic remedies.

Our salesmen are now on the road with the finest line of

Fur and Fur Lined Coats

Plush and Fur Robes and Horse Blankets

ever shown in Michigan for next season.

They will soon call on you. Do not buy until you see what we offer. In the meantime send in your orders for what you need now, we still have a good stock. Our line of harness and collars is better than ever.

Wholesale Only

BROWN & SEHLER CO.
GRAND RAPIDS, MICH.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

GLASS

WINDOW GLASS
PLATE GLASS STORE FRONTS
BENT GLASS. Any Size or pattern.

If you are figuring on remodelling your store front, we can supply sketch for modern front.

Grand Rapids Glass & Bending Co.

Factory and warehouse, Kent & Newberry Sts.

GRAND RAPIDS, MICH.



Michigan Knights of the Grip.
President, Geo. H. Randau, Bay City;
Secretary, Chas. J. Lewis, Flint; Treasurer, W. V. Gawley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, Detroit; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, S. H. Simmons; Secretary and Treasurer, O. F. Jackson.

Proposed Law Against Giving or Receiving Tips.

Traveling salesmen will be interested in the bill introduced by a Missouri legislator, making it an offense punishable by fine to accept "tips" for the service of waiters in hotels, eating houses and restaurants. The bill requires proprietors of such establishments to post placards with the provisions of the bill stated.

It remains to be seen whether the bill, if enacted into law, will work any reform in the matter. The man who introduced the bill says:

"This tipping business is becoming an international nature. I have already received two telegrams from the East in regard to it," he added, pulling them from his pocket.

"When I go into a hotel I want to pay at the desk for full service and a meal and have it over with them. If it requires 75 cents, I would rather pay it all at once than to have to pay 50 cents at first and then give the waiter a quarter more, or incite the contempt of him.

"I have studied the matter carefully, but I do not know about applying the bill to railroad porters and waiters on dining cars. So far I have limited the bill to restaurants, hotels and eating-houses. Perhaps the measure may be made more sweeping."

Naturally, the woodenheaded gentlemen who sling hash for a living are alarmed at this invasion of their graft, and say rude things of Mr. Tubbs. It is a little curious, the attitude of the St. Louis contingent, who seem to think that since the World's Fair they are entitled to fees approaching those of first grade boodlers.

Just why the waiter expects his employer and the customer both to pay him for his services is hard to tell, but he expects it. One of them ends a story of the manifold accomplishments a waiter must have with this query:

"And do you think that all this is included in the price of the dinner? Do you think the boss pays him for this personal service he renders you? No, that is where the extra charge comes in."

Well, why doesn't the boss pay for it and charge it in the bill, putting the entire transaction on a basis of self respect, instead of a combination of graft and mendicancy? Any one who can give a good reason can defeat the anti-tipping bill in short order.

To quote European custom is poor authority. There is beggary on all

sides in every part of Europe and the cringing, bowing and scraping servility that is displayed on every hand sickens a man.

The whole system is precisely as logical as it would be to buy a bill of goods in a store and then pay a fee to the clerk who sold them to you.

The sooner American waiters get on a self respecting basis, as men who are entitled to regular wages, the better it will be for them.

Almost without exception the prices in those places where tips are allowed and expected are such as to yield a good profit to the management, if there were no tips. It is not surprising that restaurateurs retire with fortunes.

The traveling man usually is allowed his expenses; although some travel on a stated sum, others pay their own expenses. Even if it goes into the house, every dollar of the expense account that is added unnecessarily is that much added to the bill he must pull up, if he is to "make good" on the total of the year's business. Any traveling man with sense enough to reach a second trip knows that he is not sent out primarily to help support the great fraternity of waiters, neither the hack drivers, or any other set of servants, all of whom may be worthy of their hire, but few of whom are worth any more than mere day's wages.

People with more dollars than sense, and an irresponsible, shiftless class who prefer alms to wages, are the two main supports of the tipping system.

The Really Valuable Traveling Salesman.

"If any salesmen, especially traveling agents of large mills and factories, would only learn something about the manufacture and the initial cost of the articles that they sell they would make themselves twice as valuable to their employers," said a prosperous hardware manufacturer the other day to his son who was anxious to "go on the road." "It's an excellent accomplishment to know how to persuade a customer to buy even a well-known product, but it is still better to understand why your line of goods does not happen to meet with the approval of a new buyer and to be able to suggest to your employer how he might change or alter his produce satisfactorily and still cut under, or at least meet, his rival's price with a fair margin of profit.

"You will discover that many possible purchasers are not satisfied with the articles made by your rival, and yet they would prefer his goods to yours, which may have some feature that to them is equally if not more objectionable. It is impossible to please everyone with the same article but, if you know enough about the manufacture of your own goods, you can explain to the superintendent of your mill how its goods could be rectified so as to suit the new buyers with whom you are dealing and thereby increase the profits of your house

by adding to the number of its customers.

"As a concrete example, a traveling salesman shows a line of ivory-handled carvers to the buyer of a large jobbing or exporting house. One of the carvers, with a peculiar bolster, strikes the prospective purchaser favorably, but it has a four-inch ivory handle with a brass rivet. The buyer tells the salesman that his trade wants a carver with the same blade and bolster but with a five-inch ivory handle and no rivet, like that manufactured by a rival cutlery concern, which, however, adds to its product a bolster that is considered too long. In order to compute the difference in the cost of manufacture that would be entailed in making the required change in the article and still leave the margin of profit without departing too widely from the other manufacturer's price, the salesman would have to be familiar with the cost of the ivory and of the brass rivet. If he knew these details and could wire his house that it could secure a customer by making this trifling alteration, he could insure the patronage not only of this buyer but of many others.

"There are hundreds of drummers who do not realize this and who miss a great deal of business because of their ignorance of their own goods. These men still command large salaries for simply following along the well-beaten path, trodden by the feet of armies of traveling salesmen who stick to their regular customers and do not know the most effective way of getting new buyers. There will come a time, however, in the near future, when this class of drummers will have to wake up to the more progressive methods of marketing their goods, or else change their occupations. They may be noted 'hustlers' in their way, but it is not always the hustler who catches the most new trade or who brings the most ducats into the till. The traveling agents who know only how to sell by their persistency, but who are ignorant of the manufacture and cost of the goods, are not only likely to lose some of their old customers but are also apt to lose the opportunity of making new customers by not suggesting improvements that will make or unmake their future trade and that of the house which they represent."

A Frank Statement About Clearance Sales.

One of the leading retail firms of Philadelphia comes out boldly about February sales with the following announcement:

"Contrary to general custom, our inspection of goods before placed on sale is as rigid in February as in other months of the year. Paying half price, or because it's a bargain, is no excuse in this store for merchandise not being up to what it is represented to be. Where anything is marred by handling, or a 'second,' we tell you so plainly."

The strong part of this declaration lies in the fact that this firm lives up to its theories.

You never know how much religion you have until some one treads on your best corn.

THE POST DISCOVERY

A Revelation in Human Food.

Previous to the discovery of the Post process of changing the starchy part of Wheat and Barley into a form of sugar many people suffered from what is known as starch indigestion.

That was shown by gas and all sorts of stomach and bowel trouble (sometimes ending in appendicitis), brought on by the undigested starch in wheat, oats, white bread, cake, puddings, etc., etc.

Nature ultimately punishes anyone who continually takes some medicine or drug to smooth over or nullify bad conditions of the body. The only safe way to cure such is to correct or remove the cause. Therefore it was plain to Mr. Post, in working out his discovery, that people who show some weakness in digesting the starchy part of food (which is much the larger part of all we eat) must be helped by having the starch digested or transformed before being eaten. And, of course, the safest and truest way to do this would be to imitate nature and avoid all chemicals or outside and unnatural things. The body digests the starchy food by the following process: First it is mixed with the moisture or juices of the mouth and stomach, then warmth or mild heat from the body grows or develops diastase from the grain. Time is also an important element and when all work together and the human organs operate properly the starch is slowly turned into a form of sugar, as it must be before the blood will absorb it and carry the needed energy to different parts of the body. Of course if the body fails to do its work perfectly trouble sets in.

So in the making of the famous food, Grape-Nuts, moisture, warmth and time are the only things used to turn starch into sugar, thus imitating Nature and keeping the human food in original purity, free from outside things and just as Mother Nature intends it shall be kept for advantageous use by her children. The food is fully cooked at the factories, and is crisp and delicious with a little thick cream poured over.

It can be softened for people with weak teeth, but is most valuable to others when it must be energetically chewed, thus bringing down the saliva from its duct to go to the stomach and help digest the entire meal, besides the use of the teeth strengthens and preserves them. Nature blesses the parts of the body that are used and not abused. Grape-Nuts food brings peace, health and comfort when people are in despair from the ails resulting from undigested food.

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second-hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids

Hardware Trade Active and Prices Firmly Held.

The buying movement in general hardware now appears to have been successfully launched, and although the volume of orders being received by manufacturers and jobbers is not yet as large as was expected in some quarters, it is believed that it will continue to increase during the remainder of this month until the mills and factories will have to work overtime to keep up with the great influx of new contracts. If the purchasing by retailers and jobbers had not been so enormous in November and December the buying during the first month of this year would have been more remarkable, for many of the wholesalers covered their temporary requirements so thoroughly in the last two months of last year that they were not compelled to re-enter the market until a week or two ago. The contracts booked by the manufacturers in December and January exceed those taken in any similar period of sixty days in the past.

The demand for mechanics' tools is very heavy and indicates a healthy and promising condition of the trade. The salesmen are daily reporting the absence of a considerable amount of surplus stock in dealers' hands, which is also a favorable factor. Some moderate advances in prices have already been made, including an advance of \$1 a ton, or 5c per 100 pounds, in the prices of wire and cut nails and other wire products, which was caused by the increased cost of the raw material, and many similar advances are expected before the end of the first quarter of the year.

