

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 15, 1905

Number 1117

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LABOR TROUBLES IN RUSSIA.

Although for the moment all further danger of a revolutionary outbreak in Russia has passed, the industrial situation has become even more involved than it has yet been. When the first outbreak occurred in St Petersburg the demands of the strikers were ill-defined and the machinations of designing agitators gave a sort of political tinge to the movement, which rather dwarfed its purely industrial character. The strikes which are now occurring in various parts of Russia, particularly in the industrial sections, and the recrudescence of trouble in St. Petersburg, are more of the bona fide strike, as we in this country are accustomed to see it. Specific demands are formulated, and the workmen are leaving their work in an effort to enforce their demands and are compelling others to leave their work who would prefer to remain. This is the bona fide article. There is nothing revolutionary about it, but, on the contrary, it is an exact reproduction of the strike as known in the most civilized and up-to-date countries.

A mere labor disturbance per se need cause the Russian authorities no very serious uneasiness, as the great mass of the workmen are interested solely in their disputes with their employers and care nothing about the Government. The only danger the Government runs is the possibility that the nihilistic political agitators may spread discontent among the masses and thereby weaken their loyalty to the throne.

The recent assassination of a prominent Russian official in Finland proves that the agitators are prepared to resort to terrorism to accomplish their purpose. It is, therefore, evident that the revolutionary leaders

will not be slow to take advantage of the popular discontent and endeavor to keep alive strike movements, which keep the troops busy suppressing them, and therefore allow more undisturbed freedom for the agitator's work.

The stoppage of labor in the great iron works and in the leading textile factories is sure to interfere with the supplying of any material for the Far East, and therefore seriously delay the active prosecution of the war. Intelligence is of such a low order in Russia that the mass of the workingmen know little and care less than the outside world about the war which is causing their country to make so pitiable a spectacle before the world.

While the authorities have been ruthless in putting down disorder, they have shown no tact whatever in effecting a settlement of conditions as they have existed. The Emperor, in receiving a delegation of workmen, promised them little and rather reprimanded them for their course on that memorable Sunday several weeks ago when so many were shot down by the soldiery in the streets of St. Petersburg. Like all labor troubles, it is probable that the disease now prevailing in Russia will eventually spread itself and normal conditions be resumed. The agitation, however, has given the radicals a rare chance to foment discontent among the masses, which propaganda must in the end bear evil fruit for the existing regime.

TO HAVE MORE STATES.

The United States Senate has voted in favor of adding two new stars to the flag and two new states to the Union. Not all those who knocked for admission have secured it, but Oklahoma and Indian Territory combined make one state and the Territory of New Mexico, with nothing attached to it, becomes another. The ambitions of Arizona are not realized. The statehood question is one which has excited a great deal of attention, not only in the territories immediately concerned, but in Washington and throughout the country. As soon as a territory gains anything like prosperity and considerable population it desires right away to become a state, a desire that is made all the more emphatic and aggressive by those gentlemen who think their prominence sufficient to fill such offices as governor, United States senator and member of Congress. Statehood has many and manifold advantages over a territory. The ambitious politicians both at home and in Washington are interested and anxious.

National politicians are interested

because of the probable political complexion of the proposed states, and they figure out beforehand whether they will send Republican or Democratic United States senators to strengthen one side or the other in the upper house at Washington. Under the existing regulations representation in the Senate is by states, and Nevada, for example, with a population not larger than that of the city of Grand Rapids, has as many United States senators as New York or Pennsylvania, with their millions of people. On the face of it this appears as an injustice that ten people in one state should have as much voice in the Senate as a hundred or more times that number in another state. In the House of Representatives, however, this is offset by the rigid rule that members of Congress are chosen according to population. Hence this is called the popular house and is the one which is supposed most directly to represent the people. This Government is a union of states and the theory is that one state in the upper house is as good as another. The number of stars in the flag has materially increased since that emblem was first instituted, but the limit is nearly reached.

GENERAL TRADE REVIEW.

For more than ten days past it has been talked that a reaction is overdue in Wall Street, but as yet there seems little prospect of its occurrence. Occasional declines from speculative manipulation in any particular property are quickly met and the effect is not apparent in the general list. Indeed, with iron and steel production breaking all records, and at what is considered by an off season, while stocks on hand are being reduced by the tremendous demand, it is impossible to bring much of a reaction in the lists of which this is the criterion. The steadiness with which values are carried is naturally unfavorable to trading activity, which, aided by the inclement weather, is sufficient to account for the reduced volume of transactions. Demand for time money is somewhat firmer, but there is still plenty for current operations.

The severe weather condition in all parts of the country is, of course, having its effect on merchandise distribution. In many localities railways are blocked and congestions of freight are serious in many cases. Manufacturing operations are less interfered with by any delaying causes than for a long time past. Strikes, while hindering in some of the great cities, are less than for many months past and the prospect for the opening of the season was never better.



Furnishings and Dress Goods Give Hints of Spring.

With Mercury coquetting with Zero, the weather indications are rather away from lingering in front of store windows, no matter how alluring the contents are with hints of spring. With the marrow freezing in one's bones his only wish is to get inside four walls and a roof and warm his temporal body at some friendly radiator or "hole in the wall," as the countryman has named the register. Still, if one is used to taking in a considerable space with a glance, he need stop but a moment at each display to get a pretty fair idea of it, and trust to its continued presence to delight the eye at some future moment when the thermometer is more propitious.

* * *

This week general interest hinges on the fact that Dan Cupid is abroad in the land and everywhere are to be seen tributes to his sway over human hearts. Valentines are of late years taking on a more practical form and we see attention called to flowers, bonbons, books, jewelry, etc., as most appropriate to send one's Best Beloved on the Fourteenth of Feb.

I think it was in Miss Zoe Teal's candy window that I noticed the cunning Buster Brown bonbon boxes with the familiar name of R. F. Outcault in the lower right hand corner. One box cover pictured a dear little cub of the Johnny Bear or Pettijohn species sitting between a jar of strained honey and a square of honey in the comb. A spoon lay handy by on a placard which read: "Come, let us spoon a while." At the right was:

"I can't bear to lose you," while above was the following:
 "Won't you bee my honey
 And cheer this lot of mine?
 And I will hug you all the while.
 Come, bee my Valentine."

On another box a little colored boy, a baby bear and Tige occupied the center accompanied by this verse:
 "I dreams erbout you ebery night,
 I tinks of you by day;
 I spees you is my Valentine—
 It certainly looks dat way."
 Tige's comment on this was: "Oh, the very ideal!"

* * *

Quite frequently I have occasion to mention the Leonard Benjamins windows. This week they are especially good. In a previous reference I spoke of the pillars and parapet idea the trimmer had employed and I described the work in detail. This same background has been allowed to remain, while the goods have from time to time been changed. At present writing evening shirts and shirts for business wear are displayed, along with some very handsome brown waistcoats and ties of the three inch width. In the center, at

the back, is a black pedestal surmounted with a neat glass shelf. On this is a figure encased in a dress shirt, standing collar, a "made" white cravat and a double-breasted low round cut white pique vest with graduated turnover and smooth pearl buttons with a shank. The shirt sleeves are deftly tucked out of sight. All the neckwear shown is tied and disposed on the various "colored" shirts. All these latter are white with a small inconspicuous design. The floor is smoothly covered with canton flannel of a warm brown shade, as is also the floor of the other large window. In the latter are overcoats marked "Reduced." The background differs from the other, but here also the effect is brown and white. A small rod about six feet high extends the entire length of the window and on this is shirred a white sateen curtain, while at either side is a narrow one of the same material as the floor covering. The dainty grey and white placards used with the shirt exhibit possess merit. The window trimmer of this establishment is a self-made man and a "growing" one.

* * *

Herpolsheimer's windowman gives us two extremes in texture and coloring—velvet carpets and the softest of filmy dimities. The carpets displayed are all two-toned cherry reds. A jarring crimson is brought in at either side of this exhibit. These two rolls were better displayed with carpets bordering on the wine. Great care is needed in combining reds. Darker and lighter shades of the "same sort of red" may always be used together, but wine and magenta shades should be tabooed with reds of the cherry order.

In the dimity window are three bunches of the cutest flowers branching out over the top of two-paneled screens. I say "cutest" advisedly for no other word seems to fit the airiness of these flowers, slender, natural twigs being used for the foundation and tiny bright yellow and cerise blossoms are attached at and near the ends. There are no leaves, which is true to nature in regard to some sorts of shrubs, they sending forth their blooms before the foliage.

The manufacturers from whom the summer goods were purchased sent out with them some pretty (paper) girls attired in thin dresses for the purpose of indicating how the muslins might be made up. These pictures are cut out around the figures and attached to panels of the screens. This adds interest to the display of lawns and gives an added touch of color to the background. The thin goods are extremely elegant in design, roses predominating as the motif.

Recent Trade Changes in the Hoosier State.

Auburn—Ashton Staman will continue the drug business formerly conducted by Wm. Staman & Son.

Columbus—The implement business of Newby & Wagner will be continued by W. H. Newby in the future.

Columbus—Michael Unger is succeeded by Unger & Son in the monument business.

Cromwell—Kizer & Moore, grocers and bakers, have sold out their business.

Elkhart—Anna May Fenton is succeeded in the drug business by Houseworth Bros.

Elwood—H. C. Reynolds & Co., dealers in dry goods and millinery, are succeeded by W. T. Wiley & Co.

Fredericksburg—C. & L. Arnold will continue the general store business formerly conducted by Mrs. M. I. Dailey.

Greenfield—W. A. Service is succeeded in the boot and shoe business by Service & Rogers.

Indianapolis—The Parrott-Conner Baking Co. is succeeded by the Miller-Parrott Baking Co., wholesaler.

Indianapolis—Sorhage & Craig are succeeded in the manufacture of cigars by Sorhage & Robertson.

Kokomo—J. M. Todhunter, druggist, succeeds O. C. Bates.

Middlebury—Gohn Bros. & Co., clothiers, succeed J. Alvin Wise.

Mitchell—J. B. Boyd is succeeded in the meat business by A. Taylor.

Monroeville—Christ P. Brewer, meat dealer, has sold out his business.

New Albany—The hardware business of Lewis & Creed will be conducted in the future by Walter B. Creed.

Plainville—The general store business formerly conducted by Gilliatt & Henderson will be continued by Gilliatt & Cox.

Rehoboth—Wm. Johns, who was formerly engaged in the general store business, has moved to Laconia.

Shelbyville—The clothing business formerly conducted by Joseph & Hoover will be continued in the future by Louis Hoover.

Winchester—The business formerly conducted by Jackson & Davis, dealers in buggies, etc., will be continued in the future by John W. Jackson.

Pleasures of Real Old Age.

Free of the distractions of life, the aged are at leisure to observe and admire. "I never knew," said Cornaro, "that the world was beautiful until I reached old age." This period was frequently declared by him to be the most beautiful of his life. Writing at the age of ninety-one, he said that he felt it his duty to make known to the world that man could attain to an earthly paradise after the age of eighty; but only by means of the two virtues, self-restraint and temperance. At that time he was writing eight hours a day, walking and singing many other hours, enjoying the beauties of nature, and abundant in labors for the good of mankind.

Penalty of Greatness.

"Why don't you do something that will cause posterity to remember you?"

"Don't care to," answered Senator Sorghum. "I have no desire to have all my faults and foibles paraded before the public in an edition de luxe of secret memoirs."

ANNOUNCEMENT

Largest Millinery House in Michigan



6 Floors 80 x 100—48,000 Square Feet of Display Room Devoted Exclusively to Millinery.

Our First Regular Spring Opening of

Pattern Hats and Bonnets

Begins 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

PURE LIVING.

Some Reasons Why It Can Never Become Commonplace.*

There is one phase of my topic—The Rationality of a Pure Life—which is gratifying in these days of Literature, spelled large, with their clubs, club topics and club sessions, and it is this: Although my theme is as old, almost, as our civilization, it is not commonplace, and can not become so, no matter how feebly one may discuss it, no matter how frequently it passes through the hoppers of religion, science or philosophy.

It is, it always has been, and will forever remain an unalterable fact; and all contentions to the contrary must necessarily develop merely as fatuous efforts at deception, brutal in their effect upon the one who indulges in them.

The incident of death for the mortal human structure is, perhaps, the most frequent, as it is the most inevitable factor connected with our existence, and yet it is inconceivable that the incident of death can ever become commonplace. So, also, is it in regard to the Rationality of a Pure Life. By virtue of its eternal rectitude neither such a life nor the influences governing it can become commonplace.

And so there is a snug sort of comfort for one who, like myself, is called upon to express himself upon a fact instead of a theory; upon a fact which, although it is as old as the hills, can not by any possibility be considered as too common—worn out.

Is my position correct? I may be asked. Let us see:

I have a friend, a banker, who, by virtue of wide experience and a splendid life of pure thought, broad, fair-minded behavior, admirable energy and superior judgment, stands high in every department of human intercourse. In youth and early manhood he was a fellow student and classmate with another brilliant young man. The War of the Rebellion developed as these two young men graduated from an Eastern university and my friend became attached to the United States Navy as paymaster, as did his classmate. Through the turmoil, trials and changes of the war these two men became separated and for years they did not meet each other. But my friend, as the years passed, heard of the downfall of his former companion. To his great surprise and grief he realized that his schoolmate was a defaulter first, a forger next and finally a professional forger who had served sentences in prisons in a half dozen different parts of the world and was a perpetual fugitive from justice.

A quarter of a century passed when, one day, a distinguished looking gentleman called upon my friend and with exquisite assurance as well as elegance, introduced himself as the old college chum, the convicted criminal and the professional forger and swindler. Old time memories and

an instinctive desire to do good, to accomplish the right thing, caused my friend to preserve secret the identity of his visitor and to entertain him at his home for two or three days.

During that time he used his best powers of argument and persuasion to prevail on the forger to change his mode of life, going so far even as to offer financial assistance to a considerable extent, if the man would but consent to try living a correct life.

But the man refused, and this was his argument. He pictured my friend, truly, as one who, by remaining in a single line of business always at the same place and backed by industry, thrift, honesty and singleness of purpose, had established himself as a leader in the community in which he resided and had won the confidence and respect of all who knew him. "But," continued the forger, "your horizon is of the tinest character, you haven't been anywhere, you haven't seen anything, your splendid education has been of no value to you, you do not know the wide, wide world and the world that knows you is a mere atom."

"For myself," he added, "I am at home anywhere, I have used my education, I have fought the whole, big world and have seen it all, and the world has seen me and fought me. True, I have been in prison repeatedly, but not, as you have been, perpetually. You in your ten by twelve box of an office have been more of a prisoner than I, you have paid your price for what you have and you are content, I have paid my price for what has come to me and I am satisfied. You know the best business men of your town, county and your State, and probably you know the best business men in many other states."

"I know personally the best business men in America, Great Britain, all of Europe, the East Indies, Australia, South America and Mexico; I have met and conversed with not only the rulers of many nations, but with the sovereigns of finance, commerce and industry everywhere. I am a connoisseur of music, art and literature, an archaeologist of experience instead of by the book. I have seen the greatest achievements in architecture, engineering and transportation and have been in perfect health all my life."

A presentation so specious, so crowded with self conceit, so false in all particulars, convinced my friend of the utter degeneracy of his notorious guest so that no counter argument was offered and the visit expired by limitation, my friend guaranteeing that until the expiration of twenty-four hours he would guard the individuality of the visitor, but that, after that time, he would do all in his power to aid the officers of the law in effecting his capture.

And the guarantee was observed. Two days after the departure of this intensely satisfied person, officials were on his track and within sixty days he was captured, tried, convicted and sentenced to a long term in prison for putting forged stock cer-

tificates to the extent of many thousands of dollars upon the market—an achievement in crime perpetrated the week before he visited my friend and one which did not come to light until after he had been arrested "on suspicion."

I have rehearsed this story in its briefest form because, in my judgment, it gives a somewhat clear idea of the process of thought, line of action and indifference to consequences held by all persons who live impure lives.

And when I use the word "impure," I trust that my understanding of the term reaches far beyond the merely material comprehension. Because I happen to be a physician constitutes no adequate reason why my view point should be solely from the physical side of the question.

Indeed, this whole matter of purity is entirely a problem in spirituality, a condition based upon God and His laws and depending upon no other reason whatever. There isn't an intelligent man or woman living, according to my notion of things, who does not know, positively, away down in his innermost being, just exactly the intent and scope of God's laws, does not know right from wrong. And such a man or woman knows these laws and their meaning and end, in spite of the theology, be it natural, revealed, moral, speculative or scholastic theology.

They know these things, thank God, because of a reverence and love for the Supreme Being and a faith in and a desire to obey His precepts.

And so, I maintain that it is the rational thing to do, to live a life of purity; it is the beautiful thing to do, it is the satisfactory, most beneficial thing to do.

No coward can live a life of purity, no egotist can be wholly pure, while envy, greed, prejudice, selfishness and bigotry are, all of them, indulgences that are fatal to any attempt at living a life of purity.

The greatest pleasures and those most lasting are those derived from pure thinking and cleanly, wholesome actions; whereas the foil to this proposition, as well as the fact that proves its truth, is the proposition that all of our disappointments, all of our failures, all of our physical sufferings and all of our mental woes spring from indulgence in those brutal de-

ceptions known as avarice, jealousy, timidity, narrow-mindedness, unfairness, extravagance, laziness, arrogance and the resulting recklessness in purely physical intemperance.

Parenthetically, and by way of utilizing a strong and available local emphasis perhaps, permit me to invite your attention to the State's Asylum on the hill yonder. Review any of the histories of those most unfortunate patients in the institution specified, and you will find that an analysis of a very large majority of those cases will reveal the truth and force of my position. The resultant recklessness as to physical and mental consequences of indulgence in one or two or more of the characteristics so fatal to the living a pure life will surely be found in most of those histories; either in the person now in charge of the State, or, failing this, in the persons and lives of those with whom they have been identified most intimately.

For ages representatives of all the preceding generations have made their effort to disprove the rationality of pure living and demonstrate the value of almost unlimited license mentally, morally and physically, and the ages and their generations have come and gone without leaving a single example in that direction that has shaken in a single feature that greatest of all appeals upholding purity in life—"The Sermon on the Mount."

What is of deepest concern to us and each of us is, How far away from the perfect ideal are we now living?

As a Safe Investment

for Widows, School Teachers, Guardians, Trustees, Capitalists, Bankers, we offer a limited amount of

Cheboygan Gaslight Co.
\$1,000 Bonds

You have nothing to look after except cutting off the **INTEREST COUPONS** payable April 1 and Oct. 1 at Old National Bank, Grand Rapids, Mich. Write us.

C. C. Follmer & Co.
811 Michigan Trust Building
Grand Rapids, Michigan

Every Cake



of FLEISCHMANN & CO.'S
YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives complete satisfaction to your patrons.

Fleischmann & Co.,

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Ave.

*Paper read by Frederick M. Igenfritz, M. D., before the Brotherhood of St. Paul, at Kalamazoo.

AROUND THE STATE

Movements of Merchants.

Lapeer—The White & Hevener dry goods store has been closed.

Dewitt—Edward Schavey succeeds W. J. Linn in the grocery business.

Lapeer—Benj. C. Green, dealer in meats, is succeeded by Abbot & Blair.

Hastings—The Tomlinson Lumber Co. has opened a retail yard at this place.

Ovid—E. G. Waltz succeeds Jury & Co., dealers in confectionery and cigars.

Ludington—James Murray succeeds George Coburn in the grocery business.

Marlette—C. P. Hunter, furniture dealer and undertaker, will move to Gagetown.

Kalkaska—Mrs. Roy Tosier has purchased the C. E. Lannin confectionery stock.

Cheboygan—William H. Craig is succeeded by John Leishman in the meat business.

Hastings—Heath & Carveth succeed Fred L. Heath in the drug and book business.

Detroit—Robt. Murray is succeeded by Murray & Eatherly in the millinery business.

Pontiac—Wm. S. Lane, of the firm of Lane & Co., grocers and produce dealers, is dead.

Alma—S. I. Harrison will shortly open a clothing and men's furnishing goods store here.

Saginaw—Wm. H. Appenzeller, boot and shoe dealer, is succeeded by Bert C. Harvey.

Zeeland—Henry De Kruijff has sold his implement stock at Zeeland to Isaac Van Dyke & Co.

Kalkaska—H. S. Bird, of Leetsville, will shortly engage in the sawmill and grist mill business here.

Cheboygan—Geo. Barber succeeds the former firm of Leishman & Barber in the meat business.

Dowagiac—Timothy Cullinane is succeeded in the boot and shoe business by Jacob H. Gebbard.

Millington—C. A. Merritt & Co. have removed their grocery stock from Pontiac to this place.

Albion—Eugene C. Carrington will continue the grocery business of Carrington & Ott in the future.

Standish—Harry Blumenthal has sold his stock of dry goods, clothing and shoes to Gaylord Branch.

Cheboygan—Geo. Barber will continue the meat business formerly conducted by Leishman & Barber.

Richmond—Charles Zentgrebe has purchased the Richmond creamery and will begin operations at once.

Freeland—Debolt & Garrett succeed Wm. W. Bishop in the general merchandise and furniture business.

Holly—John D. Haddon has sold his interest in the clothing stock of John D. Haddon & Co. to his son, who will continue the business under the style of Frank M. Haddon.

Gaylord—Julius Blumenthal, dealer in dry goods, clothing and shoes, will remove to Sebawaing March 1.

Leroy—D. B. Ketchum, dealer in general merchandise, has embarked in the manufacture of creamery butter.

Pigeon—The liabilities of H. H. Gould, the bankrupt implement dealer, aggregate \$44,000. The assets are about \$6,000.

Ypsilanti—O. A. Ainsworth & Co. are succeeded by the Moorman Huston Co. in the feed mill, grain and produce business.

Lake City—The Missaukee County Meat Co. has added a line of groceries. Byron Wiriter will manage the grocery department.

Cheboygan—John R. Leishman has purchased the meat market of W. H. Craig and will continue the business at the same location.

Ypsilanti—The Business Men's Association will hold its annual banquet and business meeting February 22 in Cleary College hall.

Ludington—H. V. Huston has purchased the O. J. Wilcox hardware stock and will continue the business at the same location.

Newberry—Dr. F. W. Neal has sold his drug stock to Dr. H. E. Perry, who will continue the business at the same location.

Petoskey—E. G. Davis has purchased the grocery stock of J. P. Blaschke and will continue the business at the same location.

Owosso—W. E. Hall & Son have purchased Orville Angell's grocery stock on East Exchange street and will incorporate it with their own stock.

Big Rapids—The Pierce hardware stock has been purchased by W. F. Quirk and L. T. Bertan, who will continue the business at the same location.

Port Huron—The wholesale and retail dry goods business of Gottlieb C. Meisel will be continued under the new style of the G. C. Meisel Co.

Lapeer—B. C. Green has sold his meat market to Henry K. Abbott and Wm. N. Blair, who will continue the business under the style of Abbott & Blair.

Quincy—Ed. O'Rourke, of Sturgis, has purchased the restaurant and bakery outfit of John Livingston and will reopen the West End Bakery in the Marsh building.

Ypsilanti—H. H. Perkins has sold his interest in the hardware stock of Brattin & Perkins to his brother, who will continue the business under the style of F. J. Brattin.

Iron Mountain—Gustav Rahm and L. J. Will have formed a co-partnership and will continue the business of the firm of Rahm & Rylander, jewelers, at the old stand.

Allegan—George Oliver and William J. Oliver have become sole managers of the furniture business of Oliver & Co. Andrew Oliver, who was the senior member of the firm, has been actively engaged in the manufacture of furniture in this village more than fifty years, and has well earned the retirement he now proposes to enjoy.

Quincy—Elmer J. Clizbe has sold his grocery stock to Fred Finch, of Parma, and Frank W. Finch, of Petoskey, who will continue the business at the same location.

Clinton—The Clinton Clothing Co. has been incorporated under the same style. C. J. Robison, who has managed the business for several years, will be Secretary of the new corporation.

Shelby—Jos. Doucette has purchased the interest of his brother, Henry, in the meat market business, succeeding the firm of Doucette Bros. and will continue the business at the old stand.

St. Louis—James F. Newton, one of the oldest and best-known citizens here, died Feb. 12, aged 83. He was one of the first merchants to do business in this city and contributed liberally to its advancement.

Minden City—Thomas Carham has been adjudicated a bankrupt by Judge Swan on petition of three Detroit firms, Edson, Moore & Co., Lee & Cady and Baldwin, McGraw & Co., creditors to the extent of \$7,000.

Ann Arbor—Oscar D. and Albert Luick, sons of the two former proprietors of the planing mill firm of Luick Bros., have been admitted to partnership and the firm will hereafter be known as Luick Bros. & Co.

Ishpeming—The Anderson & Hansen dry goods, clothing, notion and shoe stock was sold at auction to J. H. Foster, of Marquette, whose last bid was \$4,730. The stock was inventoried at \$8,641.35 and appraised at \$6,500.

Newberry—H. Anderson, who has been conducting a grocery and meat market, has made an assignment. The liabilities amount to something over \$4,000. F. J. Park is in charge of the property, acting in the interests of the creditors.

Shelby—John H. Pieters and Chas. J. Atwater, of Fennville, have purchased the clothing business of John C. Munson here and will take possession of the same March 1. Mr. Pieters is a successful business man and Mr. Atwater has been associated with him as clerk for seventeen years past.

Holly—A movement is on foot among the Holly merchants to determine those who are sending their money away to the mail order houses and buying their supplies in this manner and then asking the merchants there to give them credit—when times are hard. The merchants take the stand that when people want to send their money to the catalogue houses, then they should ask them for credit when they have not the money handy.

Detroit—The new branch bank of the People's Savings Bank at Russell street and Lyman place will be of pressed brick, with stone trimmings, and two stories high. It is expected to rent the upper floor to physicians or dentists for offices. The branch of the United States Savings Bank is about half a block from the location selected for the branch of the People's Savings Bank, so that the section in question will have ample banking facilities.

Manufacturing Matters.

Alpena—The Alpena Hoop & Lumber Co. is succeeded by the Kimball Lumber Co.

Saginaw—The Saginaw Pressed Brick Co., Ltd., will continue the business under the style of the Saginaw Pressed Brick Co.

Manistee—Frank Stubbs, Sam Isen, William Kuehn, Emil Kihnke and John Madison have formed a co-partnership to engage in the manufacture of confectionery.

Middleville—The Middleville Lumber Co., composed of Fred Mead, A. C. Rosenberg, W. B. Fulton, A. S. Colborn and J. W. Colborn, of Grand Rapids, has been formed and the lumber and coal business of Rosenberg & Forbes has been purchased. Fred Mead will be in charge and new lumber and fuel sheds will be built.

St. Clair—The St. Clair Novelty Co. has been organized by John M. Gleason, M. J. Robinson and J. H. Carrigan. The capital stock is \$30,000. Its capital is stated as being an improvement in curling holders, which has been patented in the United States. The purpose of the corporation will be the manufacture of this and other novelties.

Oxford—The Detroit-Oxford Manufacturing Co., with a capital of \$100,000, has been organized and has purchased the old plant of the Oxford Buggy Co. Alterations are being made, and new machinery has been ordered, preparatory to beginning the manufacture of automobiles. A specialty will be made of a carburettor on which a patent is held.

Cadillac—The Mitchell-Diggins Iron Co. is being organized to put in a 100-ton charcoal pig furnace. The company will be incorporated with capital at \$250,000 and it is expected the plant will be ready to start by December 1. Fuel for the furnace will be supplied by the Cadillac Chemical works. J. C. Ford, of Grand Haven, for twenty-five years President and Manager of the Spring Lake Iron Co., at Fruitport, will be at the head of the new concern, among the other incorporators being Delos F. Diggins, Frank J. Cobbs, W. W. Mitchell and Edward Fitzgerald, of Cadillac; Capt. I. M. Bean, of Milwaukee, and William Loutit, of Grand Haven.

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.

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.



The Grocery Market.

Sugar—The first decline which has occurred since last October was announced Feb. 8, when the market went off 10 points. The reasons for the advance are too well known to need repeating at this time. The interesting question now is whether or not this is the beginning of a decline that will really amount to something. One authority ventures the opinion that the drop is but the first evidence that the trust has again got the situation under control. It will now proceed to lower the price as much as needed to drive down the raw sugar. It is a well known fact that the American Sugar Refining Company has been a very slim purchaser of raws during the high range of the past winter, and it would like very much to get its supplies of raw at as low a figure as possible. By lowering the price of refined at this season of small consumption, and thus forcing the raws down, the refiners will be enabled to buy enough raw to carry them well through the summer season probably. There will be a good demand in the summer and fall, and thus the trust will be enabled to reap a handsome profit. This is simply the usual procedure anyway, but it was generally thought that the market, following the short European crop, got away from the leading interests on this side of the water this winter. The immense beet sowings in Europe, which will begin before long, are also looked upon as factors that will help depress the price of raw sugar a little later. However, it is to be expected that sugar will range higher through 1905 than it did in 1904 anyway, as there is undoubtedly a shortage.

Tea—The market has been rather quiet, due to the fact that the spring demand has not started up yet. The situation in all China teas that have not yet been shipped has been strengthened during the past few days by the heavy advance in silver. As most of China teas have already come over, however, the effect of this upon our own markets will be only remote. There has been no change in price during the past week. In many quarters an advance was expected before this, and it is still expected, provided a good business develops this spring. The supply of fine teas is much less than this time last year.

Coffee—The receipts at New York and at primary ports are running light. In spite of all this there has been no advance in the package goods, but there may be. It is probable the desire not to decrease further their sales that has kept the package coffee people from advancing prices further.

Syrups and Molasses—Sugar syrup is moving out steadily, although not very actively, to the grocery trade. Prices are unchanged and fully main-

tained. Molasses is unchanged and in fair demand. As the demand increases, the market may harden somewhat, especially for high-grade molasses. Advices received from New Orleans during the week state that several planters, who see more money in sugar than in molasses, have bought up about 5,400 barrels of the finest grade molasses and taken it back to their plantations to boil it down into sugar. This quantity is sufficient to make serious inroads upon the supply of fine-grade molasses, which can be depended upon to remain firm indefinitely.

Dried Fruits—Peaches are in very light supply and very light demand. The markets everywhere are almost bare. Seeded raisins are very dull and the tendency is weak. Loose are also dull, but the situation is stronger because stocks are lighter. Currants are quiet and unchanged. Apricots are dull and firm, but unchanged. The demand for prunes is fair, but not what holders expected, in view of the fact that they are the lowest line of dried fruits. A heavy trade is expected during the coming spring, however, as prunes certainly do show up well, in point of price, when compared with peaches and apricots. Prices on prunes are unchanged. No change is likely except as to the larger sizes, which may advance when stocks become reduced. The spot trade is entirely feeding on spot stocks, as the coast holders will not ship goods east except at an advance of $\frac{1}{4}$ @ $\frac{1}{2}$ c over prices prevailing in secondary markets.