Poultry netting and wire cloth continue active, as the buying in these articles is stimulated by the belief that there may be a scarcity of wire cloth before the beginning of spring, and that the prices of poultry netting will soon be advanced. It is thought that the requirements of the Panama Commission may divert a large amount of wire cloth from ordinary trade channels and make it more difficult for the mills to keep pace with the current demand. The most recent advance in the prices of nuts and bolts has not checked buying in these lines. Many of the largest consumers have already covered their needs, and the present demand is limited to small jobbing lots. The business in skates, sleds, shovels and sidewalk cleaners was good while it lasted, but it is all over now.

Wire Nails—As a natural result of the higher prices asked for steel rail scrap and other steel material, the American Steel & Wire Co. and all other leading wire drawers have advanced their prices on wire nails and all wire products \$1 per ton, or 5c per 100 pounds. The advance has not checked buying in any noticeable degree, as it is of so moderate a character that it is not felt by the purchasers. Although the new business in wire nails is rather light at present, it is believed that the demand will be greatly increased within a few weeks. The severe winter has interfered somewhat with the making of

prompt deliveries, but this trouble is being eliminated gradually as the railroads are beginning to offer better transportation facilities. Quotations on the f. o. b. Pittsburg basis, net 60 days, or 2 per cent. discount for cash in 10 days, are as follows: Carload lots to jobbers, \$1.80 per keg; carload lots to retailers, \$1.85 per keg.

Cut Nails—Following the advance in the prices of wire nails, the members of the Cut Nail Association decided to place the quotations on their products on a parity with those of wire nails regardless of their action in reaffirming their existing figures at their recent conference. The advance of 5c per 100 pounds in cut nails makes the new quotations as follows: Carload lots, \$1.80; less than carload lots to jobbers, \$1.85, and to retailers, \$1.95 f. o. b. Pittsburg.

Barb Wire—Barb wire is in fair demand at the recent advance, with prices for the painted variety at \$1.95 basis per 100 pounds, while the galvanized variety is held at \$2.25 per 100 pounds f. o. b. Pittsburg. Smooth fence wire is selling freely at the higher figures. The market continues firm on the basis of \$1.65 per 100 pounds in carload lots to jobbers.

The Grain Market.

The market as a whole, and more especially wheat, has been of rather a quiet and uninteresting nature the past week. The movement of wheat in all directions is comparatively light and the same is true of flour. The demand does not seem to be at all urgent. At the same time there has been quite an export movement of low grade flour from the Pacific Coast for Japan trade. Argentine exports are increasing and the quality of the new wheat is fine. This wheat could now be delivered in New York, import duty paid, at about \$1.17 per bushel, and this should be compared in quality to our best Kansas hard, which is now worth f. o. b. Chicago practically \$1.15@1.16 per bushel.

The quality of corn seems to improve with the cold weather and, with heavy cutting of railroad rates to the seacoast, the exports have been very heavy. Prices are firm at a gain of about 1c per bushel for the week. The domestic demand for corn is heavy and the general inclination seems to be for the better grades only. Evidently the experience in handling damp and damaged corn the past two or three years has induced dealers and feeders to advance the quality as spring approaches.

May oats in Chicago sold at even 30c per bushel, a point for which the trade have been waiting for some time past. We doubt, however, if many oats were taken on by country shippers at that figure; in fact, the general inclination seems to have been to get rid of them, rather than increase the load. The movement has been free and the demand only fair.

L. Fred Peabody.

Port Huron—Charles Fitzpatrick has severed his connection with the George C. Luz Co. to become manager of the drapery department of the store of J. A. Davidson & Co.

New Bank at Cheboygan.

John D. Morton, of the Grand Rapids National Bank, who has been canvassing the matter of establishing a new State bank at Cheboygan for the past two weeks, reports that nearly the entire \$50,000 capital stock has been subscribed, the stockholders thus far secured being as follows:

Dudley E. Waters.

John D. Morton.

M. E. Riggs.

B. A. Cueny.

J. S. Thompson.

W. L. Hagadorn.

Marion R. Pickands.

Chas. H. Fultz.

Jas. C. Wooster.

Fred H. Veio.

Joseph Veio.

Arthur R. Gerow.

Otto H. Gebhardt.

Wm. P. DeKlyne.

H. A. Blake.

F. Shipard.

Fred R. Ming.

W. H. Coon.

G. A. Thompson.

A. W. Starks.

George W. Rittenhouse.

A. A. Stegeman.

Mrs. Samuel J. Campbell.

Harry J. Cox.

Jeannette Smith Florer.

Arthur G. Rowson.

George K. Force.

Annie M. Bell.

Wm. Gainor.

Joel W. Lester.

J. L. Barrett.

Ida V. Cooley.

There will be nine directors, six to be selected from the Cheboygan stockholders and three from the Grand Rapids contingent. The President and Vice-President will be Cheboygan people. The Cashier will be a stranger to the Cheboygan people, but will be thoroughly qualified to discharge the duties of the position. The name of the institution will be the Cheboygan State Bank and it will be organized under both the State and savings bank laws.

The Boy Just Entering Upon a Business Career.

Grand Rapids, Feb. 7.—It has been my lot to visit many towns in Michigan during the past year and invariably the Tradesman was more or less discussed with each trader. I found a few stores where it was not a weekly visitor, and in such stores I usually found a dyspeptic sort of chap who had no use for the headlight of a business locomotive, but was content with his own ideas as to how a business should be run. Another portion of the small minority had discovered at some time an error in quotation of price on some commodity and therefore put their stamp of disapproval upon the paper. But, Mr. Editor, I wish to extend congratulations that the Tradesman is a welcome visitor to at least 90 per cent. of all the merchants it was my good fortune to visit, not alone for its price currents, but invariably for the spicy business and social literature within its covers.

Now, Mr. Editor, it has dawned upon my dull gray matter that a column devoted specifically to the

boys—the future merchants—would be a most desirable acquisition to your valuable paper. The average merchant is too busy to take the time to impart helpful ideas in detail to his young help, and what might be given in one issue of your book would take months to "catch onto" in the ordinary run of business.

I notice much need of valuable ideas, such as how to measure or weigh correctly, also how to keep stock, display goods, study the trade, etc. I once had the pleasure of being associated with a merchant who had the reputation of breaking a nail in two to make the scales balance. He was only just, but the looseness in methods taught unconsciously by the older help was, to put it mildly, very pernicious.

Hints along the line of personal traits and habits will tend to open many eyes of the hurried boys just entering upon a public career. Even the able articles in yours of January 18, pages 16 and 29, while intended for the boy, contain much food for reflection for the man as well, but the average boy will not take the time to wade through so protracted an article, good as both are.

My interest is in the boy just entering upon his business career, frequently with little or no preparation in the home. Many hard knocks are reserved for him, which serve a valuable purpose for future usefulness, but how about the little helps that knocks will not teach him and yet are so very essential to a future rounded business man?

Here is health and long life to the Michigan Tradesman, the business educator!
John M. Hurst.

Emmet S. Wiseman (Hazelton & Perkins Drug Co.) has recently acquired a widespread reputation as a snorer. It is claimed that he can snore in seven languages and two dialects. Max Mills formerly carried the belt, but he has been compelled to yield it to Mr. Wiseman.

Indications point to a large attendance at the annual ball of Grand Rapids Council, No. 131, U. C. T., to be held at the Armory on Friday evening, Feb. 24. Tickets are selling fully as rapidly as expected and the boys are looking forward to an event of the first magnitude.

Cedar Springs—J. R. Fox has a new prescription clerk in the person of S. D. Barnum.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequaled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commands it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.



Michigan Board of Pharmacy.

President—Harry Helm, Saginaw.
Secretary—Arthur H. Webber, Cadillac.
Treasurer—J. D. Muir, Grand Rapids.
S. A. Erwin, Battle Creek.
W. E. Collins, Owosso.
Meetings for 1905—Grand Rapids, March 21, 22 and 23; Star Is. and, June 26 and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
Secretary—W. H. Burke, Detroit.
Treasurer—E. E. Russell, Jackson.
Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seitzer, Detroit; John Wallace, Kalamazoo; D. S. Hallott, Detroit.
Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

Logical Effect of Unionism on the Drug Business.

The clerks' union of Belleville, Ill., as we learn from the daily papers recently, issued an order to the drug stores and bar rooms of that town commanding them not to sell tobacco in any form, soap, notions or stationery before 6:30 a. m. or after 6:30 p. m. The penalty for disobedience of this "order" is not stated, but if must be something dire, as the paper announces that "it will hereafter be impossible to get a bit of tobacco or a bar of soap in Belleville between 6:30 p. m. and 6:30 a. m."

The reason for this high-handed bit of labor-union tactics appears to be that the aforesaid clerks' union had made an agreement with the grocers and general dealers of the town whereby their places of business were to be opened at 7 o'clock a. m., and closed at 6:30 p. m. and, as drug stores and bar rooms are at liberty to keep open at all hours, it would be unfair to merchants and dealers in these articles to allow the drug stores to handle the same between the hours mentioned.

Very considerate, indeed, on the part of the clerks' union; but who has empowered the members of this body to take charge of the business affairs of the men who furnish the capital and brains and give them employment? Can a person, or a union of persons, who have reached manhood's estate (or many of them of even middle age), and yet made of themselves nothing more than day laborers, teamsters, wage earners or clerks, even of a better class—can such men be considered as fit to take charge of the business ventures, the affairs and capital of a town, even one of the size of Belleville?

This is a phase of the question that is ignored by the ordinary labor agitator, which he does not deem worthy of his attention, and which his dupes, blinded by passion and prejudice, can not see. There should, however, be sufficient intelligence among clerks, and especially drug clerks, to understand that a condition of things that would take the management of affairs out of the hands of the employers and put it in those of an irresponsible labor union

is not to be thought of in a country of law and order. The proposition is nothing short of anarchy, rank anarchy.

And yet, there is something of the ludicrous in the newspaper account of the affair. The pomposity with which it announces the "order" of the union is comical, suggesting at once the fable of the tail wagging the dog, and it would be dismissed with the remark that "if the body allowed itself to be wagged it is all right" were it not an evidence of an anarchistic sentiment prevalent in our neighboring little town.—National Druggist.

The Drug Market.

Opium—Is very firm and steadily advancing on account of higher prices in the primary markets. It is said that weather conditions are unfavorable to the growing crop, as there is considerable frost.

Morphine—Is unchanged.