Canned Goods—No change is noted in the corn and tomato markets. They are holding steady. It is likely that a somewhat higher level will be reached as soon as the spring demand gets under way. California canners are already seeing a chance to advance the cost on the coming output of canned fruits, owing to the higher cost of sugar. If the price continues to hold up they claim that they will have to raise their prices for canned goods. Stocks of salmon are low and there is beginning to be more uneasiness manifested by the man who is not supplied.

Through the active co-operation of Secretary Hathaway, of the Kalamazoo Board of Trade, a petition to Senator Burrows, asking that gentleman to oppose any legislation known as the Parcels Post bill, was forwarded to Washington last week. The petition, while it does not constitute an expression by the Board of Trade and was not so presented, does represent the convictions and wishes of eighty-nine of the retail merchants of Kalamazoo, who see in the proposed measure a mail order scheme.

The annual banquet of Grand Rapids Council, No. 131, U. C. T., will be held at the new lodge room in the Herald building, Saturday, March 4. The programme of toasts and responses has not yet been completed.

Shepherd—Simon Cline has uttered a chattel mortgage on his general stock, securing creditors to the amount of \$3,500. Fred E. Walther is named as trustee.

The Produce Market.

Apples—The market is steady and unchanged at \$2@2.25 per bbl. and prices are firm, as they usually are at this season of the year. Supplies are holding out well and there will probably be plenty of the fruit well along into the year. Stock in storage is being taken out and proves to have kept well.

Bananas—\$1 for small bunches and \$1.50 for large.

Beets—40c per bu.

Butter—Creameries are higher and stronger than a week ago, commanding 31c for choice and 32c for fancy. The same is true of dairy grades, No. 1 having moved up to 25c and packing stock to 21c. Renovated is strong at 25c. The demand is excellent. One jobber says that it is unusually large. It seems as if the public bought butter just the same when it was above 30c as when it was below 20c. This is not quite the case, perhaps, but the sale is abnormally large for so high a market. The demand for packing stock, roll and print, etc., is almost unlimited. Anything that is not actually grease is taken at prices almost unheard of for such goods. It is made over into lard or renovated at a good profit. The receipts of dairies are very small.

Cabbage—50c per doz.

Carrots—40c per bu.

Celery—30c per doz. bunches.

Eggs—Local dealers pay 26@27c for fresh and hold candled stock at 31c. The demand is strong and, although the receipts the past week have run well, compared with former periods, they have not been equal to the demand. In one particular the receipts now are much different from those of a few weeks ago—they are very largely composed of fresh eggs. The reason is plain. All the held stock has been cleaned up and the present high price is enough to induce the farmer to market his eggs promptly. They are not allowed to accumulate around the farm or in the store and current receipts of candled sell for almost the same price as strictly new laid. There is an excellent demand, in spite of the high price.

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. The demand is moderate.

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

Onions—The market is strong and steady on the basis of \$1 per bu.

Oranges—California navels command \$2.25 for choice and \$2.35 for fancy. The oranges that are arriving are of excellent quality and prices are reasonable.

Parsley—45c per dozen bunches for hot house.

Potatoes—Quietness prevails in the potato market, except for the difficulty of handling the stock, which causes slightly higher prices to be asked in some cases. Occasionally a jobber reports a shortage due to the

inability to ship freely with the present weather, but for the most part the trade is well supplied.

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. Dressed fatches 1 $\frac{1}{2}$ @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—1 $\frac{1}{2}$ c per lb. for Hubbard.

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

Turnips—40c per bu.

Annual Banquet of the Grand Rapids Butchers.

The second annual banquet of the Master Butchers' Association of Grand Rapids, which will be held at the Livingston Hotel, Monday evening, March 6, promises to be the most interesting affair of the kind ever given under the auspices of the local organization. Geo. E. Whitworth, President of the Board of Trade, will officiate as toastmaster, and responses already arranged for will be as follows:

The Sunday butcher—Rev. J. Herman Randall.

The butcher and the local packing house—Sol J. Hofford.

Does price cutting elevate the standard of the meat business?—E. A. Stowe.

The butchers in a hundred years from now—Levi Pearl.

If I were a butcher—A. E. Ewing.

A novel method of municipal illumination is that of the city of Azov, Denmark, in which place a large windmill is used as a means of supplying power to the generators. The plant is so constructed it is possible to store sufficient energy while the arms are in motion to tide it over the occasional wind lapses. A special feature of the equipment is the arrangement whereby during strong winds the generators develop just so much more electrical energy. This strange system of lighting has proved successful.

Geo. K. Coles, general salesman for the Jennings Manufacturing Co., will shortly open a branch house at 34 East College avenue, Springfield, Ohio. Mr. Coles will continue to call on the jobbing trade of Michigan, Indiana and Ohio in addition to covering the retail trade, personally and by proxy, contiguous to Springfield. Mr. Coles is much respected by the trade who enjoy the pleasure of his acquaintance.

Hudson—John Rockwell, grocer, has filed a petition in bankruptcy. His assets consist in: bills receivable \$300 and stock and fixtures \$800. The liabilities are scheduled at \$1,220.33. Exemptions amounting to \$250 are claimed.

Central Lake—The Central Lake Lumber Co. has increased its capital from \$32,000 to \$40,000.

TROUBLOUS TRANSIENTS.

Judge Hooker and Justice Cooley on the Subject.

One of the most irritating and intangible problems confronting local organizations, such as boards of trade, business men's associations, retail dealers' associations, and the like, is the matter of transient merchants and peddlers. These people come into a town, lease a vacant store and under various guises proceed to do business. They claim to conduct fire sales, bankrupt sales, auctions and the like, besplattering the fronts of the stores they occupy with great signs to inveigle the uninitiated; others come into a town and, renting a suite of rooms at the best hotel, send circulars broadcast announcing a special sale of clothing, furs, millinery, cloaks and jackets, or what not. Still others come into town with a carload of produce of one kind or another and calling up retailers or householders, or both, peddle out at retail what they have to sell, without leaving the car track.

And all of these dealers do business in direct and most unfair competition with resident merchants who own or occupy dwellings, stores and warehouses, and so pay taxes; who employ clerks, porters, teamsters and other help and thus again contribute to the support of the town they live in; who send their children to school and pay their tax; who attend church and contribute their portion in that direction.

The transient merchant does none of these things in support of the town he does business in, and, so far as anyone knows, he contributes a mere mite to the State, county or town in which he reaps his profit.

Different measures have been adopted in different states, but thus far no effective, permanent and fair adjustment of the problem has been reached because "restraint of trade" is illegal, "prohibitive license fees" are illegal, unjust discrimination in favor of the resident merchant as against the foreign merchant is illegal and because, finally, a law adopted, enforced and upheld in one state constitutes no precedent for the government of another state. The State of Pennsylvania has a merchandise appraiser for every county, to whom all merchants, resident as well as transient, must report the aggregate value of their goods and upon the basis of such report the appraiser bases the amount of tax to be levied for license. The city of Cincinnati has an ordinance imposing an annual tax of \$200 upon every transient merchant, he paying pro rata of that amount for the days, weeks or months he does business in that city. Chicago, St. Louis, Milwaukee and other cities have similar ordinances. But, as said before, no decisions have been made upon any of these regulations which are recognized and have force in Michigan.

The problem of licensing transient merchants has been troubling the resident mercantile communities of Grand Rapids and Kalamazoo, and the first named city, through its

Board of Trade, has resurrected an ordinance passed several years ago which Judge Jewell, Chairman of the Legislative Committee of the Board of Trade, says will meet the case and "we are prepared to defend it." In spite of this contention on the part of Judge Jewell, there is a merchant in Kalamazoo who, when he heard of the claim, said: "I'll bet a thousand dollars that if I go into Grand Rapids to engage, temporarily, in selling goods, and make a tender of one dollar a day while I am there in payment for a license that my tender will be accepted and I will be permitted to do business there as long as I desire, or else the city will pay me good big damages."

And so, in view of this difference of opinion, it is interesting to know that Secretary Hathaway, of the Kalamazoo Board of Trade, has been making an investigation of the matter at the request of merchants who are members of the Board and that, at the regular meeting last Monday evening of the Retail Grocers' Association of that city, he submitted the following transcript of a report which, in his judgment, presents the disagreeable situation most plainly.

It will be noted that the case in question was brought against the Saginaw Circuit Judge to compel the vacation of an order quashing proceedings instituted for the violation of a city ordinance. This was the case of a transient merchant who was compelled to stop business at Saginaw, who was arrested and who was imprisoned, in the eye of the law. He brought suit against the city and the action reported below, failing of its object, as will be seen and why, enabled the aggrieved transient merchant to collect damages from the city of Saginaw:

1. License Fees, Taxation, Police Power.

Where a business is subjected to the payment of a fee, it must be with a view to taxation, or to cover the expense of regulation under the police power.

2. Municipal Corporations, Licensing Transient Dealers, Authority of Council.

A city charter providing that the Common Council may require transient dealers to obtain license before engaging in business, and may regulate the terms of issuing the same, does not confer authority to tax the business, but merely to license it, to the end that it may be regulated.

3. Same, Validity of Ordinance, Discrimination Against Non-Residents.

Under a charter authorizing a municipality to license and regulate the business of transient dealers, an ordinance imposing a license fee upon non-residents of the city only is invalid.

4. Same, Unreasonable Fees, Restraint of Trade.

Whether a municipal ordinance which assumes to regulate the business of transient dealers is not unreasonable in requiring the payment of a license fee of \$10 a day, and whether, if restricted to non-residents of the city, it is not open to the further objection of being in restraint of trade. Query?

Mandamus by the city of Saginaw against Robert B. McKnight, Circuit Judge of Saginaw county, to compel the vacation of an order quashing proceedings instituted for the viola-

tion of a city ordinance. Submitted May 23, 1895. Denied July 2, 1895.

Wm. G. Gage for relator.

James H. Davitt, for respondent.

Hooker, J. The charter of the city of Saginaw provides that:

"The Common Council may require transient traders and dealers to take out license before engaging in business, and regulate the terms and conditions of issuing the same."

Local Acts 1889, p. 900, Par. 9.

Under the authority conferred by this section the Council passed an ordinance which provides:

"That each and every person, not a resident, who shall bring into the city any goods, wares or merchandise with a view to disposing of the same by auction or otherwise, without any bona fide intention of remaining permanently in the business of selling or disposing of such goods, wares or merchandise within the city, shall be deemed and treated as a transient dealer or trader, and before he shall sell or expose for sale any such goods, wares or merchandise within the city, either by auction or otherwise, he shall pay to the City Treasurer, for the use of said city, the sum of ten dollars per day for every day or part of a day such goods, wares or merchandise shall be exposed for sale."

The ordinance provides for the issue of a license upon such payments, and a penalty for non-compliance. It also provides that the words, "goods, wares or merchandise," shall not be construed to include wood or fuel, or the products of a farm or dairy, when exposed or offered for sale by the producers thereof.

One McDevitt was convicted before a justice of violating this ordinance. Upon appeal to the Circuit Court, the proceedings were quashed by the respondent upon motion, upon the ground that the ordinance was invalid, and we are asked to issue man-

damus requiring him to vacate his order in the premises, and proceed with the trial of the cause.

It is asserted that the ordinance is void, because:

1. It discriminates between residents of the city of Saginaw and other persons.

2. It discriminates between non-residents, inasmuch as it requires a license only in cases where the goods sold are brought into the city.

3. The fee charged for the license is excessive and unreasonable.

The business of a transient dealer, if subjected to the payment of a fee, must be with a view to taxation, or to cover the expense of regulation under the police power. In this case it can not be said that the fee can be sustained as a tax, because the charter does not indicate an intention upon the part of the Legislature to authorize the municipality to tax the business, but only to license in the end that it may regulate it. The language of the charter indicates a design to promote the public good rather than to obtain revenue. As said by Mr. Justice Cooley, in *People vs. Russell*, 49 Michigan, 619:

"That the regulation of hawkers and peddlers is important, if not absolutely essential, may be taken as established by the concurring practice of civilized states. They are a class of persons who travel from place to place among strangers, and the business may easily be made a pretense or a convenience to those whose real purpose is theft or fraud. The requirement of a license gives opportunity for enquiry into antece-

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.

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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.

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Distributors

Grand Rapids, Michigan

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

dents and character, and the payment of a fee affords some evidence that the business is not a mere pretense."

This may be measurably true of transient dealers; and it is to protect the community from imposition and fraud, rather than to obtain revenue, that, in our opinion, this power was conferred. If this be so, there is no reason for an ordinance that applies only to non-residents, as a class, and which exempts inhabitants of the city. We do not discuss the extent to which the city may go in restricting and limiting the number of said dealers, and whether tests relating to character, etc., may be applied (See *Kitson v. Ann Arbor*, 26 Mich. 327; *Sherlock v. Stuart*, 96 Mich. 193) as this ordinance does not attempt to regulate this business upon these lines. It permits anyone to engage in the business of transient dealer. If by this term is meant a dealer who goes about from place to place, there is no apparent reason for thinking that such business only needs regulation when conducted by non-residents. It seems to us that this ordinance is aimed at non-residents, and there is room for the suspicion that it was designed for the benefit of residents, and therefore open to the criticism that it is in restraint of trade. Moreover, it borders very closely upon the line of unreasonable license fees. We think the case is within the doctrine of *Brooks v. Mangin*, 86 Mich. 576, if not of *Chaddock v. Day*, 75 Mich. 527, and that the ordinance is void.

The writ will therefore be denied with costs.

The other justices concurred.

From the tenor of Judge Hooker's decision, as well as of the words quoted from that great Michigan jurist, Justice Cooley, it will be seen, clearly, that there is no restriction upon any municipality against the formulation, adoption and enforcement of an ordinance regulating the display of signs, such as: Sheriff's Sale, Fire Sale, Flood Sale and other like devices, when they are palpably false, untrue and calculated to deceive the public.

Cleverly Swindled.

A traveler remarks that the Parisian swindler is the subtlest and most indomitable one in the world. He was the other day strolling through a fashionable French shop.

A woman entered and proceeded to purchase a costly set of silver dishes, and meanwhile a well dressed man lingered at the doorway as though waiting for her.

The woman, her purchase concluded, counted a roll of bank notes and advanced to the cashier's desk, holding them in her hand. Then, of a sudden, the man rushed upon her.

"You wretch!" he exclaimed; "didn't I tell you that you shouldn't have those dishes?" and he slapped her upon the cheek, tore the bank notes from her hand, and stalked indignantly out of the shop.

The woman fainted. It was ten minutes before she was brought to, and meanwhile those in the shop, believing that a family quarrel was in progress, did nothing. On her recovery the manager of the place said regretfully:

"We are sorry, madam, for this occurrence. Your husband—"

"My husband! that was not my husband," the woman cried. "He is a thief!"

She had never seen the man before.

The Nobility of Trees.

Directly in my path stood an ancient swamp white oak, the greatest tree, I think, that I have ever seen. It was not the highest, nor the largest around, perhaps, but individually, spiritually, the greatest. Hoary, hollow and broken limbed, his huge bole seemed encircled with the centuries, and in this green and grizzled top all the winds of Heaven had sometime come.

One could worship in the presence of such a tree as easily as in the

shadow of a vast cathedral. Indeed, what is there built with hands that has the dignity, the majesty, the divinity of life? And what life was here! Life whose beginnings lay so far back that I could no more reckon on the years than I could count the atoms it had builded into this majestic form.

Looking down upon him from twice his height loomed a tulip poplar, clean, balled for thirty feet, and in the top all green and gold with blossoms. It was a resplendent thing be-

side the oak, yet how unmistakably the gnarled old monarch wore the crown! His girth more than balanced the poplar's height, and as for blossoms—nature knows the beauty of strength and inward majesty and has pinned no boutonniere upon the oak.

By all the canons of romance a grass widow's favorite perfume should be new-mown hay.

A man may be loud and yet not say much.

THE PLACE TO BUY

5c and 10c Goods

Is at LYON BROTHERS, Chicago

We bear the reputation of being the **pioneer house** for **startling leaders** in these goods. Year after year for more than a third of a century we have been selling the **biggest and snappiest values in 5c and 10c merchandise** that the world-wide market produced, and for 1905 we are showing a line that outclasses even our own former selections. We have canvassed the market thoroughly and offer **the cream of the world's product**. For the convenience of merchants interested in these goods we have classed them in

Three Complete Assortments

As follows:

5c and 10c Goods

Complete Stock for

\$275⁰⁰

5c, 10c and 15c Goods

Complete Stock for

\$500⁰⁰

5c, 10c, 15c, 20c and 25c Goods

Complete Stock for

\$1000⁰⁰

On receipt of your application we will send you a **complete list** of either or all of the above stocks. They include positively the **biggest sellers** and the **greatest values** obtainable in the world. In many items the value is so extraordinary that merchants sell them for **more** than the above prices, thus **increasing their retail profits**. We **positively guarantee** that every article in either list is one of merit, and of **unusual selling qualities**.

We urge the trade to write us for full information concerning these stocks, which will have our prompt and careful attention. It is a well-known fact that **we always save the trade money**, and we can save you money on these goods if given an opportunity.

Wall Paper Sample Books for 1905 ^{now Ready}

Our new line of **Wall Paper** is now ready for the trade, and merchants are requested to write us for **sample books and price list** of our **complete line**. We have a superb variety of patterns and a wide range of prices that will interest you.



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Largest Wholesalers of General Merchandise in America. Positively no Goods Sold to Consumers



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E. A. STOWE, Editor.

Wednesday, February 15, 1905

REAL PHILANTHROPY.

Wealth, while it brings with it opportunities for happiness, also creates duties, responsibilities and occasion for incessant thought. There are, of course, many of the thoughtlessly wealthy to whom money is a divine right. They may have risen from the ranks themselves; but nothing so quickly makes a man forget past conditions as the steady or sudden growth of assets. Often, sad to say, associates and associations, even the very means by which wealth was acquired, sink into the forgotten past. When money falls into the hands of such a person arrogance and ingratitude creep in like wolves into an open sheepfold.

It ought to be recognized that no man can by his individual effort become wealthy and that there is, therefore, little excuse for purseproud egotism. To become wealthy a man must buy another man's goods at a lower price than that at which he sells them or buy labor that pays more in finished product than it costs in wage; or he may reach his monetary eminence by methods that are not creditable. Surely the fortune that is built on the brawn and brain of others less fortunate owes something besides the pay checks it has given out. This debt is due first to the men who actually helped to produce this wealth. It is owed secondly to the world; and the world, if by no other rule than the majority rule, is made up of the common people, in comparison with whom wealth and governments are but incidents. The problem of public policy that agitates the governmental circles of a nation does not equal in importance nor call for as speedy remedy as does the injustice that rankles in one man's bosom. One perplexes—the other poisons.

Relatively, the legislation that increases a nation's commercial supremacy or its diplomatic power is of less importance than the condition which increases the happiness of its people or alleviates or improves their condition. Philanthropy, therefore, is more impressive than statesmanship. And that is why we greet philanthropy with more acclaim than

we are wont to accord other human attributes and human proclivities.

Just as there are a right way and a wrong way in the acquirement of wealth, so there is a difference in the inspiration that produces philanthropic acts. When it is merely the conscience stricken liberality of a man who is afraid to die rich because he has been unable to forget it loses its altruistic value, even although it creates material benefits for the people. The real philanthropy, however, is founded on natural goodness of heart, proper realization of responsibility and genuine sympathy for the less fortunate. It is not a balm for the conscience, but a happiness to the heart that loves its neighbor.

The life of Charles H. Hackley is an example of philanthropy in its sweeter sense. His benefactions, covering a period of a dozen years, stand out in bold relief when contrasted with the tardy surrender of some panic-stricken soul. Mr. Hackley acquired wealth; but, in its acquiring, he did not forget his fellows and he respected public and private rights. He realized the opportunities of wealth and he erected in his home city visible evidences that he was a man not merely of money but of sense, of appreciation and of heart.

HINT TO THE HAYSEED.

This pen writes down with heartfelt delight the fact that the "Golden age" has come back again to the farm. Unexampled prosperity is seen on every hand. To come down to details, the front gate no longer swings upon a single hinge, there is a new carpet upon the sitting room floor, the long-wanted and much-needed wateringtrough has been placed in the barnyard, the faded calico is no longer the Sunday gown, the farmer's son is joyous with his new rubber-tired buggy and the farmer himself, with his just-lifted mortgage in his pocket, stands on the court house steps and for the first time in years "looks the whole world in the face, for he owes not any man." Henceforth he is free. He can now do whatever he will and none can say him nay. Like his prosperous brother in town who is looked upon as "one of our solid citizens," there is no urgent need of his getting up quite so early in the morning and he does not. With his burden from his shoulders his step is free and determined, his voice assumes the tone of command and his manner says without the jeer more plainly than his words can, "I am Sir Oracle!" In a word, our worthy and well-meaning farmer has now reached that period in his career when he will stand for the man who has "struck it" or in some other way has "hit it rich;" and, unless he looks well to his ways, will furnish the world another instance of prosperous ignorance who thinks, because "Money makes the mare go," that his change of circumstances will admit him as an equal to the society of well-trained men, who from the very nature of the circumstances despise him and always will.

The hayseed, per se, has no

grounds of complaint. Tradition, if nothing else, should convince him of his error. A farmer and the descendant of a long line of farmers he has an ancestry to be proud of; but if he is true to himself and to that ancestry he must admit that when the two ends of the line are brought in contrast he the descendant, is a degenerate. Never by the greatest stretch of the imagination could that earliest ancestor be written down a hayseed. He was never a creature of circumstances; he lent them to his will. Whatever the land had that was good was his. He was producer and manufacturer and consumer, all in one, and as each he was a success. In common parlance he "had a head on him"—it was a well-trained one and he made good use of it. A success at home he was known as such abroad. The nation as well as the neighborhood became acquainted with him, insisted upon his services and the story of Cincinnati was repeated again and again in the early history of this Government. The American farmer was looked up to; he was an intelligent man of affairs; mentally, morally and physically he was master of the situation and those same sterling qualities kept him in places of trust and responsibility. No hayseed ever clung to his hair, no moss vegetated along his spine, no tokens of the backwoods proclaimed the "reub" when he came to town. He was simply an American citizen, fulfilling his mission as such wherever he went, ready and willing to take the lowest seat, but sure of hearing the inevitable "Friend, come up higher."

It has been a great many years since the farmer has heard that summons and for this neglect he has only himself to thank. He and his children have shunned the school house until, to use his own words, "They don't know nothin'." He carries about with him the evidences of continued haytime. He is clad in hand-me-downs. He proclaims his independence when he comes to town by bringing with him the unadulterated aroma of the barnyard in his jeans and, with an unpleasant proximity, by insisting on sharing that aroma with whomever he comes in contact. These habits, together with the shiftlessness which has come to be looked upon as an essential of the United States farmer, have led to his classification as a low-down and then a degenerate.

It is pleasing to state that the end has come and that the farmer is looking up his birthright. With the mortgage paid off he has only to give himself seriously up to the development of those inherent qualities which he has inherited and which will make him in his day and generation not only the equal but the superior of what his fathers were in theirs. Already he has asserted himself. The newspaper comes to him daily. The telephone furnishes him with close communion with his neighbors. The daily mail is a necessity. He no longer allows the middleman to dictate the price of his crops. He is again saying his

say and having it respectfully considered. The legislatures are again calling for him and early in the year more than one farmer left his farm to preside at the council table of the State. What remains is, for these men who have come to their rightful own, so to shun the vulgarity of the suddenly-prosperous that the world, who is glad to honor them, may recall not the hayseed and the wayback but only this: that the heir has at last come to his rightful inheritance and the "down-trodden farmer," down-trodden no longer, is known and respected and honored again among the world's wisest and best.

FREE SEEDS AGAIN.

The free seed humbug has had another airing in the Senate and the more it is talked about the more of a humbug it all appears. Senator Lodge declared that it is a gift pure and simple of something purchased with the funds of the whole people, to be distributed among the favored friends of representatives and senators. He pointed out that if it is a good thing to distribute free seeds, why not distribute rakes, hoes and shovels? If the business can be carried that far, then it might go to the distribution of mowing machines, hay tedders, plows and other agricultural implements. It is wrong in theory and foolish in practice. Senator Proctor declared that the whole thing is a humbug, a cheap chromo, but one that is difficult to get rid of because it has become an established custom.

For the most part the seeds are given to people who do not want them. The really needy, if such there be, are not usually included in the list of recipients. The original notion that thereby new varieties of flowers and vegetables were introduced, and that from the first handful of seed people could raise more and improve the stock, is lost sight of altogether and amounts to nothing whatever as an argument. It is nothing more nor less than the wanton waste of that amount of money. It does no one any substantial good and that the sum is not ten times greater does not mitigate the objectionable principle. If the Government can give away seeds, then it can give away anything else that it can buy and find people willing to receive. It is a little bit of patronage which the legislators esteem perhaps, but most of them, if put to the honest question, would say there is no very good reason for its continuance. Senators Lodge and Proctor were clearly right in their contention and they ought to succeed. The free seed business is a humbug and a very cheap one at that.

San Francisco has a municipal institution known as a "bug-wagon," the first of its kind in the country. It is a perambulating sterilizer. The machine resembles a steam road grader somewhat in appearance, and weighs nearly four tons. It is taken to various parts of the city to sterilize household goods that have been exposed to contagion.

HIS LAST TRIP.

Excuses a Drummer Gives for Postponing It.

There are something like 60,000 travelers in the State of Illinois. Of this number more than half come in each year and solemnly swear that never again, so long as they ornament this mundane sphere with their personality, will they "make another trip."

In hotel lobbies, Pullman cars, smokers, in fact, everywhere that traveling men are to be met, along towards the holiday season you will find the brethren of the sample cases promising themselves the long expected treat of quitting the road. "This is my last trip, my last, you can bet on it. I've said this before more than once, but this time I mean it. No more of the road for me." This is the slogan of the drummer when the time approaches for him to make the annual round-up with his house.

I admit that I have said this myself on several occasions, but I am still on the road. The other 30,000 men in this State who each year threaten to quit are also on. It is part of the old drummer's inalienable right to kick about the job and swear that he will quit, but the fascination of the road is strong. While there are other professions and occupations where a man may make more money or attain to a higher position than by selling goods, there are few men who leave it after the "habit" of being a traveling man has been thoroughly acquired.

In my experiences in the years that I have been on the road there have been dozens of times when I had fully resolved to leave, times when all that lay between me and a position off the road was my final consent. Now, with my being thoroughly inoculated with the drummer virus, I can think of no other occupation that would leave me satisfied with life. I might have made more money if I had gone into some other line. I might have acquired a partnership, might be the at the head of a business, might even have reached the pinnacle of success in some other work. But I am not sorry that I chose as I did, when it came to deciding on a vocation. With me the monetary reward of my work has been considerable, but besides this there is such a thing as finding success in something besides piling up a monument of money. The pursuit of a congenial occupation might be mentioned as one of these.

While it is invariably the custom among old traveling men to advise their sons and other young men to keep off the road, and while I must admit there are other lines which promise more substantial reward in the good things of the world, I know there are many occupations, even professions, which may be followed by the young man and in which he may do much worse than if he set his hand to selling goods. He can, in this line, if he makes a success, earn as much as does the average professional man, and if he is a good

man he need never want for work. I say this with my own experiences in view.

I went into the business as most drummers do—that is, most good drummers—through the route of the office clerk's job. I worked in the office of the firm for which I went on the road first, two years in the billing department. I went to work there without any idea of finally going on the road for them, but that is what my position as a clerk led directly to.

It was with a grocery house that I started. The first and foremost qualification of the grocery salesman is to know his price list. This sounds like depreciation, but to thoroughly "know" the price list of a large grocery house is in itself no mean accomplishment. Everything that is kept in a complete grocery store and many things that are not go to make up the grocery man's price list, and often the list is a book of 300 pages, with from five to a dozen items on each page.

When it comes to memorizing this amount of figures, and learning a little something about each item in the stock so it may be intelligently talked upon, the task before the salesman is no light one. And in selling groceries it is absolutely imperative that the salesman know something about every item he is selling. Nothing spoils a sale so quickly as to have the customer suddenly discover the man who is talking to him knows less about the goods he is selling than the storekeeper who buys them.

I learned the list while pricing invoices in the billing department. This was a great boost towards a position as salesman. As soon as I showed my familiarity with the stock I was put in the city salesroom and given the preparatory course of the road salesman. My first trip came through the sudden resignation of an old man and conditions which left his territory entirely uncovered. I knew the goods, I had taken the fancy of the manager of the sales department, so I was given a chance.

In the exhilaration of outfitting and going on the road it never occurred to me until I found seclusion in an outgoing Pullman that I was going to try to do something I had never before done in my life—I was going to try to sell goods.

I was never particularly deficient in that sterling quality, "nerve," but as I sat in the car and thought over the field that lay before me, of what I must do, of how I must approach customers, I admit my stock of hope and desire for the work descended to something about equal to zero. I was going to face my first customer.

A lawyer who recently wrote his experiences for the Workers' Magazine compared his sensations previous to his first case to those of the actor about to make his debut, the society girl at her coming out, and the author who is going to see his work in print for the first time. If he had added, "the drummer who is going to tackle his first customer," he would have had the list complete.

If there is such a thing as stage

fright in the profession then stage fright is the malady I acquired that night while going to meet my first customer. Every turn of the wheels sent my nerve down a few degrees, every stop of the train brought relief to me, it would be so much longer before I had to make the first cold splurge. I am afraid I prayed for a wreck that night.

It will seem queer that a man who had these sensations at the approach of his first sale should eventually make a pronounced success of the vocation. However, I have talked with many traveling men since who admitted, when they grew confidential, that they were in the same stage of blue funk as I upon their initial efforts. It is evidently a manifestation of anxiety and the anxiety is that of the man who has his work at heart and wants to succeed.

But my first customer was of the kind whose existence is a blessing to the traveling man. I entered his store with my speech ready. I indulged in a little pleasantries about the weather, let him know that the windows of his store were decidedly attractive, and led up to my goods by gradual stages. He asked a single question: "Are you Blank, Blank & Co.'s man?" I was. He went to his desk and took out a written list. "Here's what I want," said he brusquely, "and tell 'em to have the bill here right after it, so I can discount it."

The cold splurge was over. I had taken the plunge and it was as pleasant as preparing for the shock of cold water in the old swimming hole and finding it "just right." I would have fallen on the man's neck, but I had judgment enough to see that he only desired to be rid of me as quickly as possible. I went out of his place to my train with a big cigar in my mouth and the confidence of the successful man in my heart. I had much to learn. I know now that it is not to sell such customers that the big houses of the cities pay traveling men. It is the "hard" man who is responsible for the real salesmen. Any one could sell the other kind.

But I was new. At the next town was another old customer of my house. I fell into conversation with him easily enough. He was quite willing to look at my samples. He even admitted that he wanted to order something. I was highly pleased. Before I began to show my goods I asked the customer if he would come out and have a drink. I knew this was customary among many successful salesmen. He refused.

"Have a cigar," I offered, without noticing that he began to cloud up at my mention of drink. At this he rose up before me and waved a long, lean finger at my face. "Young man," said he, "do you think you can come in here and insult me like this? Do you think you can play fresh with me? You pick up your grips and get right out of here. You can tell your house that they have lost a customer."