Quinine—Is firm. If there is any change in price it will probably be an advance.

Cocaine—Is in rather a peculiar position, several manufacturers having advanced their price 25c per ounce, while others still retain the old price.

Lycopodium—Shows a fractional advance.

Menthol—Eastern markets are overstocked. Very large lots are coming forward from Japan. Prices are lower.

Sassafras Bark—Is scarce and continues high.

Cherry Bark—Stocks are lower and price is higher.

Oil Citronella—Is scarce and has advanced.

Oil Peppermint—Continues to decline as large lots held by Western growers are being put on the market.

Gum Camphor—Is reported very firm and another advance is looked for. This is a good time to put in stock for the spring season.

Goldenseal Root—Is nearly out of the market and the price has again advanced.

Caraway Seed—The crop is said to be small and prices are higher.

Gum Shellac—Is in better supply and has declined.

No Use for Gold.

A German barkeeper, who has been in the United States about five years, in all that time had never seen a \$5 gold piece. A clerk, who had received one of these golden coins as part of his pay, entered the saloon which is presided over by the German and called for a glass of beer. Upon receiving the foaming beverage he tendered in payment the glistening \$5 coin, which hit the bar with a merry jingle. The bartender, after surveying the piece and examining it critically, tossed it back to the Government clerk with the childlike and bland remark:

"Ve don't take no medals for beer here. You vil have to take dot to de 'hock shop.'"

A field of ice looks tropical compared to a face with a cast iron smile.

What Constitutes an Aggressive Cutter.

There are two kinds of cutters that can be properly designated as aggressive: Department stores and others, who sell a small amount of any widely advertised article at less than cost for a limited time only. In order to attract customers they use aggressive cutting as an advertisement. When one or both of two nearby competing stores outcut each other, in order to hold their trade and attract new customers, to such an extent as to sell at cost or lower, that may also be properly termed aggressive cutting. If there is no cutting in a town and a new store, or one of the others, reduces prices and gives publicity to it to attract trade, he is aggressive, and also a cutter, but such reductions are so common now that they would hardly be termed "aggressive cutters," as usually understood by the word. Aggressive cutting is a comparative term and ought to apply only to those who sell at or below cost. J. Morley.

Engineering Gaining Rapidly.

Significant of the American spirit is the strong tendency away from the arts and general culture toward the applied sciences and particularly some one branch of engineering as shown

in the last four years in the studies pursued in eighteen of the leading schools of the college grade. Compared with the statistics of 1900 15 per cent. more students matriculated in the arts and sciences last year, while the increase in the applied sciences was 102 per cent. Were it possible to accurately determine the number of male students in the first division the comparison would be yet more striking, for practically all the increase there has been among the fair sex, while the students of the applied sciences are almost all men.

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LAXATIVE Cough Remedy

Make No M.stake. See that you are buying Foley's Honey and Tar the original, the kind that you know will give satisfaction.

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Stationery Co.
29 N. Ionia St.
GRAND RAPIDS, Mich.

Advanced—
Declined—

Mannia, S F	45@ 50	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthol	N2 85@ 30	Sapo, G	@ 15	Lard, No. 1	60@ 65
Morphia, S P & W	25@ 26	Seidlitz Mixture ..	20@ 22	Linseed, pure raw	42@ 45
Morphia, S N Y Co	35@ 26	Sinapis	@ 18	Linseed, boiled ..	43@ 46
Moschus, Mal. ...	2 35@ 26	Sinapis, opt	@ 30	Neat's foot, wstr	65@ 70
Mustard, C	@ 40	Spts, Macaboy's ..	@ 51	Spts, Turpentine.	58@ 63
Myristica, No. 1 ..	28@ 30	DeVos's	@ 51		
Nux Vomica po 15	@ 10	Snuff, S'h DeVos's	@ 51	Paints	bbl L
Os Sepia	25@ 28	Soda, Boras	9@ 11	Red Venetian	1 1/2 2 @ 3
Pepsin Saac, H & P D Co	@ 1 00	Soda, Boras, po ..	9@ 11	Ochre, yel Mars. 1 1/2	2 @ 3
Picis Liq N N 1/4 gal doz	@ 2 00	Soda et Pot's Tart	25@ 28	Ochre, yel Ber. 1 1/2	2 @ 3
Picis Liq qts	@ 1 00	Soda, Carb	1 1/2 @ 2	Putty, comm'r 1 1/2	2 1/2 @ 3
Picis Liq pints ..	@ 60	Soda, Bi-Carb	3 @ 5	Putty, strictly pr 1 1/2	2 1/2 @ 3
Pil Hydrarg po 80	@ 50	Soda, Ash	3 1/2 @ 4	Vermillion, Prime	@ 2
Piper Nigra po 22	@ 18	Soda, Sulphas	@ 2	American	13 @ 15
Pip. Burgun po 35	@ 7	Spts, Cologne	@ 2 60	Vermillion, Eng. ...	75 @ 80
Plumbi Acet	12@ 15	Spts, Ether Co	50@ 55	Green, Paris	14 @ 18
Pulvis Ip'e et Opilii	30@ 150	Spts, Vini Rect bbl	@ 9	Lead, Peninsular ..	13 @ 16
Pyrethrum, bxs H & P D Co. doz ..	@ 75	Spts, Vi'l R't 1/2 gal	@ 7	Lead, red	6 1/2 @ 7
Pyrethrum, pv ..	20@ 25	Spts, Vi'l R't 5 gal	@ 7	Lead, white	6 1/2 @ 7
Quassiae	8@ 10	Strychnia, Crystall	05@ 1 25	Whiting, white S'n	@ 90
Quinia, S P & W ..	25@ 35	Sulphur Subl	2 1/2 @ 3 1/4	Whiting, Gilders' ..	@ 95
Quinia, S Ger	25@ 35	Sulphur, Roll	2 1/2 @ 3 1/4	White, Paris Am'r	@ 95
Quinia, N. Y.	25@ 35	Tamarinds	8@ 10	Whit'g Paris Eng	@ 1 40
Rubia Tinctorum	22@ 25	Terebenth Venice ..	28@ 30	cliff	@ 1 40
Saccharum La's ..	22@ 25	Theobromae	45@ 50	Universal Prep'd 1	10@ 1 20
Salacin	4 50@ 4 75	Vanilla	9 @ 10		
Sanguis Drac's ..	40@ 50	Zinci Sulph	7 @ 8	Varnishes	
Sapo, W	12@ 14			No 1 Turp Coach 1	10@ 1 20
		Oils		Extra Turp	1 1 60@ 1 70
		Whale, winter ...	70@ 70	Coach Body	2 75@ 3 00
				No 1 Turp Furni	00@ 1 10
				Extra T Damar ..	1 55@ 1 60
				Jap Dryer No 1 T	70@

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED	DECLINED

Index to Markets

By Columns

[illegible]

3

60ft.1 35
70ft.1 60
Cotton Windsor
50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00
Cotton Braided
40ft.95
50ft.1 35
60ft.1 65
Galvanized Wire
No. 20, each 100ft. long1 90
No. 19, each 100ft. long2 10
COCOA
Baker's35
Cleveland41
Colonial, ¼s35
Colonial, ½s33
Epps42
Huyler45
Van Houten, ¼s20
Van Houten, ½s20
Van Houten, 1s72
Webb28
Wilbur, ¼s41
Wilbur, ½s42
COCOANUT
Dunham's ¼s26
Dunham's ½s & ¼s.26½
Dunham's ¾s27
Dunham's 1s28
Bulk13
COCOA SHELLS
20lb. bags2½
Less quantity3
Pound packages4
COFFEE
Rio
Common12
Fair13
Choice15
Fancy18
Santos
Common12½
Choice13½
Fancy18
Peaberry18
Maracalbo
Fair15
Choice18
Mexican
Choice16½
Fancy19
Guatemala
Choice15
Java
African12
Fancy African17
O. G.25
F. G.31
Mocha
Arabian21
Package
New York Basis
Arbuckle14 00
Dillworth12 50
Jersey14 00
Lion14 00
McLaughlin's XXXX
McLaughlin's XXXX sold
to retailers only. Mail all
orders direct to W. F.
McLaughlin & Co., Chi-
cago.
Extract
Holland, ½ gro boxes. 95
Felix, ½ gross1 15
Hummel's foil, ½ gro. 85
Hummel's tin, ½ gro.1 43
CRACKERS
National Biscuit Company's
Brands
Butter
Seymour Butters6½
N Y Butters6½
Salted Butters6½
Family Butters6½
Soda
N B C Soads6½
Select8
Saratoga Flakes13
Oyster
Round Oysters6½
Square Oysters6½
Faust7½
Argo7
Extra Farina7½
Sweet Goods
Animals10
Assorted Cake11
Bagley Gems9
Belle Rose9
Rent's Water17
Butter Thin17
Chocolate Drops17
Coco Bar11
Cocoanut Taffy12
Coffee Cake, N. B. C.10
Coffee Cake, Iced10
Cocoanut Macaroons18
Cracknels16
Currant Fruit17
Chocolate Dainty17
Cartwheels10
Dixie Cookie9
Fluted Cocoanut11
Frosted Creams9
Ginger Gems9
Ginger Snaps, N B C 7½
Grandma Sandwich11
Graham Crackers9
Honey Fingers, Iced 12
Honey Jumbles12
Iced Honey Crumpet 12
Imperials9
Indian Belle15
Jersey Lunch8
Lady Fingers8
Lady Fingers, hand md 25