I was dumbfounded. I tried to explain. I begged him to listen to me, but in vain. He had been insulted. I

would have stayed and argued the matter with him, but his clerk was low browed and bunchy about the shoulders, so I hastened to follow the irate proprietor's advice. The hotel clerk explained that the man was President of the local temperance society and that the popular way of insulting him was to offer him a drink. Then I began to realize the value of tact in my business.

But the rosy dreams in which I had been indulging myself since my first sale were rudely destroyed by the temperance advocate. I had lost a big sale and a permanent customer of the house. I wasn't quite so sure that I was going to make a howling hit at the business after all.

I worked another day in that town. I sold two small bills of goods, but they were to men who generally bought of our house and therefore in no way made up for the customer I had lost. I left town much discouraged. I thought of the good safe job I had held in the office back in Chicago, and I wished myself back.

The next town on my list was a long jump. On the train I thought of what the probable result of my first trip would be if I did not do something in this town. It was a fairly large town, so there was plenty of room for my efforts. By the time it was reached I was firmly resolved to do some business there if I had to hold some one up and make them give me an order.

I was fortunate. The proprietor of the largest store in town was an Irishman. He had red hair and was extremely irascible. My mood and his fitted in exactly on this day. He told me that he wouldn't look at my samples, that my house didn't keep anything good enough for him, and that if they did they wanted too much for it, and that anyhow I didn't look like a salesman.

I replied to him in like. I told him that if I was a poor example of a salesman he was a worse example of a storekeeper. I told him that after all I was glad he wouldn't do business with me because there were many unpleasant things the traveling man must do without dealing with an inferior. I asked him how long he expected to hold out before the sheriff closed his doors.

He sat on his counter and looked at me until I was through. Then he said, without changing a muscle: "Come out and have something."

"No," I replied, "I won't drink with you until I've sold you some goods."

"Will you deal with an inferior, then?" he asked with a twinkle in his eye.

"I will if I look anything like a salesman," I answered.

I sold him one of the biggest bills he ever bought and made a personal friend of him for life. I was learning fast.

I made a success of my first trip. I did not get many new customers for the house such as the Irishman, but all along the line I held my own. I came back when I had covered my territory and was told I was to be the permanent salesman in that

section. I held this position for two years. Grocery selling is one of the easiest lines to sell when you handle a general line and have an established trade. It is one of the hardest lines for the man who sells specialties. It is also a line wherein competition is swift and strenuous.

I left it at the end of two years, having received an offer from a firm in the machinery line. They had a new kind of wire fence builder which was growing in popularity and needed only a live, hustling salesman to push it in certain sections to make it a howling success. The thing promised big and at my old line I never saw my commission on sales mount up to over \$125 a month nor any prospects for any great advance. I took up the work of the fence builder with the enthusiasm of a man who intends to make a fortune.

I arranged for exhibits at county fairs and talked the builder to farmers and hardware merchants throughout the land. I paid my own expenses, amounting to over \$200, and came back to the city with my pockets full of orders. Shortly afterwards, and before a dollar's worth of goods had been delivered, another fence company enjoined our builder and proved that ours was an infringement upon an earlier pattern of theirs. The balloon burst in a hurry and I went back to my old line.

I was given a line of specialties this time. The specialties man has been called the man who has to sell a man something he does not want. It is a higher class of salesmanship than the ordinary and much harder, but the commissions are much higher, and nowadays most goods are sold on commission. It is a line wherein are to be found the best salesmen of the country, as it is only the best in the business who can make a success at it.

A certain brand of coffee was one of the items upon my list. This was the reason for my getting into trouble at the first stop I made. The brand of coffee had preceded me. As soon as I stepped within the door of a large storekeeper and stated my business I noticed a great deal of bustle about the place.

"Henry, close that door. Dick, come here," called the storekeeper to his clerks. There was menace in his tones. Henry closed the door and stood with his back against it. Dick was the type of man who could give Jeffries a good argument via the rough and tumble route. The storekeeper smiled.

"I guess you won't forget that you sold me this same coffee before," he said as Dick moved gleefully towards me. It was a case of mistaken identity, but there was little time for explanation.

"What's the matter with the coffee?" I asked.

"Just this," said he, "I bought fifty pounds of you a year ago. I sold eight pounds of it and still have the fifty left. Every pound that I sold came back. Yes, sir, came back, and cost me a customer every trip. It's rotten, that's all."

I didn't bother to explain to him.

The coffee was in a box. I grabbed a hammer and some nails and in five minutes had a cover on the box and the box marked for the coffee department of my house. Then I turned to the astonished storekeeper.

"How much would that box be worth to you at retail?" I asked. He named the price. I reached into my pocket and paid him every cent in cash. "Now," I said, "I never sold you that coffee, but I'm going to sell you some now of the same brand and get your thanks for selling you it." He took my word for it and gave me a substantial order. That night I rushed a telegram to the head of the coffee department demanding to know what was the matter with that particular consignment. The answer came in the morning:

"Must be our mistake. Present brand all right."

Then I breathed easier and knew that my bluff would go through.

In selling specialties, no matter what they are, it is one constant battle of wits for the salesman. You must be diplomat, scientist, politician and general schemer and contriver all in one. Schemer is not a good word, as in this instance the scheming must be all open and above board, for let it be known once that a drummer is not square and his sales will drop with a thud.

Added to this thing you must be a hundred other things, but the thing that you must be above all, above even a smooth talker, is a thorough business man. You must understand a man's business from his viewpoint if you are going to approach him with success. But the man who makes a good specialty salesman is in a position where the remuneration is highly satisfactory, so, after all, it is the best line in the profession.

My average annual commissions are \$5,000. I consider myself highly successful. Perhaps the average for good drummers of all kinds is \$2,500 per annum. I should place the minimum at \$1,200 and the sane maximum at \$10,000. Of course there are men who make more than this, but they are so exceptional they can hardly be classed as drummers.

As I have said before, I am entirely satisfied with the things that my profession has brought me. I am fairly well off, have a good home and family, and will never want for a position. While my experiences have not been as varied as many drummers I believe they have been quite typical and I believe I speak with a thorough understanding of the profession when I say it is a good business for the right man.

For the wrong man it is untenable. Firms will not stand expense accounts without seeing some orders to show for the same. The majority of the men carrying grips to-day are men who have a decided talent for the work. What that talent is I would not attempt to define, because each man who makes a success on the road seems to have it in a varied form. It is a composite talent, perhaps, and the young man who does not possess it had better not try to be a drummer. Leon Masters.

More Attention To Be Paid To Ostrich Farming.

For years ostrich farming has been one of the staple businesses of South Africa, of which country the largest living bird is a native. Now there are large farms in Florida, California and other places where the winter climate is suitable to the birds. One big flock is within the city limits of Jacksonville, Fla., and the summer breeding establishment is at Saratoga Springs, N. Y.

The stock of these farms consists of more than two hundred adult birds, ranging from seven to ten feet high, and weighing on an average three hundred pounds. Some of them tip the scale at more than four hundred.

When a pair of birds are mated they are kept in a separate corral, the pens being divided by a six foot passage to prevent the male birds from fighting. During the laying and hatching season the males become very fierce.

For a nest the ostrich merely scratches a hole in the sand about four feet in diameter and one foot deep. In this the hen lays one egg every other day until about fifteen have been deposited.

Up to the age of half a year the chicks grow at the rate of about a foot a month. Nothing grows so quickly as a healthy baby ostrich. After that the growth is much slower.

Every eight months the adult birds yield a crop of feathers. The small feathers are plucked out without pain to the birds, as they are ripe when extracted, and would soon fall off. The heavy wing and tail feathers, which are the most valuable, are cut off with scissors, the stumps being left in the skin. In due time these drop out. While being plucked the bird is confined in a small enclosure, with a long, narrow bag placed over its head.

Thus blindfolded, it rarely attempts to get away, but passively submits to the operation of being denuded of its feathers. The finest plumes come from the back of the wings and the tail. The male ostrich yields twenty-four fine feathers from each wing and as many more from the tail. Each of these feathers from a fine bird is worth from \$3 to \$15.

Striking an average as \$8 each it will easily be seen that each ostrich

gives almost five hundred dollars' worth of feathers every eight months. Some of the ostriches on the American farms are more than twenty years old, being imported African birds. The ostrich lives to a good age and never fails in its crop of feathers if kept healthy and clean.

Strong in Death.

"So Skorcher is dead."

"Yes, he collided with another automobile yesterday and—"

"Was instantly killed, eh?"

"Not instantly. He lived long enough to offer to bet that the other fellow's machine was damaged worse than his."

Only Seemed So.

"I manage to keep my boarders longer than you do," said the first landlady. "Oh, I don't know," rejoined the other. "You keep them so thin that they look longer than they really are."

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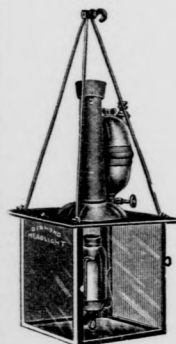
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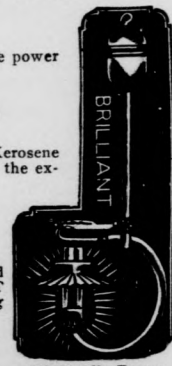
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Three Qualities That Give Millions to Their Owners.

Patience is one of the prerequisites of enduring and large success, whether in business, art, science or professional work of any kind. In business there are two kinds of successful men. First, the patient, steady worker, who builds up his business by slow degrees, is conservative, and can restrain himself by a wise prevision which looks ahead and can wait months, or even years, for profits that are sure to come. Such men are the builders of commercial empire, and here in America we know them by the name of "trust magnates," "railway kings," "coal barons," and so on. Second, we have the brilliant men of finance and industry, who are quick to see an advantage in the market, quick to seize it, and who may make a million or two over night. Such men we call "speculators."

The most conspicuous example of the first order of men are Rockefeller, Carnegie, Field, Armour, Pullman, the Goulds, the Vanderbilts, and so on, while of the second class the men whose names suggest themselves first are John W. Gates and James R. Keene.

The men mentioned are large ones of their type but they are types none the less, and you will find their counterparts in the entire range of business life from Gates and Carnegie down to the smallest clerk in their employ.

Americans have such lofty ideas of success that we all like to imagine ourselves worth a hundred million or so, even although we feel that we would be satisfied with one million—if we could only get it. And the purpose of this article is not so much to show how a million may be made as to point out a sure way by which it can never be made. In other words, I wish to show that the brilliant flash in the pan genius of business is, as a general rule, a failure.

The world, take it all around, seldom gives something for nothing. The flash in the pan business man, the fellow who wants to get rich quick, the individual who has not what economists call the prevision and self-restraint of the capitalist, may be flush with money now and then, but he is bound to be "dead broke" most of the time.

Steady profits mean steady service, and in business if you do not give steady service to the world the world will forget all about you. To put it tersely and plainly, the speculator picks up the crumbs that fall from the table of the real capitalist. The latter builds a commercial and industrial empire; the former follows the camp of the army and takes what is left.

Here is a story which illustrates the point to perfection, and, although the actors in it are not millionaires but ordinary men, they serve to show the working of the principle quite as well as if they were kings of Wall Street or heads of trusts.

The story begins about five years ago, when Smith and Jones were perhaps thirty years old. Both had been

advertising solicitors from their youth and both had been successful according to their own ideas of success. Smith was of the John W. Gates type—brilliant, quick, active in business as well as in pleasure, a good fellow, a boon companion, who, in any single piece of advertising soliciting, could outgeneral Jones ten to one.

A brighter man than Jones, he made more than four times the money Jones made. But he was active in pleasure, too, and he spent ten times the money that Jones spent. He drank, was liberal with his money "at the bar," enjoyed the races, had his clothes made by a \$50 tailor, and paid \$3.50 for his shirts. All of which accounts for the fact that he found himself one day in the city of Milwaukee—strapped. He owed \$15 at the hotel and hadn't a cent. Nobody in Chicago would send him money; everybody knew him.

But being strapped didn't bother Smith a bit. He was a wide-awake fellow and he strolled out on Grand avenue looking for an idea. As he passed a saloon window he saw a sign therein. The sign read: "Grand Annual Picnic of the Retail Butchers' and Grocers' Association at Bode-man's Grove, etc."

Smith stared at the sign and an idea entered his head. The date of the picnic was a week off. He hustled to the Secretary of the Association and asked him if he had sold the programme privileges.

"Programme?" asked the Secretary. "Programme? We ain't got no programmes."

"Good!" said Smith. "We'll have one. We'll whack up on it. Give me the privilege and I'll give you 25 per cent. of the net proceeds."

Now, the Secretary was not an advertising man and didn't know the value of such things, so he told Smith to take the privilege for a gift. In fact, he was immensely pleased at the idea of having a programme at all. Smith got his points of the day's entertainment, rushed to a printer, had a "dummy" made, that is, an eight page little programme with the "events" in the third page and the rest of it divided up into blank spaces for advertising. On the blank half of the front cover he marked in lead pencil the word "Schnitz," and a number of other names on other blank spaces. Then he hurried to the office of the Platz brewery.

"You must take the second page," he said to the brewery advertiser. "I'll let it go for \$50. The Schnitz people have the call on the front."

The Platz people closed the deal at once. Then Smith rubbed out the name "Schnitz" on the front page and hurried over to the Schnitz brewery.

"Platz has secured the whole second page," he said to the Schnitz people, "and the Tabst people want the outside back cover. But I wouldn't close with them until I saw you."

"How much do you want for the front and back covers?" said the Schnitz man.

"Hundred and fifty," said Smith. "Give you hundred even."

"Done."

Then Smith hustled off to the Tabst brewery and sold another page to them. Then he worked other big advertisers in the town for smaller amounts, of course, all the way down to \$1.

On the day of the picnic Smith collected his money and found himself "in" to the sum of \$350, and all in a week's work. He had a high old time in Milwaukee for about two weeks, and landed in Chicago with only \$50 left.

Smith's work in Milwaukee is a fair example of the keynote that dominated and still dominates his life. This man will never be rich.

Now, I was going to say that if Jones had found himself in Milwaukee in a fix like Smith's he would never have done the stroke of business that Smith did. But the idea is absurd. Jones would never get into such a fix, to begin with. Jones never stayed at a hotel without money in his pocket. He didn't drink, didn't play the races, wore nice, respectable clothing, shirts at \$1.50, and 15 cent collars. Result, he had money in the bank.

At the time that Smith found himself in Milwaukee without a cent and utterly unable to borrow a dollar from anybody, Jones had \$5,000 in the bank and was borrowing \$5,000 more to start the Advertisers' Guide, a weekly journal of which he had been dreaming and for which he had been scheming for years.

He secured the money, started his paper, and it was successful from the first. And now Smith is a solicitor for Jones' paper. He works on commission and still makes big money, which he spends as freely as ever.

But Jones is a rich man. He has paid back his loan, he owns his paper entire, and he lives in a fine, big house in a high toned suburb. Of evenings you will find Smith, gayly dressed, entertaining a crowd of gay friends in a high priced saloon-restaurant downtown, while you will find Jones reading his evening paper in the library room of his fine home.

George F. Tyrone.

Sentimentality is a simpering poetess; romance is a radiant young goddess.

High Speed in Germany.

Ever since the Berlin-Zossen tests demonstrated the feasibility of operating electric cars safely at a speed of 120 miles and even more the problem of utilizing this experimental knowledge has appealed to German pride and imagination. The result is that two propositions are now under consideration for the construction of a high speed electric railway from Hamburg to Berlin, a distance of 177 miles by the present steam route, which would be reduced to 155 miles by a new line lying over a region well adapted to such construction and traffic. One proposition calls for a single track, with a train dispatcher from either terminal every two hours and passing at the midway station of Wittenberg. This plan will require 520,000 passengers annually at \$3.57 each, the proposed rate for a uniform first class fare, to earn a profit above the operating expenses and interest on \$16,500,000, the estimated cost. The second proposition is for a double track road, and estimates are made on two speeds. To maintain a speed of 100 miles an hour, making the run in an hour and twenty-five minutes, the cost is placed at \$30,000,000, while to run at 125 miles the construction of the road would cost \$6,000,000. The latter proposition contemplates the running of trains of two to four cars, with a rate of \$3.57 for an ordinary seat and \$1.19 extra for a section de luxe, and would require 850,000 passengers yearly to be profitable in its operation.

Guesses at Life's Problems.

When a man is in love his salary ought to be either cut or increased.

Want and disease are important factors in life, but they have never inspired a work of art.

The man who can not amuse himself when alone must be dull company for anybody else.

Much time is wasted in reading books through when the opening chapters bore.

If a man has many enemies he either has done wrong or "made good"—sometimes both.

The most expensive thing in the world is to win a bet, because you have to celebrate it.

Manufacturing sorrow is one of the worst of sins.

We Ask You

to listen to what we say. The best dealers in the country find it pays to sell

New Silver Leaf Flour

We know that it pays us to manufacture this flour. The demand for it has necessitated several additions to our mills.

Muskegon Milling Co.
Muskegon, Mich.



How To Become a Good Shoe Salesman.

To become a success in any calling a preparation must be made to that end. Therefore, in order to become a successful salesman, acquire first of all a thorough acquaintanceship with the various lines you will be expected to sell; not a superficial or "working" knowledge, but one that will stand the test of close questioning.

Only the other day a customer asked a clerk in my hearing the name of a certain style heel, and he was silent. I afterwards told him that in going forward to become a successful salesman the candidate must not be deficient in ability to answer any possible questions concerning his wares lest the prospective customer otherwise might doubt truthful statements bearing on the sale, after finding him unfamiliar with common technical terms.

Next, if it is your ambition to become a shoe salesman, learn the place of everything; and if you have right to do with this arrangement see that it be systematically and conveniently planned. Be ready then to put your hands right on the article the moment it is called for; a hesitating delay is exasperating, and induces a doubt with customers whether you really know much about the stock and whether some other clerk more familiar with the stock might not serve them better. This certainly is a very unfavorable impression to start with. Yet I have heard customers rudely ask the floorwalker "to get them somebody that knows something" and complain outside that certain clerks could not find anything. "Is he lost?" was once querulously asked me, when a clerk dallied some time in hunting the required shoe, and the customer lost patience and was in no purchasing mood when the salesman reappeared.

The goods when shown should be in the "pink of condition," free from every speck of dust, and to help keep them in that condition is one of the first duties of a salesman.

Some customers are cranks, and even slight creases or an appearance of careless stock-keeping about the shoe inclines them against purchasing it. Cartons must be kept clean, or the dust will get on the salesman's hands and soil the shoe in showing. Guard against the petty foibles and do not show shoes that are soiled, crumpled or in an untidy condition. I know customers who would not have shoes that had been previously tried on. Little niceties mark successful twentieth century selling; everything is being put up in neater, cleaner and more attractive packages, and therefore sales thereon are larger and quicker made. People expect and want things crisp.

Be prompt in waiting upon customers, even if you are busy recognize

them with a friendly greeting and put them "at ease" until you are disengaged. See that no one goes out huffed, thinking "I can't get waited upon there and the clerks don't care," and do not give the impression that you have to be tipped before you will wait on a customer. Let no other occupation or duty be more important than that of waiting upon customers. Customers first, all else afterwards, should be the successful salesman's imperative rule, as unalterable as the laws of the Medes and Persians.

Avoid any such greetings as I knew a clerk always to begin with, "Do you want something good?" Don't ask too many questions about the kinds of shoes wanted or size or width. Judge your party, and begin by taking off the old shoe if possible, and learn the size, etc., therefrom, while you listen patiently, perhaps, to the same old story (if from a woman) that she wore No. 3's when she was married, or (if from the sterner sex) that he could wear 7's, but broke his toe or had his foot cut with an ax and now wanted 9's. It is a good beginning to get the old shoe off, going about it in a matter of fact way that will cause the majority to let you take off their old shoe before they are aware of your action.

Be careful as well not to confuse the mind with numerous styles. If you make suggestions give logical reasons and use rational language; put up a cogent argument. I know a clerk who still urges as a sole argument the expression, "It's the best you can git," with so much emphasis on the "git" that the customer generally "got."

Be accommodating; unlace and lace up the old shoes; show an interest in the deal; never permit indifference to spread over your countenance.

Do not let your mind go wool gathering either, nor indulge in side remarks.

Never laugh in the hearing of a queer looking customer, or one likely to construe such conduct as a reflection upon himself. I have seen a customer go out of a store like a shot without a word because a clerk laughed behind her back.

Be agreeable, don't get into a quarrelsome mood with customers, no matter how trying they may be.

Agree with them in contentions of no moment.

Don't deceive or force upon customers an improper size or width of shoe unsuited for the requirements or unsatisfactory to the customer. If you can not fit them properly and fully please them in style don't make the sale. It makes me mad yet when I think of a certain purchase which was absolutely forced upon me. The feet are sensitive members and an imperfect fitting shoe is a just cause for wrath and indignation.

A successful salesman is one that makes customers "keep a coming."

Be very particular in fitting children's feet. Many a time I get telephone messages from mothers stating that they have sent their children up to get shoes; they invariably end by asking, "Will you attend to it



SKR FEMER SHOE

Here is the
Very
Proposition
For which
You have
Been
Longing

An up-to date stylish factory line of men's fine shoes at popular prices. Fully protected and carefully guarded by the makers. A full line always carried in stock by us ready for delivery for your convenience. Don't wait, but write at once to

Michigan Shoe Co., Distributors
DETROIT, MICH.

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.

yourself?" because strict attention was always paid to fitting growing feet properly.

Cultivate the acquaintanceship of the trade; get on friendly terms with the members of your business world. You can pick up local happenings from the newspapers about them and theirs that will make, especially the farmer trade, feel at home in the store. This little amenity will give rise to such a flattering remark as I heard yesterday from an old customer: "I wanted you, but you were not in. It doesn't seem like getting shoes when you are not here."

"Don't waste time on a busy night; acquire the knack which will enable you to wait on trade quickly. The successful salesman must learn how to show a "big book."

In all the perplexities of selling be cheerful. Keep a stiff upper lip, and without importuning endeavor to sell by fitting feet properly; satisfying the customers' most exacting taste and placing on their feet as good shoes as they can afford to buy.

Be enthusiastic about your goods; believe in them and in yourself; exert no negative influence in thought, suggestion or action, and KNOW that you WILL sell the customer, and a sort of hypnotism will enable you to shoe the most obstreperous.

Your own appearance must be attractive—liquor, tobacco, etc., must be avoided.

Keep your clothing neat and your hands clean and your face mostly smiles.

Keep yourself at your best.

Use policy—all customers are not to be treated alike. Bend or relax, "be all things to all men," but always be courteous to rich or poor.

Avoid levity in speaking of your wares; show their good strong points in the strongest light, particular features of excellence should be dwelt upon.

In conclusion. Always endeavor to sell a better class of footwear. Upon shoes that are cheap a manufacturer allows a commission of 2 or 3 per cent., but upon higher priced lines 5 and 6 per cent. commissions are given. The successful salesman is on the quest also of an "increased salary," so learn while learning to sell "good goods."—Charles M. Wyman in Shoe Retailer.

Cement from Slag.

The proverbial American lack of economy is well exemplified in the fact that in 1904 upwards of 10,000,000 tons of blast furnace slag was produced in the United States, of which but 10 per cent. was usefully employed for cement making and road mending purposes. Yet in Germany Puzzuolani cement is now well recognized as a trade product with a good reputation for proper strength and hardness. This cement is produced by grinding and thoroughly mixing 85 per cent. granulated slag with 15 per cent. of lime hydrate. Slag is also largely employed by Portland cement manufacturers as a substitute for marl and limestone, and the claim that cement made with this addition is stronger than ordi-

nary cement is now recognized by authorities on the subject. New methods of quenching and granulating the slag as it comes from the furnace have further improved its qualities as a substitute for marl and limestone. It has been found that the rapid quenching of the slag produces greater binding and hardening properties in the product. By one method recently perfected two jets of water under a pressure of forty to eighty pounds to the square inch are projected, the first in line with the following slag and the second at right angles to it. The slag falls under the runner spout on the first stream of water and is carried by it in the form of a thin sheet under the second jet, which breaks up and thoroughly disintegrates it and quenches it.

Measuring With the Eye.

While I was in a clothing store the other day I noticed a man wad his fist up and throw it down on the counter, and about the same time the fellow behind the counter rushed up to him, carefully rolled his fingers up into the palm of his hand, clinched his fist and threw it down beside the other man's fist on the counter.

That was a way the clerk had of measuring the customer's hand for a fit in gloves. "But how can you measure a big fist with a small one?" I asked him after the man had secured his gloves and departed. "I know my number," he said, "and I can generally tell, almost to the dot, the difference between the size of glove I wear and the size that will fit some other man. My eye is so trained that I rarely miss it."

He was right, and proved it by calling the number of glove which fits my hand by a hurried glance at the hand, folded up, and put beside his on the counter.

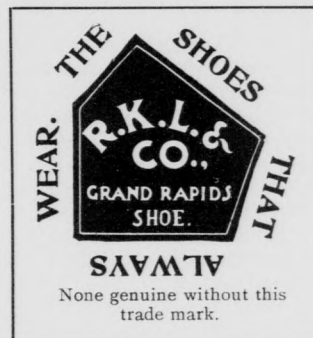
"You see," he added, "it is largely a matter of practice, and really nothing extraordinary about it. Some men, particularly military men, become experts in measuring distance by the eye. Other men are expert in telling the weight of certain articles. The expert shoe dealer can look at a foot and tell the number of shoe that will fit the foot. So clothiers can guess a man's waist and leg measurement by a mere glance, if they really know their business. The eye, in the long run, is more accurate than the tape we use, in measuring, because the eye will take a more general view of the hand, the foot or the body, while the tape simply gives us the inches one way and another." S. A. Brown.

The Best Tonic.

Ordinary sour buttermilk is a better tonic, is a better food than was ever bottled or boxed up by chemist or doctor. Many a farmer drives miles away to see a doctor, to get a bottle of pepsin or cod-liver oil, or beef extract, when at the same time he is feeding to his calves good, rich, nutritious buttermilk, a thousand times better for him than the stuff the doctor will give him.

You can not do God's work and walk your own way.

The Original and Genuine Hard Pan Shoe



Is a comfortable, right looking shoe for every-day wear. Made over a foot form last that is right. Will stand very extra hard wear in all seasons and at all times and places.

Made and sold only by

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

AND WE GO EVERYWHERE FOR BUSINESS



We do not claim

Banigan Rubbers

will wear forever, but we contend they will give your customers as much satisfaction

for the money as any rubber shoe made.

Satisfying customers is a matter of tremendous importance, for the influence of a single customer is as far reaching as the waves set in motion by casting a pebble in mid-ocean.

Banigans wear Best, are Best, and always will be Best.

BANIGAN RUBBER CO.

GEO. S. MILLER, Pres. and Treas.

131-133 Market St.

Chicago, Ill.

A Needle-Prick and What Came Of It.

Written for the Tradesman.

When the head of the house of Lovering Brothers began to chew matches the force in the front office felt that something very important was going on under that gentleman's mansard. At such times it seemed best on all accounts not to be too communicative and not to develop any tendency to anything approaching familiarity. In the present instance the match-chewing industry had been going on with increasing activity for a much longer time than usual and one day when the Brothers were settling down for an after-dinner smoke Lovering the younger, on seeking the match box and finding it empty, jocosely remarked that it looked as if the house would make money by investing a few dollars in a match factory.

"It's getting to be positively dangerous to walk anywhere in the office on account of the match-ends and if the insurance officers get wind of what is going on there's going to be a rumpus. What is it, George? Found a screw loose anywhere about the establishment and lost your screwdriver?"

"Screwdriver's all right, but I can not locate the loose screw. I've looked over the concern from beginning to end without discovering even a hint and yet somebody is profiting through our stupidity at the rate of several hundred dollars a year. I've been aware of the leak for some time and have been hoping that it would prove temporary and stop; but the fact is the fellow has been emboldened by his success and things are getting worse every day. Last month something over seventy-five dollars turned up missing and so far as I can calculate the amount will this month be a good deal more than that. The cashier is the man to look to for an explanation, but I might as well suspect myself as him. I am satisfied I know him; better than that I know his father and mother; best of all I've been in the boy's track for a good while now and a cleaner record I can't find. An idea has been growing on me; but I know that is due to an old prejudice and I'm not over-anxious to follow it up. Do you know anything about that man Raymond's antecedents?"

"No; but if that is what's troubling you I can tell you that you're off and a good ways off at that."

"I'm not ready to dispute you, but I'm going to use him anyway. Send out for him and when you are ready to let him go I'll take him in hand."

Soon after the office door opened and the man Raymond came in. A little under size with a tendency to make up in width what he lacked in height, he approached the desk of the junior member with a pair of legs a trifle short for the body they carried and covered with a pair of trousers decidedly too long; and if there was a thing John Lovering hated to see it was just that. The conversation in regard to him made the employers look at him more or less earnestly, but his were friendly eyes

and they saw nothing to unsettle the opinion long entertained.

Nobody with the wildest stretch of the imagination would ever call Lang Raymond handsome. In the first place his hair, if not red, would have better been that than the half-worked-molasses-candy color it had taken to itself. Freckles in blotches covered his face. A pair of weak blue eyes squinted from under thin eyebrows of discouraged yellow and they fitted fairly well into the ellipse which formed the horizontal outline of his face, strongly inclined to be Dutch. The nose of the plowshare variety with thin nostrils was wide at the base of the triangle, the apex of which hastened to lose itself between the eyes, while the mouth, with drooping corners, was, to say the least, expansive. Economy had not been lost sight of in the selection of the hand-me-downs he had on and these slouchingly worn did not add to his personal appearance.

The business at the first desk completed, the young man was requested to take the chair near the other. He did this with a look of surprised enquiry and the man at the desk was at once at work.

"Raymond, there is a thief somewhere in the store and I think you're the man to find him. The amount taken is not large and the pilfering has been going on for a long time. Still, I want the leak stopped. The rogue is cunning and you need not be at all surprised if you don't detect him. So far as I can I'll be on the alert in the office here and will be ready to help you in every possible way. Don't make any stir; if you do you will thwart your own purpose. Keep a quiet tongue in your head and your eyes wide open. Between us, I am confident we'll nab him and if we do there's going to be a very much surprised young man out there. That's all."

"All right, sir. I'll do my best;" and the newly appointed detective left the office.

"I'm not criticising; but do you think, George, it was the best thing to put Raymond on his guard, if you at all suspect him? He'll stop his stealing now and you are going to be no better off so far as cornering him is concerned."

"That's it exactly. If the stealing is stopped then I've got the thief and with him spotted the rest will take care of itself. Did you see him when I told him what was going on and did you notice his deep breath of relief when he saw he was not to be charged with the missing money. I'm pretty well satisfied that the fox is holed. He won't dare to stop the stealing and his schemes to avert suspicion are going to be amusing as well as profitable. Those weak eyes were never put behind those squinting lids for nothing, and already he has fixed on the fellow whom he is going to make responsible for the stolen money or I'll miss my guess. I think I know who the victim is, but we'll see."