Lemon Biscuit Square 9
Lemon Wafer16
Lemon Snaps12
Lemon Gems10
Lem Yen11
Marshmallow16
Marshmallow Walnut ..17
Mary Ann Walnut 9
Malaga11
Mich Coco F's'd honey.12
Milk Biscuit8
Mich. Frosted Honey.12
Mixed Picnic11½
Molasses Cakes, Scol'd 9
Moss Jelly Bar12
Muskegon Branch, Iced11
Newton12
Oatmeal Crackers 9
Orange Gem16
Orange Gem9
Penny Assorted Cakes 9
Pilot Bread7
Pineapple Honey15
Ping Pong9
Pretzels, hand made 8½
Pretzeltes, hand m'd 8½
Pretzeltes, mch. m'd 7½
Reverse14
Rube Sears9
Scotch Cookies10
Snowdrops16
Spiced Sugar Tops 9
Sugar Cakes, scalloped 9
Sugar Squares15
Sultanas15
Spiced Ginger9
Urchins10
Vienna Crimp9
Vanilla Wafer16
Waverly10
Zanzibar10
CREAM TARTAR
Barrels or drums29
Boxes30
Square caddies32
Fancy caddies35
DRIED FRUITS
Apples
Sundried4 @ 4½
Evaporated5½ @ 4½
California Prunes
100-125 25lb boxes.3
90-100 25lb boxes3½
80-90 25lb boxes4
70-80 25lb boxes4½
60-70 25lb boxes5
50-60 25lb boxes6
40-50 25lb boxes7
30-40 25lb boxes7½
¼c less in 50lb cases.
Citron@15
Corsican@15
Currants
Imp'd. 1lb pkg@ 7½
Imported bulk6½@ 7
Peel
Lemon American12
Orange American12
Raisins
London Layers, 3 cr 1 50
London Layers 4 cr 1 95
Cluster 5 crown2 60
Loose Muscatels, 2 cr. 5
Loose Muscatels, 3 cr. 6
Loose Muscatels, 4 cr. 6½
L. M. Seeded, 1 lb. 6½@7½
L. M. Seeded, ¼ lb 5 @6
Sultanas, bulk@8
Sultanas, package 8½
FARINACEOUS GOODS
Beans
Dried Lima6
Med. Hd. Pk'd. 1 75@1 85
Brown Holland2 25
Farina
24 1lb. packages.1 75
Bulk, per 100 lbs.3 00
Hominy
Flake, 50lb sack1 00
Pearl, 25lb. sack3 70
Pearl, 100lb. sack8 85
Maccaroni and Vermicelli
Domestic, 10lb box60
Imported, 25lb box .2 50
Pearl Barley
Common.2 25
Chester2 35
Empire3 50
Peas
Green, Wisconsin, bu. 1 25
Green, Scotch, bu.1 35
Split, 1b4
Rolled Oats
Rolled Avenna, bbls .4 00
Steel Cut, 100lb. sacks2 00
Monarch, bbl.3 70
Monarch, 100lb sacks .1 70
Quaker, cases3 10
Sago
East India3½
German, sack3½
German, broken pkg. 4
Tapoca
Flake, 110lb. sacks3½
Pearl, 130lb. sacks 3
Pearl, 24 1lb. pkgs5
Wheat
Cracked, bulk3¼
24 2lb packages2 50
FISHING TACKLE
¼ to 1 in6
1¼ to 2 in7
2 to 2 ½ in7
3 to 4 in11
3 in15
2 in30
Cotton Lines
No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet7
No. 4, 15 feet9
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15

No. 8, 15 feet19
No. 9, 15 feet20
Linen Lines
Small20
Medium26
Large34
Poles
Bamboo, 12 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80
FLAVORING EXTRACTS
Foot & Jenks
Coleman's Van. Lem.
2oz. Panel 1 20 75
3oz. Taper 2 00 1 50
No. 4 Rich. Blake.2 00 1 50
Jennings
Terpeneless Lemon
No. 2 D. C. per doz. 75
No. 4 D. C. per doz.1 50
No. 6 D. C. per doz.2 00
Taper D. C. per doz.1 50
Mexican Vanilla
No. 2 D. C. per doz.1 20
No. 4 D. C. per doz.2 00
No. 6 D. C. per doz.3 00
Paper D. C. per doz.2 00
GELATINE
Knox's Sparkling, doz.1 20
Knox's Sparkling, gro14 00
Knox's Acidu'd. doz.1 20
Knox's Acidu'd. gro 14 00
Oxford75
Plymouth Rock1 25
Nelson1 50
Cox's, 2 qt. size60
Cox's 1 qt. size1 10
GRAIN BAGS
Amoskeag, 100 in bale19
Amoskeag, less than bl 19½
GRAINS AND FLOUR
Wheat
Old Wheat
No. 1 White1 16
No. 2 Red1 16
Winter Wheat Flour
Local Brands
Patents6 20
Second Patents5 80
Straight5 60
Second Straight5 20
Clear4 60
Graham5 20
Buckwheat.4 65
Rye4 40
Subject to usual cash discount
Flour in barrels, 25c per
barrel additional.
Worden Grocer Co.'s Brand
Quaker, paper5 70
Quaker, cloth.5 90
Spring Wheat Flour
Pillsbury's Best, ¼s .6 50
Pillsbury's Best, ½s .6 40
Pillsbury's Best, ¾s .6 30
Lemon & Wheeler Co.'s
Brand
Wingold, ¼s6 50
Wingold, ½s6 40
Wingold, ¾s6 30
Judson Grocer Co.'s Brand
Ceresota, ¼s6 70
Ceresota, ½s6 60
Ceresota, ¾s6 50
Worden Grocer Co.'s Brand
Laurel, ¼s, cloth.6 80
Laurel, ½s, cloth.6 70
Laurel, ¾s & ¼s paper6 60
Laurel, ¼s6 60
Meal
Bolted2 60
Golden G annulated .2 70
Feed and Millstuffs
St. Car Feed screened 19 00
No. 1 Corn and Oats.19 00
Corn, cracked13 50
Corn Meal coarse23 50
Oil Meal29 00
Winter wheat bran. 20 00
Winter wheat midngs21 00
Cow Feed20 50
Oats
Car lots34
Corn
Corn, new47
Hay
No. 1 timothy car lots 10 50
No. 1 timothy ton lots 12 50
HERBS
Sage15
Hops15
Laurel Leaves15
Senna Leaves25
INDIGO
Madras, 5lb boxes65
S. F., 2, 3, 5lb boxes . 55
JELLY
5lb pails, per doz .1 70
75lb pails35
30lb pails65
LICORICE
Pure30
Calabria23
Sicily14
Root11
LVE
Condensed, 2 doz1 60
Condensed, 4 doz3 00
MEAT EXTRACTS
Armour's, 2 oz4 45
Armour's 4 oz8 20
Liebig's, Chicago, 2 oz 2 75
Liebig's, Chicago, 4 oz 5 50
Liebig's Imported, 2 oz 4 55
Liebig's, Imported, 4 oz 8 50
MOLASSES
New Orleans
Fancy Open Kettle .. 40
Choice35
Fair26
Good22
Half barrel, 2 extra
Mince Meat
Columbia, per case .2 40

6	7	8	9	10	11
MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... OLIVES Bulk, 1 gal. kegs ... 1.00 Bulk, 2 gal. kegs ... 95 Bulk, 5 gal. kegs ... 90 Manzanilla, 8 oz. ... 2 35 Queen, pints ... 4 50 Queen, 18 oz ... 7 00 Queen, 28 oz ... 9 00 Stuffed, 5 oz ... 1 45 Stuffed, 8 oz ... 2 30 Stuffed, 10 oz ... 2 30 PIPER Clay, No. 216 ... 1 79 Clay, T. D., full count ... 65 Cob, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 5 50 Half bbls., 600 count ... 3 25 Small Barrels, 2,400 count ... 7 25 Half bbls., 1,200 count ... 25 PLAYING CARDS No. 90 Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover, enameled ... 60 No. 572, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 808 Bicycle ... 2 00 No. 632 Tourn't whist ... 2 25 POTASH 48 cans in case Babbitt's ... 4 00 Penna Salt Co's ... 3 00 PROVISIONS Barreled Pork Mess ... 13 00 Fat back ... 14 00 Back fat ... 14 50 Short Cut ... 13 00 Bean ... 11 50 Pig ... 18 00 Brisket ... 14 00 Clear Family ... 12 00 Dry Salt Meats S P Bellies ... 8 1/2 Bellies ... 8 1/2 Extra Shorts ... 8 1/2 Smoked Meats Hams, 12lb. average ... 10 Hams, 14lb. average ... 10 Hams, 16lb. average ... 10 Hams, 29lb. average ... 10 Skinned Hams ... 10 1/2 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) ... 11 Bacon, clear ... 10 @ 11 California Hams ... 7 Pineapple Ham ... 11 Boiled Ham ... 16 Berlin Ham pr's'd ... 8 Mince Ham ... 10 Lard Compound ... 5 Pure ... 7 1/2 60lb. tubs, advance ... 1/2 80lb. tubs, advance ... 1/2 50lb. tins, advance ... 1/2 20lb. pails, advance ... 1/2 10lb. pails, advance ... 1/2 5lb. pails, advance ... 1/2 3lb. pails, advance ... 1 Sausages Bologna ... 5 1/2 Liver ... 6 1/2 Frankfort ... 7 Pork ... 6 1/2 Veal ... 8 Tongue ... 9 1/2 Headcheese ... 6 1/2 Beef Extra Mess ... 9 50 Boneless ... 10 50 Rump, new ... 10 50 Pig's Feet 1/2 bbls. ... 1 10 1/4 bbls., 40lbs. ... 1 80 1/2 bbls., 30lbs. ... 3 75 1 bbl. ... 7 75 Tripe Kits, 15 lbs. ... 70 4 bbls., 40 lbs. ... 1 50 1/2 bbls., 80lbs. ... 3 00 Casings Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... @ 10 Rolls, dairy ... 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast Beef ... 2 00 @ 2 50 Potted ham, 1/4 ... 45 Potted ham, 1/2 ... 85 Deviled ham, 1/4 ... 45 Deviled ham, 1/2 ... 85 Potted tongue, 1/4 ... 45 Potted tongue, 1/2 ... 85 RICE Screenings ... @ 2 1/2 Fair Japan ... @ 3 1/2 Choice Japan ... @ 4 1/2 Imported Japan ... @ 4 1/2 Fair Louisiana hd. ... @ 3 1/2 Choice La. hd. ... @ 4 1/2 Fancy La. hd. ... @ 5 1/2 Carolina ex. fancy ... @ 6 1/2 SALAD DRESSING Columbia, 1/2 pint ... 2 25 Columbia, 1 pint ... 4 00 Durkee's large, 1 doz. ... 4 50 Durkee's small, 2 doz. ... 5 25 Snider's large, 1 doz. ... 2 35 Snider's small, 2 doz. ... 1 35 SALERATUS Packed 60 lbs in box. Arm and Hammer ... 3 15	Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 L. P. ... 3 00 Wyandotte, 100 1/4s ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100lb cases ... 90 Lump, bbls ... 75 Lump, 145lb kegs ... 95 SALT Common Grades 100 3lb sacks ... 1 95 60 5lb sacks ... 1 85 28 10 1/2 sacks ... 1 75 56 lb. sacks ... 39 28 lb sacks ... 15 Warsaw 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 Solar Rock 56lb. sacks ... 20 Common Granulated, fine ... 80 Medium fine ... 85 SALT FISH Cod Large whole ... @ 7 Small Whole ... @ 6 1/2 Strips or bricks ... 7 1/2 @ 11 Pollock ... @ 3 1/2 Halibut Strips ... 14 Chunks ... 14 1/2 Herring Holland White Hoop, bbls 8 25 @ 9 25 White Hoop, 1/2 bbls 4 25 @ 5 00 White hoop, keg. 57 @ 70 White hoop mchs ... @ 75 Norwegian ... @ Round, 100lbs ... 3 75 Round, 40lbs ... 1 75 Scaled ... 15 Trout No. 1, 100lbs ... 7 50 No. 1, 40lbs ... 3 25 No. 1, 10lbs ... 90 No. 1, 8lbs ... 75 Mackerel Mess, 100lbs ... 13 00 Mess, 40lbs ... 5 70 Mess, 10lbs ... 1 60 Mess, 8lbs ... 1 34 No. 1, 100lbs ... 11 50 No. 1, 40lbs ... 5 10 No. 1, 10lbs ... 1 50 No. 1, 8lbs ... 1 25 Whitefish No. 1 No. 2 Fam 100lb ... 8 50 @ 3 50 50lbs ... 4 50 @ 2 10 10lbs ... 1 00 @ 52 8lbs ... 82 @ 44 SEEDS Anise ... 15 Canary, Smyrna ... 7 1/2 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cattle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. ... 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rappie, in jars ... 43 SOAP Central City Soap Co. Jaxon ... 2 85 Boro Naphtha ... 4 00 Johnson Soap Co. Ajax ... 1 85 Badger ... 3 15 Borax ... 3 15 Calumet Family ... 3 15 China, large cakes ... 5 75 China, small cakes ... 3 75 Etna, 9 oz. ... 2 10 Etna, 8 oz. ... 2 30 Etna, 60 cakes ... 2 10 Galvanic ... 4 05 Mary Ann ... 2 35 Mottled German ... 2 25 New Era ... 2 45 Scotch Family, 60 ... 2 30 Scotch Family, 100 ... 3 80 cakes ... 3 40 Weldon ... 2 85 Assorted Toilet, 50 car- tons ... 3 85 Assorted Toilet, 100 ... 7 50 cartons ... 3 25 Cocoa Bar, 6 oz ... 3 25 Cocoa Bar, 10 oz ... 5 25 Senate Castle ... 3 50 Palm Olive, toilet ... 4 00 Palm Olive, bath ... 10 50 Palm Olive, bath ... 11 00 Rose Bouquet ... 3 40 J. S. Kirk & Co. American Family ... 4 05 Dusky Diamond, 50 8oz ... 2 80 Dusky D'nd, 100 6oz ... 3 80 Jap Rose, 50 bars ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome oval bars ... 2 85 Satinet, oval ... 2 15 Snowberry, 100 cakes ... 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes ... 2 85 Naphtha soap, 100 cakes ... 4 00	Big Master, 100 bars ... 4 00 Marshall's White soap ... 4 00 Snow Boy Wash P'wr ... 4 00 Proctor & Gamble Co. Lenox ... 2 85 Ivory, 6 oz. ... 4 00 Ivory, 10 oz. ... 5 75 Star ... 3 10 A. B. Wrisley Good Cheer ... 4 00 Old Country ... 3 40 Soap Powders Central City Soap Co. Jackson, 16 oz ... 2 40 Gold Dust, 24 large ... 4 50 Gold Dust, 100-5c ... 4 00 Kirkoline, 24 4lb. ... 3 90 Pearline ... 3 75 Soapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 60 Armour's ... 3 70 Wisdom ... 3 80 Soap Compounds Johnson's Fine ... 5 10 Johnson's XXX ... 4 25 Nine O'clock ... 3 35 Rub-No-More ... 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots ... 9 00 Sapallo, half gross lots ... 4 50 Sapallo, single boxes ... 2 25 Sapallo, hand ... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes ... 1 80 Scourine, 100 cakes ... 3 50 SODA Boxes ... 5 1/2 Kegs, English ... 4 1/2 SOUPS Columbia ... 3 00 Red Letter ... 90 SPICES Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Canton ... 16 Cassia, Batavia, bund. ... 40 Cassia, Saigon, broken ... 40 Cloves, Amboyna ... 22 Cloves, Zanzibar ... 20 Mace ... 55 Nutmegs, 75-80 ... 45 Nutmegs, 105-10 ... 35 Nutmegs, 115-20 ... 30 Pepper, Singapore, blk. ... 15 Pepper, Singp. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 23 Ginger, African ... 15 Ginger, Cochon ... 18 Ginger, Jamaica ... 25 Mustard ... 65 Pepper, Singapore, blk. ... 18 Pepper, Singp. white ... 18 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1lb packages ... 4 @ 5 3lb packages ... 4 1/2 6lb packages ... 5 1/2 40 and 50lb boxes ... 3 @ 3 1/2 Barrels ... @ 3 Common Corn 20lb packages ... 5 40lb packages ... 4 1/2 @ 7 SYRUPS Barrels ... 22 Half Barrels ... 24 20lb cans 1/2 dz in case ... 1 55 10lb cans 1/2 dz in case ... 1 50 5lb cans 2 dz in case ... 1 65 2 1/2lb cans 2 dz in case ... 1 70 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 Ceylon Choice ... 32 Fancy ... 42	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 34 Hiawatha, 5lb pails ... 56 Hiawatha, 10lb pails ... 54 Telegram ... 30 Pay Car ... 33 Protection ... 40 Sweet Burley ... 44 Tiger ... 40 Plug Red Cross ... 31 Palo ... 35 Kyo ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head, 7 oz. ... 47 Spear Head, 14 1/2 oz. ... 44 Nobby Twist ... 55 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 38 Piper Heidsiek ... 66 Boot Jack ... 80 Honey Dip Twist ... 40 Black Standard ... 40 Cadillac ... 40 Forge ... 34 Nickel Twist ... 52 Mill ... 32 Great Navy ... 36 Smoking Sweet Core ... 34 Flat Car ... 32 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 40 Duke's Cameo ... 43 Myrtle Navy ... 44 Yum Yum, 1 1/2 oz. ... 39 Yum Yum 1lb pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1lb ... 22 Low Boy, 1 1/2 oz. ... 39 Low Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 1/2 oz. ... 35 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 30 Good Indian ... 25 Self Binder, 16oz, 8oz 20-22 Silver Foam ... 24 Sweet Marie ... 32 Royal Smoke ... 42 TWINE Cotton, 3 ply ... 22 Cotton, 4 ply ... 22 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb balls ... 6 1/2 VINEGAR Malt White Wine, 40gr 8 Malt White Wine, 80 gr11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels, wide band ... 1 25 Market ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 00 Willow Clothes, med ... 6 00 Willow Clothes, small ... 5 50 Bradley Butter Boxes 2lb size, 24 in case ... 72 3lb size, 16 in case ... 68 5lb size, 12 in case ... 63 10lb size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60 Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross bx ... 55 Round head, cartons ... 75 Egg Grates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in. ... 65 Cork lined, 9 in. ... 75 Cork lined, 10 in. ... 85 Cedar, 8 in. ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12lb. cotton mop heads ... 1 40 Ideal No. 7 ... 90	Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Bureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Rat, wood ... 65 Rat, spring ... 75 Tubs 20-in., Standard, No. 1 ... 7 00 18-in., Standard, No. 2 ... 6 00 16-in., Standard, No. 3 ... 5 00 20-in., Cable, No. 1 ... 7 50 18-in., Cable, No. 2 ... 6 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 50 Single Peerless ... 2 75 Northern Queen ... 2 75 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 65 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted, 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/4 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short cut ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz. ... 1 15 Yeast Cream, 3 doz. ... 1 00 Yeast Foam, 1 1/2 doz. ... 58 FRESH FISH Jumbo Whitefish ... 11 @ 12 No. 1 Whitefish ... @ 9 Trout ... @ 9 1/2 Black Bass ... 12 @ 12 1/2 Halibut ... 12 @ 12 1/2 Ciscos or Herring ... @ 5 Bluefish ... 11 @ 12 Live Lobster ... @ 22 Boiled Lobster ... @ 23 Cod ... @ 12 1/2 Haddock ... @ 8 No. Pickrel ... @ 9 Dike ... @ 7 Perch, dressed ... @ 12 1/2 Smoked White ... @ 12 1/2 Red Snapper ... @ 13 Ck. River Salmon ... 13 @ 14 Mackerel ... 15 @ 16 OYSTERS Cans F. H. Counts ... 37 Extra Selects ... 30 Selects ... 25 Perfection Standards ... 24 Anchors ... 22 Standards ... 20 Favorites ... 19 Bulk Oysters F. H. Counts ... 2 00 Extra Selects ... 1 75 Selects ... 1 60 Standards ... 1 25 Perfection Standards ... 1 30 Clams ... 1 25 Shell Goods Per 100 Clams ... 1 25 Oysters ... 1 25 HIDES AND PELTS Hides Green No. 1 ... 8 1/2 Green No. 2 ... 7 1/2 Cured No. 1 ... 10 Cured No. 2 ... 9 Calfskins, green No. 1 ... 12 Calfskins, green No. 1 ... 10 1/2 Calfskins, cured No. 1 ... 13 1/2 Calfskins, cured No. 2 ... 12 Steer Hides, 60 1/2s, over 10 1/2 Pelts Old Wool ... 90 @ 2 00 Lamb ... 90 @ 2 00 Shearlings ... 25 @ 80 Tallow No. 1 ... @ 4 1/4 No. 2 ... @ 3 1/4 Washed, fine ... @ Unwashed, medium ... 22 @ 27 Unwashed, fine ... 14 @ 20 Washed, medium ... @ 32	CONFECTIONS Stick Candy Standard ... 8 Standard H. H. ... 8 Standard Twist ... 8 1/2 Cut Loaf ... 9 Jumbo, 32lb. ... 8 Extra H. H. ... 9 Boston Cream ... 10 Olde Time Sugar stick 30lb case ... 12 Mixed Candy Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 10 Broken ... 8 Cut Loaf ... 9 Leader ... 8 1/2 Kindergarten ... 9 Bon Ton Cream ... 9 French Cream ... 9 1/2 Star ... 11 Hand Made Cream ... 14 1/2 Premio Cream mixed ... 12 1/2 Fancy-In Pails O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 11 Starlight Kisses ... 11 San Blas Goodies ... 12 Lozenges, plain ... 9 1/2 Lozenges, printed ... 10 1/2 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 9 Moss Drops ... 9 1/2 Lemon Sours ... 9 1/2 Imperial ... 9 1/2 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20lb pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 55 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 35 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Brilliant Gums, Crys.60 A. A. Licorice Drops ... 90 Lozenges, plain ... 55 Lozenges, printed ... 60 Imperial ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Cr'ss. 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2 75 Buster Brown Goodies 30lb. case ... 3 50 Up-to-Date Assmt, 32 lb. case ... 3 75 Ten Strike Assort. ment No. 1 ... 6 50 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize ... 18 Gold Medal Chocolate Almonds ... 18 Chocolate Nugatines ... 18 Quadruple Chocolate ... 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails ... 13 1/2 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 100s ... 50 Pop Corn Toast, 100s ... 50 Cracker Jack ... 3 00 Pop Corn Balls, 200s ... 1 20 NUTS Whole Almonds, Tarragona ... 15 Almonds, Avica ... 15 Almonds, California sft shell, new ... 15 @ 16 Brazil ... 13 @ 14 Filbert ... 13 Cal. No. 1 ... 14 @ 15 Walnuts, soft shelled. Walnuts, new Chili ... 12 Table nuts, fancy ... 13 Pecans Med. ... 10 Pecans, ex. large ... 11 Pecans, Jumbos ... 12 Hickory Nuts pr bu Ohio new ... 1 75 Cocanuts ... 4 Chestnuts, New York State, per bu ... Shelled Spanish Peanuts 6 ... 7 Peanut Halves ... 42 Walnut Halves ... 28 Filbert Meats ... 25 Alcanta Almonds ... 33 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns ... 6 Fancy, H. P. Suns, Roasted ... 7 Choice H. P. Jbo. ... 7 1/2 Choice, H. P. Jumb- bo, Roasted ... @