It was natural enough that Raymond, under the circumstances, should go out of the office with at

least a slight elevation of the chin, and when asked what was up that he should answer, "Oh, nothing much," with an air which meant, "The dickens is to pay and I'm to straighten it." All day he went about heavy with deep thought with hardly a word to throw at a dog. Towards night he seemed to brighten up a little, enough at all events for the eyes to show themselves through the squinting lids. At 6 o'clock instead of having his hat handy where he could seize it on the first stroke of the hour and be off he loitered. The goods on his counter were put carefully away and not at all in a hurry he looked in at the cashier's window and with an, "About ready to shut up shop, old man?" assumed the attitude of waiting for the young fellow who handled the cash for the establishment.

There was the faint shadow of surprise on the cashier's face, but he put the incident down as an incident and the two were soon walking with the crowd on Sixteenth street towards dinner.

"Somehow, I feel hungrier than usual to-night and I believe I'll go over to the Home Dairy for dinner. Don't you want to go along?"

"Why, I don't mind; and if you say so we'll have a game of billiards after dinner and I'll take you over to the Broadway. 'When I was Twenty-one' is on and it's said to be immense. Is it a go?"

It was; and the dinner and the play after it proved so agreeable to the parties interested that strange

Ike the Iceman



Ike the iceman, who hustles the ice,
Is not the man to kick on price.
If for his money he gets a good thing,
His praises of it will surely ring.
That is the case with **HARD-PAN** shoes,
The cheapest and best of all to use.

Dealers who handle our line say
we make them more money than
other manufacturers.

Write us for reasons why.

Herold-Bertsch Shoe Co.,

Makers of Shoes

Grand Rapids, Mich.

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	Patent 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

as it seemed at first it became no uncommon sight to see Raymond and Wallace, the cashier, together and so taking in the sights and delights which the city afforded. Young friendship ripens rapidly and it was not long before Raymond would come to the store of an evening and wait for Wallace to square up his books. This brought the clerk on the inside of the cash window naturally enough and as Raymond was one of the familiar kind where he had a chance he did not hesitate as opportunity offered "to poke around."

The intimacy having been thus firmly established, Raymond found it a matter of pleasure and convenience to continue it, and when later on Wallace began to find trouble with his cash account he could not help wondering about it and wondering, too, how Raymond was constantly associated with the discrepancy between the actual cash on hand and what his figures said there ought to be. There was another strange thing that happened. Wallace was working over his books late one night, Raymond keeping him company, and when he came to count the cash on hand he found a difference of ten dollars, and what was much to the purpose he found in the drawer a new bill which he knew had not that day passed through his hands. This set him thinking and the result of it was he took the bill from the drawer and put it into his pocket.

For good reasons best known to himself he left Raymond at the restaurant door and hurried to his room. Once there with his door locked he took the new crisp bill from his pocket and looked at it as searchingly as bill was ever looked at. Even with a powerful magnifying glass he could detect no mark. Finally, holding it up to the light in the pupil of the statesman's eye whose portrait adorned the bill he saw the light shine through. Satisfied with that he betook himself to the home of his employer.

"Just in time for dinner, young man," was his greeting as Mr. Lovering opened the door. "We were just wishing somebody would come in to brighten us up a little, and you are just the one."

"I thank you heartily, but I must tell you at once why I have come at this unseasonable hour."

"We'll settle that later. In the meantime things are growing cold. We can talk and eat," and by that time the guest was at the table and the dinner was serving. "Now, then, young man."

"The fact is, Mr. Lovering, somebody is fingering my accounts. I have known it all along, but not until lately have I been able to centralize. I think now I have proof of what I'm going to say and I have brought it to you. Here's a new bill I found in the money drawer to-night. It wasn't there at six o'clock. You'll find it marked by a needle-prick in the eye of the portrait."

"Do you know how the bill got into the drawer?"

"I didn't see it go in; but the cir-

cumstances are such that I don't hesitate to draw conclusions."

"Out with 'em."

"Well, to tell a straight story for the last few weeks Raymond has been trying to be chummy with me. I have hardly been able to keep away from him. We have nothing in common and all of a sudden he seemed to be excessively fond of me. First it was the cigars, which I declined. Next it was the beer, which I don't drink. Then it was to the theater because he had an extra ticket, and then it was an invitation to what he calls a 'night out,' which I didn't accept. Then he got to coming to the office after office hours because he found out that I'm often there writing up the books, and so, in one way and another, he has kept pretty close to me.

"Well, he isn't my kind of fellow, anyway, and his manner set me to thinking. He seemed to be watching me and I concluded I'd watch him. I couldn't very well tell him to keep out of my room and there wasn't any real reason why I should tell him that he mustn't come to the office; but I'm as sure as I can be that the ten dollar bill was put where I found it by Raymond."

"Did he see you take it from the drawer and put it into your pocket?"

"I don't know; I suppose so; at all events, I've enough of this spying business and have about made up my mind to put a stop to it. So if you'll keep the bill I'll be obliged to you and see what else my dear friend has cooked up for me."

That's about all there is to it. The dinner was a good one, which the unexpected guest thoroughly enjoyed. While it was going on the host stepped to the 'phone and ordered some tickets for the opera at the Broadway, and after an evening of song, which the young fellow wanted to enjoy but couldn't afford, he went home to sleep the sleep of the honest and the just.

The next Tuesday evening when Raymond went for his week's pay he received it in the blue envelope which meant "discharged." Wonder and astonishment filled his breast until he found among the bills a ten-dollar bill with a hole in the portrait's eye.

"I'll be—!" was what he said; but he never called at the office of Lovering Brothers for any explanation. Richard Malcolm Strong.

Second Siberian Railway.

Despite the Titanic efforts of the Russian railway officials to move troops and handle the ordinary freight on the Siberian railway the stations are overwhelmed with immense masses of local produce awaiting transportation to centers of consumption, but doomed to ruin by exposure. Since the outbreak of the war 30,000 new trucks and 1,400 new locomotives have been added to the service, and on the single track locomotives are run day and night, the crews working in shifts. Naturally the engines break down and must be hauled back to European Russia to be repaired. The government has

finally decided to augment the carrying capacity of the road by laying down a second line along certain sections and building new lines in other sections. Three hundred engineers are at work on the surveys, with the expectation of completing the preliminary work by the end of March. The outline plans are for direct communication between St. Petersburg and the important industrial region of Siberia by a line from the capital to Vologda, Viatka, Perm, Yekaterinburg, Tyumen and Omsk, which will give a shorter route than the present line from Moscow to the Far East by 650 miles.

Overloads on Steam Turbines.

Where sudden and extreme load fluctuations in large power plants demand exceptional effectiveness for speed regulation of the prime mover and great capacity for overloads, while a high average economy must be maintained, the steam turbine is making headway as the ideal in its power to fulfill these conditions. The rotative inertia of the moving element acts automatically in maintenance of uniform speed of rotation

under wide variations in torque and avoids the necessity for heavy flywheels. The governor also is now a nearly perfect mechanism. In a recent test of the high steam efficiency of turbines on high overload capacities a primary valve controlled the inlet of steam up to the full load. From there on up to an overload of 100 per cent. a secondary valve was used as a means of control. Curves of operation in a number of tests show economy of the steam turbine is greatest at full load, but that great overloads can be carried by it if necessary.

Origin of the Maxim Gun.

Vanity Fair, in the letterpress accompanying its cartoon of Sir Hiram Maxim, says that he first thought of the Maxim gun by receiving a jar on the shoulder at the firing of an old rifle. "It seemed a pity that the kick should be wasted. Therefore he put the recoil to work in automatic loading and firing at the rate of a thousand shots a minute."

They who really pray for the poor find themselves saying Amen at their door.

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.

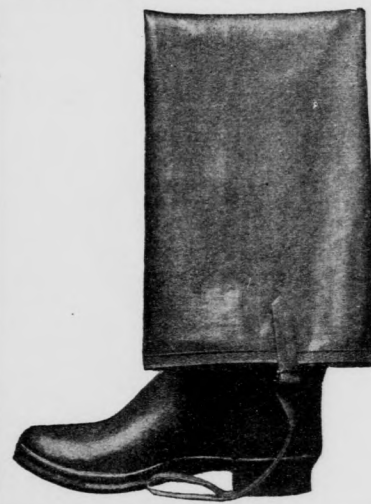
All customers who detail their fall orders with us by April 1st, '05, will get **right prices** and fair and square treatment.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH.



Boots Boots Boots

The time is approaching when you will need Rubber Boots.

Sporting Boots

Decide to buy the **Glove Boot** now and be ready when the flood comes. Discount 20-5-3.

HIRTH, KRAUSE & CO.

Grand Rapids, Mich.

AMERICAN GIRLS.**Their Characteristics and Opportunities for Usefulness.**

Written for the Tradesman.

The oak-and-clinging-vine age has passed and gone. Our girls no longer look anxiously into the future for the coming husband as the only hope. For many years a change has been slowly but surely going on in our American society. The results are startling and in many ways pleasing. Nearly all avenues to success are now open to women and they have shown themselves ready to grasp the opportunities. Our colleges have opened their doors to them and in the equal struggle with their brothers they have completed the course with credit and not infrequently carried off the honors.

Successful women are found in all departments of business and life looks wide and promising to the average girl. Good health, combined with a reasonable amount of talent and determined perseverance, insures gratifying results. One thing, however, should be constantly borne in mind: This is an age of specialties. Time was when one could have a superficial knowledge of several subjects or lines of business and be equipped for the future. That is no longer the case. This is, indeed, a "strenuous life" and must be considered in that light by all who would achieve success. It is impossible to escape the conditions and every girl who shirks the responsibilities does so at her peril. The trite remark that there is always room at the top was never so full of meaning as at the present time. We might further add that those who are in any great measure successful must stand at least very near the top.

Now, let us start with the proposition that every American girl should be educated in such a manner as to be self-supporting. This does not mean that she must always earn her own living but that she should be able to do so should circumstances require it.

The first step toward such an education should be to consult the individual taste. This is absolutely essential to success. Every girl has some degree of talent along some special line and an unfortunate decision at this point will be fatal. A natural musician would not succeed as a physician and an artist would prove a miserable failure as a business woman. The choice of a congenial special line of work should be made deliberately and wisely and from that time on kept constantly in view. Earnestness, thoroughness and perseverance will be rewarded in the end. If one has moments of discouragement—dark days—the thought of Margaret E. Sangster, our much beloved Dorothy Dix and many other noble women should furnish sufficient inspiration to fire the heart with ambition and a resolve to know no such word as fail. It is the continuous struggle that tests the character as few are so weak that they can not make a good beginning.

Let no one fear that such an education of our American girls will un-

fit them for the home life and make them the less useful and happy as wives and mothers. The home is woman's realm and she turns to it as naturally and surely as the flower to the sun. Nothing will tempt her from it when the "only man" appears and she will slip into her place as gracefully as though it had been her one aim in life.

The woman who has acquired this special fund of knowledge is better able to cope with domestic problems and order the affairs of her household wisely and, what is equally important, has a capital stock which nothing can wrest from her should adversity or failure be the fate of pater familias. Fortunes are won and lost in a day. The rich man to-day may be the poor man to-morrow. We have but to look about us to convince us of the truth of this statement. Many times during the past year have I thought of the talented young wife who with a sunny smile said to me: "I have often thought that if anything should happen to Charlie I could support Marjorie and myself with my music." Alas! something did happen to Charlie in less than two years. He not only lost his position and property but his honor as well and abandoned his family. The broken-hearted wife is now teaching music to provide for herself, her little Marjorie and another babe the Lord had sent her. A sad case truly; but it would be infinitely worse were she unfitted to support her little family.

Girls, only the Lord knows what the future holds in store for you. Be as light-hearted and joyous as the birds and butterflies during your youth, but at the same time have a definite useful aim in life, which will broaden and sweeten your characters and make you strong and self-reliant.

While the pathway of the American girl is strewn with great possibilities and opportunities, there are also dangers on every hand which should be avoided. One of the most threatening is the tendency to mannish airs, a loud voice and unladylike manners. Don't, I beg of you, stumble into these pitfalls. Coming in contact with man on an equal footing under all circumstances and conditions develops this tendency. Constantly guard against flippant airs and rudeness of speech and act. Nothing is more attractive in a woman, young or old, than a modest, quiet air. Cultivate repose of manner; and do not think that to be "full of life" you must be constantly in the foreground, that you must be conspicuous on all occasions. Be true and sweet and lovely and you will win the day.

Barbara.

Horses Against Steam.

Written for the Tradesman.

Away back in the days when there were only two railroads in Michigan there occurred a race of nearly forty miles between a span of horses and a passenger train, in which the horses won. The circumstances were related to the Tradesman's correspondent by an old gentleman who was in an early day a stage driver on the Detroit and Chicago turnpike and aft-

erward a hotel-keeper, well known along that thoroughfare.

The Michigan Central Railroad depot in Detroit was then near the present site of the city hall. A man from an Eastern State had stopped over night in the city and intended to take the morning train for Chicago, where an important lawsuit in which he was interested was set for the following day. As he came from the hotel and neared the depot he saw his train just starting out. There being no other road or train by which he could reach Chicago in time for his suit, he realized his desperate situation, and called out: "I'll give any man \$50 to put me aboard that train."

A liveryman standing near immediately volunteered the attempt. Two horses were quickly hitched to a

light rig and the two men started out the Chicago road (Michigan avenue) to overhaul the train. At every station which they reached on the way they found the train had just left. At Ypsilanti it was the same, only that it was still in sight. They realized that they were now on the home stretch and a few more miles would decide the race, as they had no time to change horses and the team would soon be exhausted. The horses were urged to their utmost speed, and when they stopped at the depot in Ann Arbor the traveler had the satisfaction of seeing his train pulling into the place from the east. He had time to settle his livery bill and was soon seated in the train, jogging along westward.

E. E. Whitney.

TEN STRIKE ASSORTMENT No. 2

Packed in the same boxes as Assortment No. 1.

A Display Tray with Every Box

Ten Boxes—Fifty Pounds

Old Fashion H. H Drops, Coco Buttercups, Molasses Pep Drops, Butter Waffles, Wine Drops, Double A Moss, Boston Chips, Fairy Kisses, Starlight Kisses, Lemon Sours.

Price \$6.00 per Case

It will double your candy business.

PUTNAM FACTORY, National Candy Co.

Grand Rapids, Mich.

We Assure You

Even the most epicurean tastes can find no fault with our line of confections. In fact, those are the very ones that pronounce them the kind they like. How is your stock now? Will be pleased to hear from you.

Straub Bros. & Amiotte

Traverse City, Mich.

No Great Amount

of thought would be necessary to cause you to buy

Hanselman's Candies

if you could see the line. They are put up in more attractive style and are superior in quality to any other line manufactured. Send us your name and we will send a traveling man to show you the line.

Hanselman Candy Co.

Kalamazoo, Mich.

Is the Trend of Modern Fiction Good?

Written for the Tradesman.

Modern fiction attracts more attention than any other class of literature. It is read in nearly every home in some form, and may be defined in many different classes.

The Sunday school stories picture the "perfect way" for children and young people. They teach them the good in life, and faith; also impress on them the different lives in the Bible, and show them the beautiful ways for them to live and the happiness which they bring. In no other way can children become so easily interested in the Divine Book as through the influence of the stories which are founded on it.

Then we have the fairy stories, which are craved by all youth as they rise from their A. B. C.'s. These are based on life and are filled with chantings and doings of a wise and good person called a fairy, an invisible being who always appears to help the good children when in need but who invariably defeats the evil ones. This teaches them the sweet, sublime lesson of obedience and kindness.