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon...85 6 00

BAKING POWDER



1 lb. cans, 4 doz. case 45
1 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
2 lb cans 12 00
5 lb cans 21 50

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



Sunlight Flakes
Per case...\$4 00
Wheat Grits
Cases, 24 2 lb. pack's. \$2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500...\$2 00
500 or more...\$2 00
1,000 or more...\$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case...\$2 60
85 1/4 lb pkg. per case...\$2 60
100 1/4 lb pkg. per case...\$2 60
16 1/4 lb pkg. per case...\$2 60

FRESH MEATS

Beef

Carcass...4 @ 7 1/4
Forequarters...4 @ 5 1/2
Hindquarters...6 1/2 @ 8 1/2
Loins...9 @ 16
Ribs...8 @ 14
Rounds...5 1/2 @ 6 1/2
Chucks...4 @ 5
Plates...@ 3

Pork

Dressed...@ 5 1/2
Loins...@ 8 1/2
Boston Butts...@ 6 1/2
Shoulders...@ 7
Leaf Lard...@ 7

Mutton

Carcass...@ 7
Lambs...@ 12 1/2

Veal

Carcass...5 1/2 @ 8



CORN SYRUP

100 cans...\$1 84
50 cans...\$1 20
25 cans...\$1 00

COFFEE

Roasted

Dwinell-Wright Co.'s Bds.



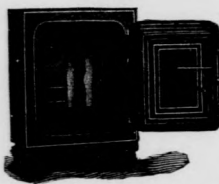
White House, 1 lb...
White House, 2 lb...
Excelsior, M & J, 1 lb...
Excelsior, M & J, 2 lb...
Tip Top, M & J, 1 lb...
Royal Java...
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination...
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fiebach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gail Borden Eagle...\$6 40
Crown...\$5 90
Champion...\$4 52
Daisy...\$4 70
Magnolia...\$4 00
Challenge...\$4 40
Dime...\$3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

STOCK FOOD.

Superior Stock Food Co., Ltd.

\$.50 carton, 36 in box. 10.80
1.00 carton, 18 in box. 10.80
12 1/2 lb. cloth sacks...\$.84
25 lb. cloth sacks...1.65
50 lb. cloth sacks...3.15
100 lb. cloth sacks...6.00
Peck measure...\$.90
1/4 bu. measure...1.80
12 1/2 lb. sack Cal meal...\$.39
25 lb. sack Cal meal...\$.75
F. O. B. Plainwell, Mich.

SOAP

Reaver Soap Co.'s Brands



10 cakes, large size...\$6 50
50 cakes, large size...\$2 25
100 cakes, small size...\$2 25
50 cakes, small size...\$1 95

Tradesman Co.'s Brand



Black Hawk, one box...\$2 50
Black Hawk, five bxs...\$2 40
Black Hawk, ten bxs...\$2 35

TABLE SAUCES

Halford, large...\$3 75
Halford, small...\$2 35

Place Your
Business
on a
Cash Basis
by using

our
Coupon Book
System.

We
manufacture
four kinds
of

Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

A Catalogue That
Is Without a Rival

There are something like 85,000 commercial institutions in the country that issue catalogues of some sort. They are all trade-getters—some of them are successful and some are not.

Ours is a successful one. In fact it is THE successful one.

It sells more goods than any other three catalogues or any 400 traveling salesmen in the country.

It lists the largest line of general merchandise in the world.

It is the most concise and best illustrated catalogue gotten up by any American wholesale house.

It is the only representative of the largest house in the world that does business entirely by catalogue.

It quotes but one price to all and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued.

It never misrepresents. You can bank on what it tells you about the goods it offers—our reputation is back of it.

It enables you to select your goods according to your own best judgment and with much more satisfaction than you can from the flesh-and-blood salesman, who is always endeavoring to pad his orders and work off his firm's dead stock.

Ask for catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—
By Catalogue Only.

New York Chicago St. Louis

Saves Oil, Time, Labor, Money

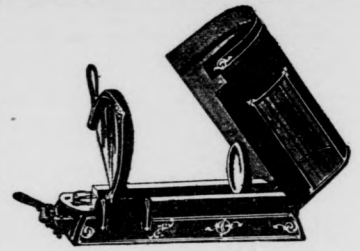
By using a

Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M"

S. F. Bowser & Co.

Ft. Wayne, Ind.



Long Horn Cheese Cutter

Takes place of cheese case, cutter and computer. By use of this machine, you are able to neatly and correctly cut any amount of cheese, at any price desired, off of any weight long horn or 10 inch brick cheese. Write for prices and terms.

MANUFACTURED BY

Computing Cheese Cutter Co.

621-23-25 N. Main St. ANDERSON, IND.

BUY OF YOUR JOBBER

ONLY \$3 75

WARRANTED ACCURATE

WEIGHS 2 LBS. BY 2 OZS.

"IMPERIAL" COMPUTING SCALE

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5¢ TO 50¢ CENTS PER LB.

BEAUTIFULLY NICHE PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

If you are looking
for results you should
try the
Wants Column
Department
of the
Tradesman

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

Drug Store For Sale—Stock inventory \$2,300, annual sales \$3,000. Good location, live town. Summer resort specialties, large trade. Selling reason, poor health. Lock Box 4, Whitehall, Mich. 238

Receiver Sale—I will sell in bulk at auction the entire stock and fixtures of The McElhenie Bros. Co., at Montpelier, Ohio, on Tuesday, Feb. 28, 1905, at 10 o'clock a. m., on the premises formerly occupied by said company. Said stock consists of general line of merchandise appraised at \$11,008.13, fixtures at \$577.20. Terms cash. Bidders will be requested to deposit with the Receiver a certified check or cash of \$500 as evidence of good faith. W. S. Boon, Receiver. 237

Drug store wanted. We have cash customer for good drug stock in Michigan. National Drug Exchange, 824 Chamber of Commerce, Detroit, Mich. 236

For Sale—One ninety horse power Corliss engine, with twenty-five ton refrigerator machine. One two hundred light dynamo and switch-board. One Standard Duplex pump, 7½x6x10; one fifteen hundred gallon copper kettle. The Elgin Butter Co., Elgin, Ill. 235

For Sale—The following businesses: Bicycle and general repairing; picture framing, and light machine work. Boarding house in live city or 8,000, about \$650. Hardware stock in town of 350 population, invoicing about \$6,000. Grocery in a town of about 2,000 population, invoicing about \$500. Bakery in town of 2,000 population, invoicing about \$600, and a number of other businesses. I also have a reliable list of farm properties for sale for cash. Address E. J. Darling, Fremont, Mich. 234

Wanted—A stock of general merchandise at once. Address Box 125, Berrien Springs, Mich. 232

For Sale—A good stock of dry goods, notions, boots and shoes; invoices \$8,000. Last year's sales \$30,000; reason for selling out, I have made enough and want to retire. All cash or bankable paper. Address W. Sabel, Winamac, Ind. 231

Furniture and undertaking store in growing town of 800 in Central Michigan, nearest competition 18 miles. Owners leaving State. Exceptional opening, low rent. Will invoice about \$1,600. For particulars address XXX, care Michigan Tradesman. 230

Location—Best opening in State for dry goods or department store. Growing county seat town with two steam roads and one interurban; easy competition and low operating expenses. Tradesman, Winchester, Ind. 229

Assignee's Sale—Small stock of general merchandise located in village in good farming country. Only one other store. A good place for a beginner. Will sell at a reduction. John Peavey, Assignee, R. F. D. No. 1, Morley, Mich. 228

For Sale—Well established dry goods business at East Tawas, Mich. Best location in town. Doing nice clean profitable business. Address Davis & Kishlar, Ypsilanti, Mich. 227

For Sale—Boot and shoe store. Good location, nearest town eight miles. Address No. 222, care Michigan Tradesman. 222

Wanted at once for cash, a general stock, or stock of shoes or clothing. Want location, give full particulars in first letter. D. H. H., Bradley Station, St. Paul, Minn. 224

For Sale—Good paying stock of hardware, furniture, farm implements and harness, with building; not a dollar of old stock; located in a rich farming country; good reason for selling; no agents need answer. Address J. E. Peterson, Donnelly, Minn. 223

The Furniture Industry, a monthly trade magazine, published at Evansville, Ind., the center of the greatest hardwood section in the world, in a great manufacturing city, devoted to the interests of the furniture manufacturers and dealers in the Middle West. Sample copies free. Your card in Directory and subscription \$2 per year. 226

For Sale—Good paying stock of drugs in the best town in Southern Michigan. No cut prices. Best of reasons for selling. Don't write unless you mean business. Address No. 225, care Michigan Tradesman. 225

For Sale—In the best town in Leelanau county, Mich., general store building with fixtures; also good residence property. Write H. F. Boughey, 611 Union St., Traverse City, Mich., for full particulars. 220

For Sale—The best bakery business in the city of Little Rock; satisfactory reasons for selling; also fine zinc and timber lands in Arkansas. Apply to T. H. Jones Co., Little Rock, Ark. 162

For Sale—Stock of groceries, crockery and shoes in good town of 1,400 inhabitants. Two good factories. Stock all new, invoicing between \$4,000 and \$5,000. Can reduce stock to suit purchaser. Address No. 163, care Michigan Tradesman. 163

For Sale—Best country drug store in Lawrence Co., Ind. Address L. E. Krueger, So. Milford, Ind. 166

A Hardware Stock For Sale—The dissolution of the firm of Clark & Tucker makes it necessary to sell the entire stock of hardware. The best location in Michigan. Has been a money-maker for forty years. Annual sales from 25 to 35 thousand dollars. Store building can be rented for a term of years. Address A. L. Locke, Receiver, Bronson, Mich. 198

For Sale—For cash 100 cents on the dollar, good clean stock of groceries, shoes, notions and store fixtures, in good business town of 1,500. Invoice \$3,200. Established business. Fixtures discounted 15 per cent. Other business claims attention. Address No. 196, care Michigan Tradesman. 196

We wish to sell our up-to-date stock of general merchandise and store. Enquire at once. Thompson & Curtis, Fenwick, Mich. 195

For Sale—General merchandise business including clean stock and real estate. \$14,000 yearly business. Investment \$4,500. Address E. R. Williams, Collins, Mich. 112

Cash for your stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

A \$3,800 stock of good staple drugs in a good Michigan town, well located, for \$3,000. Must be sold before Feb. 1. Terms easy. Address Drugs, care Michigan Tradesman. 140

For Sale—Full stock of groceries and fixtures in Southeastern Michigan, thriving town of 3,000 population. Reason, other business. Address No. 185, care Michigan Tradesman. 185

For Sale—No 8 National Cash Register, as good as new. \$125 machine for \$70. Addison's Bazaar, Grand Haven, Mich. 221

Hotel and livery; doing best business in Central Michigan; bargain if sold now; buildings at less than cost; livery and furniture at invoice. Address No. 211, care Michigan Tradesman. 211

For Sale—New, clean stock boots and shoes, two thousand dollars. Profits over one hundred dollars month. Rent eight dollars month. Only exclusive shoe store. There must be cash. Inhabitants, 1,200. Address Puritan, care Michigan Tradesman. 197

For Sale or Exchange—Very desirable residence property on "Oak Hill," Manistee. Four blocks from street car line. Good 12-room house, another house (small), one barn. Nice cheap house for anyone if taken soon. For particulars address, John McFaggen, "Oak Hill," Manistee, Mich., or J. J. Robbin, Boyne Falls, Mich. 206

For Sale—A drug stock, and a bargain. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 200

For Sale—In one of the best towns in Wisconsin, an established dry goods business; this is a fine chance for one that understands the business. Address T. B. VanWyck, Rice Lake, Wis. 205

For Sale—Groceries and notions, about \$1,200—cash business last year \$8,000. 100 cents on the dollar takes it. 13 month rent, living rooms and store. Good farming town, suitable for any line. Address No. 188, care Michigan Tradesman. 188

For Sale For Cash—One of the finest, most complete up-to-date drug stores in Northern Michigan. Established for years. Annual sales \$11,000 to \$12,000. Inventory \$6,000. Fine resort town. Good farming country. Proprietor not a druggist. An opportunity that will stand investigation. Address No. 187, care Michigan Tradesman. 187

For Sale at a Sacrifice—Building and machinery of the Coyne Table & Desk Co., costing \$30,000. Main building 70x140 feet, three stories. Equipped with new modern machinery, operated less than a year. Must be sold at once. Address N. A. Week, Stevens Point, Wis. 199

For Sale—Well established and prosperous confectionery, soda fountain, ice cream, and cigar business in the best city in Northern Michigan. Cash receipts last year \$10,000. Owner must devote attention to other business. C. J. Perry, Room 25, 103 Monroe St., Grand Rapids, Mich. 218

Wanted—An energetic, reliable man in every city who can invest from \$250 to \$500 and take exclusive charge of the sale of a profitable and quick selling staple article; no competition. C. J. Perry, Room 25, 103 Monroe St., Grand Rapids, Mich. 219

Too Much Business—I wish to sell one of my house furnishing stores at Boyne City or Petoskey, both doing good business, but each requires my constant personal attention, hence my reason for wishing to dispose of one. Prefer to sell Petoskey business. Don't write unless you mean business. Address G. Dale Gardner, Petoskey, Mich. 217

For Sale—Clean, up-to-date stock of groceries, crockery, china and glassware, practically the only crockery stock in a good live town of 1,500, within 50 miles of Grand Rapids. Doing a good business. Stock and fixtures will inventory about \$2,000. No trades. Address "B," care Michigan Tradesman. 216

For Sale—A clean general stock of dry goods, shoes, groceries and provisions. Invoice about \$1,800. Railroad town. Population 250. Good farming country. Rent reasonable. Do a cash business. Good reasons for selling. Will sell for cash only. Apply for information. Address "Bon Marche," care Michigan Tradesman. 181

Wanted—To buy clean stock general merchandise. Give full particulars. Address No. 999, care Michigan Tradesman. 999

For Sale—A clean stock of clothing and gents' furnishings. Good farm house and brick store. Stock will invoice about \$5,000. House and store, \$4,000. Must be cash. Address No. 170, care Michigan Tradesman. 170

For Rent—For term of years, store building, living rooms attached, both phones. Hay scales, cooper shop, pig and hen house. Will rent with or without. Warehouse on siding with frost-proof storage room of 3,000 bushels capacity below packing room. Buildings all well painted and in good repair. Situated in very best farming country in State. Investigate for full particulars. Reason for renting, other business. Address G., care Tradesman. 137

Oceana is the most productive county in Michigan or in any other State; fruit, grain, clover, alfalfa, stock, poultry and fine climate; send for circulars and list of farms. J. D. S. Hanson, Hart, Mich. 154

For Sale—Old established dry goods and grocery business in the liveliest town in Michigan. Population 3,000. County seat and rich farming territory. Stock invoices \$8,000, but can be reduced to suit purchaser. Best location in town. Best of reasons for selling. An unusual opportunity to the party who means business. No trades considered. Cash deal only. Address No. 69, care Michigan Tradesman. 69

Wanted to buy for cash, good stock general merchandise. Particulars in reply. Address No. 999, care Michigan Tradesman. 999

For Sale For Cash Only—Stock of general merchandise with fixtures. Established ten years. Good country trade. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich. 959

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morris Ave., South, Grand Rapids, Mich. 835

Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly different and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building, Chicago. 899

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

POSITIONS WANTED.

Wanted—Position as salesman in retail grocery. Have had ten years' experience. Address Box 147, Middleton, Mich. 160

HELP WANTED.

Wanted at Once—A registered pharmacist. Send references and state salary. A young man preferred. Frank E. Heath, Middleville, Mich. 233

AUCTIONEERS AND TRADERS

College of Auctioneering—Special instructor in merchandise auctioneering and special sales. Graduates now selling in nine different states. No instruction by correspondence. Auctioneers furnished on short notice. Next term opens April 3. Address for catalogues, Carey M. Jones, Pres., Library Hall, Davenport, Ia. 168

MISCELLANEOUS.

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

To Exchange—80 acre farm 3½ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Want Ads. continued on next page



R. B. H. MACRORIE, Expert Merchandise Auctioneer, Davenport, Iowa, conducts merchandise sales only. To show my faith in my own ability I conduct sales on commission basis only. If I can't sell your goods I don't want your money. For terms, dates, and other information, address as above, care Library Hall.

Our Experience Your Gain



J. S. TAYLOR



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars. TAYLOR & SMITH, 53 River St., Chicago.

"We Flag the Train"

Save you from disaster.

Our business is

Auctioneering

Special Sales, too. Experts only.

"We are short on promises," but long on getting the "high dollar."

The A. W. Thomas Auction Co.

477 Wabash Ave.

Chicago.

Manufacturing Matters.

Grace Harbor—The general store and fifty cords of tanbark owned by the Grace Harbor Lumber Co. burned last Monday. The loss is estimated at \$3,000, with no insurance.

Zeeland—Peter De Spelder, manager of the Wolverine Specialty Co., has severed his connection with that concern and returned to Holland. His place is taken by Arnold Barense, Jr.

Grand Marais—The Great Lakes Veneer & Panel Co. is working a full crew and operating the plant to its full capacity, the orders being booked as fast as the concern can take care of them.

Allegan—B. F. Foster and K. B. Jewett have bought the right to manufacture Rough Rider suspenders, with the dies for making them, and will start a factory here, utilizing a room in the second story of Mr. Foster's store for the purpose.

Lansing—The "Me and Pa" Cigar Co. is the name of a new concern which has been established by ex-Deputy Sheriff Behrendt and his father, David Behrendt. The factory will be located on the second floor of the building at 114 Ottawa street.

Onaway—The entire holdings, including mill plant and timber, of the Lobdell & Bailey Manufacturing Co. have been bonded for \$300,000 to the Union Trust Company, of Detroit. The money derived from the bond issue is needed to carry on the extensive business of the company.

Alpena—Herman Besser and Fred A. Kimball have bought the Island saw mill at this place from John W. Eales and C. W. Trask. The consideration is reported at \$33,000. The deal includes all the timber holdings of Eales & Trask, skidded and cut logs. The purchasers will operate the mill.

Niles—Bernstein, Cohen & Co., of Chicago, have purchased the machinery of the defunct Schwabach Garment Co., of this place, and Mr. Cohen is in consultation with local capitalists with a view to locating their Chicago plant here. He says the company would employ 200 people. A cash bonus is asked.

Marshall—The Lambert Food & Machinery Co. has filed a mortgage in favor of the Commercial Savings Bank of this city for \$6,000. The mortgage runs for three years and bears 6 per cent. interest. It is given to increase the output of roasting machines. There is but one other company in the United States which manufactures machines of this kind.

Marine City—In the United States Circuit Court Tuesday the Marine Sugar Co. was awarded a verdict of \$3,000 against F. D. Cummer Sons & Co., of Cincinnati. The Cincinnati firm sued to recover the price of a sugar beet dryer furnished the sugar company, but the defendants showed that the machine was useless and that they were put to an expense of \$3,000 in consequence.

Bay City—The Bay City Knitting Co. has reorganized under the name of the World's Star Knitting Co. and has increased a small capitalization to \$200,000, and will begin within a few weeks the erection of an addition

to its plant 180x50 and a power house 52x30 feet. The company, now employing 100 hands, will double the number of operators and equip a cafe and reading and rest rooms after the plan of the National Cash Register Co.

Detroit—The Hall-Carr Manufacturing Co., organized to manufacture and sell toys, games and novelties, has filed articles of incorporation with the county clerk. The capital stock is \$60,000, of which \$5,000 is stated to have been paid in in cash and \$45,000 in applications for patents and a stock of goods. The stockholders are Fred S. Hall, Gibraltar, 2,500 shares; Robert F. Carr, Detroit, 2,000 shares, and Ralph E. Collins, Detroit, 500 shares. The business will be conducted at Northville.

Ann Arbor—Ann Arbor is booked to receive an important addition to its industries, as the Ann Arbor Organ Co. is about to begin the manufacture of pianos. For the first year the output of pianos will be about 400 and in succeeding years it will be increased until it reaches 1,000 or more. At present no additions will be made to the plant, but after the trade is well established the plant will be materially enlarged. Four or five experts from the East will be employed and this force will be increased as occasion demands. The piano to be manufactured is the Henderson, which was manufactured several years ago, and which has a recognized name in the musical world.

Jackson—The Jackson Engine & Motor Co., manufacturer of gasoline engines, has increased its capitalization from \$30,000 to \$60,000, and is about to break ground for a \$20,000 fireproof factory building. On the new building the company will carry no fire insurance. The company's principal owners are William D. Brundage, for sixteen years superintendent of the Gale Manufacturing Co., of Albion, and L. H. Field, dry goods and department store merchant of Jackson. The company will equip the new factory with \$15,000 worth of machinery. The step is warranted by a contract for all the engines they can turn out in the next three years. The name of the corporation has been changed to the Field-Brundage Co.

Battle Creek—As a result of excessive insurance rates here merchants and manufacturers are holding quiet sessions, in which an idea is being worked out toward the establishment of a mutual insurance company of their own. It is claimed that the rates here are 40 per cent. higher than in any other city of Michigan. To meet this situation the merchants and manufacturers propose to have their own system and check some \$60,000 to \$70,000 in premiums that are now going to foreign insurance companies. The merchants and manufacturers propose to have a sort of trust company, in which a local banking house will aid, and to give old-line insurance companies the icy stare. By this method they are positive that they will effect a reduction of 55 per cent. in the commercial insurance rates and 22 per cent. in the resident

rates. The agitation over the Seventh Day Adventist fires and the destruction of several pure food factories has caused the raise in rates, but it is a fact that the local fire companies have allowed but four dwelling houses to burn down within the past ten years, while the entire fire loss for the year was \$27,000.

Grocers and Butchers Entertain Their Clubs.

Ypsilanti, Feb. 2—Woe betide the family that was out of coffee or meat last evening for if they did not order before 6 o'clock they either had to depend on their neighbors for the same or go without for breakfast. Every grocery and meat market was closed promptly at 6 o'clock, because it was the long to be remembered night when the grocers and butchers tendered a banquet to their employees. The clerks and drivers of the delivery wagons were all there, the only missing ones being the four lady bookkeepers and cashiers, who evidently favored the gold standard and did not believe in the ratio of 16 to 1, especially when one lady would have had to devise the ways and means of entertaining sixteen gentlemen.

The committee having the matter in charge were: J. H. Hopkins, F. C. Banghart and Arthur E. House and they proved to be the right men in the right place.

The banquet was served in Macabee hall. It was a roast beef supper with all the customary frills and all were abundantly supplied.

To the mental feast which followed D. L. Davis was toastmaster. He regretted to announce that Mr. Fairchild, who had promised to sing, was unavoidably detained, but he had furnished a good substitute in the person of Fred Anderson, who rendered the solo, "Teasing." H. D. Wells was then called in, but begged to be excused and retired in favor of Frank Banghart. "The New Grocery" was responded to by B. M. Hoag. C. H. Crane, who has been in both wholesale and retail business, related some of his experiences.

Charles Fenner, manager of the Merchants' Co-operative Delivery Association, was asked to say a few words, after which Martin Dawson, who has been advertising a brand of flour, guaranteed to keep one healthy and fleshy, was given a chance to explain why he did not use his own flour.

J. H. Hopkins then favored them with the song, "They All Love Jack."

The toastmaster then announced that such gatherings as these were rarely honored by a king and called on the Hon. Chas. E., who said: "After dinner addresses are not our forte, we can talk better back of the counter, and it is now time to give the boys a chance for other recreations."

A smoker and cards followed and a pleasant evening was passed.

Business Men Resent Erroneous Charges.

Durand, Feb. 8—A meeting of the Durand Business Men's Association will be called and steps will be taken

to reply to the report in the Owosso Press-American of Tuesday evening and the Detroit Journal and Evening News of last evening that the merchants here were unmercifully garnisheeing employes of the Ann Arbor railroad now living in Owosso. There is much indignation over the report, and men who know say they can produce some startling facts and figures. The same will be made public. The association members say they will protect themselves as well as the slander against the Ann Arbor employes.

Owosso—Joseph Chapman succeeds Charles Smith as clerk in the carpet department in the D. M. Christian store.

Business Wants**BUSINESS CHANCES.**

For Sale—A drug and grocery stock in a good town. Will sell right if sold at once. Address Box 1614, Midland, Mich. 241

For Sale—In one of the best towns of 1,200 population in the State. Department store consisting of dry goods, clothing, boots and shoes, groceries, crockery, etc. Double brick store, rent reasonable, best location in town. This is an exceptional opportunity. Will pay to investigate. Do not answer unless you mean business and have \$10,000 cash. Owner wishes to retire. Address W. J. C., care Michigan Tradesman. 240

For Rent—Cold storage capacity seven hundred egg crates. Nashville Creamery Co., Nashville, Mich. 239

For Sale—A ladies furnishing, fancy goods and notion stock, with an established trade. Located in a prosperous, growing town of 1500 inhabitants. Address P. O. Box 256, Dundee, Mich. 247

Salesmen wanted to carry as side line full line specialties for women's wear; have been thoroughly advertised; very liberal commission. Address The Rosalind Co., Buffalo, N. Y. 248

Bakery, grocery and restaurant, in good business town. Only bakery, good trade, central location; all modern fixtures. Will sell by invoice, or lump it off. Write for fuller information or call. M. L. Musselman, Lanark, Ill. 242

For rent or sale, meat market, good business for right man. For further information, address Wm. J. Thomas, Northport, Mich. 243

Business Opening—I have the best business corner in the village and if I can secure a reliable tenant for three years, will build two story solid brick building to suit tenant. Good location for any kind of mercantile business. For particulars write G. M. L. Seelig, Northport, Mich. 244

Wanted—Experienced traveling salesman, with references, to sell cut glass. Address Stocker Cut Glass Company, Jermyn, Pa. 245

Physician and Surgeon—Wishes to buy or hear of a good location for practice in a good live town in Central or Southern Michigan. Address M. D., P. O. Box No. 202, Harrietta, Mich. 246

Store for sale or rent. Enquire of M. D. Lynch, Cadillac, O. W. French, Grandville, or Tradesman Co. 202

For Sale—Department store doing a business of \$125,000. Stock consists of general dry goods, clothing, shoes, millinery and furniture. Last inventory, \$56,000. All in excellent condition. Fixtures for sale. Store, 40x155, two floors and basement, positively the best location in the city, for rent or sale. An excellent opportunity to step right into a well advertised business. Good personal reasons for selling. City 12,000, largest north of Grand Rapids. 35,000 population within a radius of 35 miles tributary to this city. Four railroads and excellent water facilities. Prosperous manufacturing enterprises. Richest developed farming country Northern Michigan. Address Chas. Rosenthal, Traverse City, Mich. 204

560-acre improved farm; price right; title good. Address owner, Ira D. Smelser, Kellerton, Iowa. 210

Wanted—Experienced clerk for general store, is one of the many advertisements in "Clerks Helper" last month. A 3 months subscription for 25c will get you a position. Sample copy 10c. Address Clerks Helper, care Michigan Tradesman. 212

Wanted—Salesmen to sell Asphaltum Black Varnish to the drug trade. Good commission. Samples furnished. Armitage Mfg. Co., Richmond, Va. 164