Then we take another step and come into the realm of the fiction written for the uplifting of all mankind. We find the journals with their short stories based on life, which are not only elevating but educational, for they picture all the periods of life from infancy to old age. They reap the harvest of their own planting. They warn us of the dangers we may be confronting, and we are given the privilege to choose for ourselves, whether it will be the making of our future or not, to go on and on in the right or to turn and pursue another course. Such fiction as this reaches and educates minds that could not be influenced otherwise, as they are not in a position to accept the more solid and deep literature, this being thrown aside.

While the different classes of modern fiction which I have named are grand and noble, there are still the evil classes, such as the novel which is full of love and romance, ushered into the home by the gushing school-girl. Her hours of leisure are spent reading this material, and her one wish is to plant herself in the realm of some tragic novel and be its heroine. We also find this class of literature in the home where the housewife claims it as her daily reading. She perhaps has three or four papers which are filled with only that which tends to place her in a discontented state, that which pictures no higher aim.

Then we reach out and grasp the youth's arm whose pockets are filled with blood-curdling detective stories and those of pirate gangs. Their minds become permeated with unwholesome ideas which induce them to imitate the daring robbers who, in novel life, always evade the law and come out victorious. They imitate, and in but a few years what do they become? Scoundrels and worse, murderers, landing in the penitentiary or on the scaffold, for in real life the clutches of the law are not so easily

escaped. By their course they fill the souls of their parents and other loved ones with the deepest sorrow that is known. They disgrace their fond parents and make their birth a curse to the world instead of a blessing.

It is the same with the tragedy love stories. They instil in the minds of girls and foolish women the unreal, the unnatural and impossible things, thereby throwing them into a discontented state.

But the time may come when all this wrong will be banished from our literature, leaving the remaining portion pure and honest. At least this is the aim for which the great minds are working.

Lucia Harrison.

Takes a Smart Man To Meet Competition.

A little coterie of business men had exhausted a discussion of the outlook for spring trade in groceries at luncheon the other day when the conversation turned on the subject of "knocking" and "knockers" in general and the difficulties that beset the path of the beginner in the field of salesmanship.

"In my opinion," said the head of the sales department of one of the largest grocery houses in the district, "there is less of a future for the novice in this business now than when I started on the road thirty years ago. A fellow at that time had fewer competitors than he has to-day and, while the field was restricted, at least competition was honest and on the level. Don't misconstrue the meaning of the word 'honest,' boys! I mean honest in the sense that everything was straightforward and above-board—no 'knocking' of your special line by the fellow from the other house. You didn't often go into the stores in the country towns and find that a rival in business had

left a trail of 'knocks' at the goods you had to sell in every store you entered. You offered the goods you had to sell on their merits, quoted lowest prices and sold on the persistent-argument plan.

"It wasn't necessary to explain to Jones or Brown that your codfish was not all hake or that your sardines were not packed in cotton-seed oil. No, you simply stated prices and convinced Jones that he had need for the goods—and he took them, if you knew how to argue. If he did all the convincing and showed you where he had bought similar goods from a competitor, you didn't 'knock' the other fellow's goods on the score of quality but you did—or maybe you did—offer better terms and made that dealer feel sorry you hadn't called first.

"When I left the road I was glad to do it. That was three years ago. The last year out I discovered innumerable things connected with my house and the sort of goods we handled that I didn't know before. Our goods were, as a rule, regarded favorably in most sections of the territory, but down in Charlotte one day I met a salesman for a Chicago house whose 'knocking' was frightful. After the first day I felt a good deal like a struggling poet who has canvassed all the publication offices unsuccessfully and is left with his ballads in the original roll. The goods I had to sell seemed frayed on the edges, had holes in them and were simply truck.

"The fact of the matter is," he continued, "the beginner in this business thinks he has to run down his competitors in order to make a success. He trades on the credulity of the small dealer and for a time may make a showing; but the small buyer, if he isn't stupid, 'gets on' and

in the end the 'knocker' gets all that is coming to him. To make a good salesman the novice should start out with a wholesome respect for the other man on the road, and this important attitude seems to be wholly lacking nowadays. A salesman's business is to sell goods. Anybody can give them away, but it takes a smart man to meet competition and get satisfactory profits.

"Too many men start out by giving away a portion of their commission to the difficult buyers in order to make a start. This is the worst thing a beginner can do for the reason that the buyer expects more rebate next time. There—I won't charge anything for this advice but, if you know any young fellow anxious to be a Knight of the Road, pass it along to him. It won't hurt him, and he may find it useful sometime."

The District of Columbia is not the only place where it is proposed to flog men who beat their wives. The whipping post, it is thought, is the closest possible approach to making the punishment fit this particular crime. It has appealed also to the Massachusetts legislators and a bill has been introduced in the Senate of that State which provides that punishment for any man "who beats bruises or mutilates his wife or any other female, unless by accident or in self-defense." The bill says that in addition to a fine of \$10 for each offense he "shall be lashed upon his bare back to the number of not exceeding thirty, by means of a whip or lash of suitable proportions and strength, by the sheriff or one of his deputies."

More good is done by dispensing good cheer than by giving away dollars.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

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.



The Undersuits, Hosiery and Knit Goods Market.

Current spring trading is notable in at least one respect—the rejection of garish patterns, alike in hosiery and underwear. It is probable that the new season will establish a record in regard to excluding outre effects. Such productions are now disdained to the extent of having lost caste even among shops not of the upper class. Flaunting designs have materially interfered in former years with the movement of artistic and harmonious treatments in fancies. Hence it is a matter of moment to retailers to realize that the tendency toward gaudiness has waned. Formerly haberdashers were compelled through force of circumstances to depend upon a relatively small number of wholesale houses for each season's stock of novelties. Those were the days when most manufacturers confined their mills to staple lines. Now, however, the producer whose output is of staple order exclusively is rare. The advantage accruing from extended sources of supply must be obvious to every intelligent mind.

Vivid stripings are conspicuously absent, being rated among the foremost in the out-of-commission class. Cadet cotton half-hose and ribbed motled grounds are winning the way. Some very choice specimens are shown in gauze lises, with spliced seams and re-enforced heel and toe. Features of these offerings are silk embroidered insteps and side clocks. Black and white shot effects, Oxford mixtures, extracted polka dots, blended cashmeres, embroidered fronts and geometrical formations all promise to develop strength. Aluminum spots on diamond (steel blue) grounds are in prominent evidence in novelty hosiery of foreign make. Several seasons have elapsed since lozenge treatments were the mode. Their present renaissance is, therefore, interesting.

Recent changes in underwear are so extensive that it is impossible to do complete justice to latest assortments in a brief description: Novia (flesh color) undersuits, both in unions and two-piece garments; Dresden, Coventry and other blues; vicuna woolen underwear in high colorings, and ranging from popular prices upward; full or semi-fashioned bright silk, in slates, tans and light blues; flat goods as well as unbleached ribs; balbriggan and super merino single-piece suits; fancy silk-striped Shetland merino and silver grey cashmere. In addition, much concern is manifested in linen and mesh suits, and jean and nainsook (featherweight) knicker drawers and sleeveless coat shirts. These latter are also made in regular lengths.

Leading sellers in fine half-hose embrace mercerized plated, in pleasing combinations; mixed grounds, with embroidery in genteel contrast; self hand-embroidered, in solid color-

ings; mastics, buffs and pongees, in strong variety; fine gauge imported wool, retailing up to \$2.50 a pair; granite merino, with delicate clockings; small, neat embroidered figures on eggplant grounds. Tans are favorably regarded in many directions, while lace half-hose are winning but scant attention. Covered lises are claiming much recognition in certain quarters, but discriminating buyers seem to prefer fashioned goods. The ankle bracelet ornamentation appears destined to rank as a fad of a season, pure and simple.

The range of tone in the better grades of half-hose suggests inspiration derived from the dress goods rather than the cravat world. Naturally, and dating from 'way back, ideas for tints in women's gloves have been furnished by ruling shades in textiles. To-day fashion requires a lady's hosiery as well as handwear to correspond in hue with her dress fabrics. The plan of adopting this general color scheme in half-hose is based upon the theory that no more dependable channel is available to serve as criterion of the vogue. As half-hose lines include the chromatic variations reflected in approved costumes, no risk is involved in buying liberally.

Scotch wool knit handwear justifies the big volume of orders that are placed daily. Nineteen hundred and five's summer will bring the most pleasing array of original conceptions in bathing and swimming suits in the history of that industry. Samples are in course of preparation, and will be ready to submit about mid-February. Many important changes in the shaping of sweaters, guernseys and jerseys are in formation, and the garments will soon be advanced sufficiently to be shown to the trade by the makers.

What are called bourgogne (burgundy) and Vatican red are two new and winsome shades in half-hose for spring. Lace goods are meeting with some demand in the South and West, especially in dove, olive, grey, slate, beige, tan and cadet. Broadly speaking, Jacquard verticals, mode mixtures, plated grounds, and simple clocks lead in favor. Greys are again pressing forward, although tans also command approval. For golf greys and heather mixtures are endorsed.—Haberdasher.

Deliver the Goods or You Are a Failure.

Herbert Whiteley, the great London merchant who has built up a business amounting to millions, went up to London, a poor boy, with no other capital than determination to win. He saved his small earnings and opened a little store in a thickly settled district. There were already many other small stores in the neighborhood, and none of the shopkeepers was earning more than a bare living. The prospect was certainly not alluring, but young Whiteley saw his opportunity.

Gradually it came to be said in his neighborhood: "If you can't get it anywhere else you are sure to find it at Whiteley's." He became known

as the shopkeeper who never failed to fill an order. Later, when his business had grown to prosperous proportions, the same care was exercised. Whatever the order, however great the difficulty, however small the immediate profit, it was filled.

A practical joker sent one day for a pint of fleas. Certainly this was difficult. Whiteley was consulted. He said: "Execute the order at once." Messengers were sent in haste to every zoological garden, and to wild beast dealers begging them to "rob the monkeys and any other animals whose coverts were so well stocked with game, and to deliver the captures." By night he had received half a pint of fleas. He sent them to the customer, explaining that, as the order had been for a pint of live fleas, he could not completely fill the measure without endangering their health.

At another time an order came in for a "second hand coffin." This was still more difficult, but Whiteley, the resourceful, called to mind an eccentric old fellow he knew who had kept his coffin ready for the emergency for some years, until, on his marriage, his wife had objected to it and had insisted upon disposing of it. Whiteley sent for the coffin and delivered it to the customer.

These extreme cases but illustrate the importance he put upon the prompt and exact filling of orders. This trait in his character is largely responsible for his monumental success. It is the keynote, as well, of

many another's successful achievement.

Never fail to respond to every demand. Never say you can't do what is asked of you. Never say, "I'll try." Say rather, "I will." There must be no "I regret to report" in the business man's experience. Do not satisfy yourself that you have a good excuse, for there is none adequate; you must deliver the goods.

A correspondent said to his employer, regarding a transaction which

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.

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.

was being handled by mail: "They write a nice letter about it—"

"But did they come to our terms?" broke in the employer.

"No."

"Then you've failed. Your aim is not to secure courteous treatment but to get the business."

The successful man says, "I'll find a way." If one way is blocked he tries another. He never gives up until every resource is exhausted.

A man never positively knows his opinion on a subject until asked to express it, and in the process of expression his opinion is formed. So it is in deeds; he does not know what he can do until he tries, and in trying he learns how. Power is gained by the use of power. Experiment teaches us we have no imitations. We can go as far as we attempt to go. We can fill every order, if we will.

A man is always conquering or being conquered. If he does only the things he has learned to do, and can do without effort, he is conquered. If he constantly accepts new responsibilities and attempts new feats he is forever conquering, and the strength from each victory gives him added strength for the next combat.

A young man wanted to study the political methods of one of our statesmen. He made application for the position of private secretary.

"Will you be able to read my proofs?" asked the politician.

"Yes," promptly responded the man.

"Then the position is yours. You are the first one of twenty applicants who could undertake proof reading."

The young man had never seen a proof character; but he went straight to the public library and searched out the needed information. He sat up all night studying the meaning of each character; and the next morning he went to the shop of a printer and borrowed some galleys to practice on. He read proof so assiduously for the next few days that when he entered upon active service he was able to handle the work in a perfectly satisfactory manner. He had filled the order, that was all.

The other nineteen applicants are probably still fitting their known abilities to positions which require no additional resources, no unexpected orders.

A young woman desired a position as teacher in a private school. She was told she would be obliged to teach physiology. Now, it so happened that she had never studied the subject. This was the only hindrance, but she made up her mind she would conquer the obstacle and she accepted the position. She procured the best books on the subject and studied closely, managing to keep well ahead of her class. Her consciousness of weakness was a spur to constant endeavor. The result, her class in physiology was her most successful work, and she became special teacher of physiology and allied sciences.

The world cares not how you manage to fill the order, the only point is to fill it. It doesn't matter to

the man who sends for a steam shovel whether you are stocked up with steam shovels, or go out and buy him one. All he wants is the shovel, safely delivered.

Montgomery Ward started his gigantic mail order business by filling small orders promptly and to the letter. He had come to Chicago from a country town, and had gotten a position as salesman in a department store. He had an idea. Why not sell by mail to out of town customers? He got up a list of articles which his experience in the country told him were often difficult to procure at the crossroads store, and had a small circular printed, quoting their prices.

The orders came in, a few at a time, and afforded hardly profit enough to pay for his printing. He filled them during his lunch hour at noon. He kept this up until the business grew to such proportions that he gave up his position as salesman and devoted all his time to it. But to begin with, he had only his idea.

Many a man thinks he is tied to a routine grind which allows no time for, his development; but every man has his noon hour and his evenings, and this is all the time Montgomery Ward had.

A man who would become his own master must first master his situation. If he can not do this, then freedom from the restraints of routine work would only serve to throw him upon a sea of difficulties, where his light craft would be sure to meet disaster.

If your purpose is your very life you will select the right things for its accomplishment. You will allow no obstacle to hinder your reaching the goal. You will remember that routine work can be done by any one, but it is doing the unusual thing, meeting emergencies, filling the unexpected orders, and having your brain power right on tap that mark the unusual man.

Educate your brain to think quickly. In solitude, oftentimes, we hear the order. It is our subconscious self telling our active self what must be done. As we go out among people the message is submerged by the clamoring of the world's voices. If we let it be drowned entirely by this petty chorus, our time will be spent in filling other people's orders. If we listen always through the clamorous noises for the one voice, our lives will express our highest capabilities.

Direct your own life. Carry the thought that you alone are a dominant influence; that all else is trivial and to be subdued. Present yourself fully and entirely to the world.

An old colored man told his employer that he was going South.

"What do you want to go for, Washington?"

"I've called to a church down dar."

"Called to a church! What are you going to be?"

"I've gwine to be sumfin'. I dunno whedder I be de pasture, or de sextant, or de vestureman; but I've gwine to be sumfin'," he replied. And his simple faith would do well to follow. Obey a call at all hazards. Be something. A. S. Monroe.

Whatever Fashion Dictates



You are certain to find in

"Clothes of Quality"

before in any other make.

Coupled with a certain individuality and dash—right in style and fit—that is why they are sought after by stylish dressers.

No clothes their equal can be sold for the same price.

Try them.

Sample Garments Gladly Sent

M. Wile & Company

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

MADE IN BUFFALO

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.

THEY FIT

Gladiator Pantaloons



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

STANDARD OIL METHODS.

Dispassionate Review of the Tarbell History.

Few luxuries are greater than to give way to righteous indignation, and the prosperity of the wicked has from the days of Job afforded the chief opportunity for this indulgence. We are all secretly conscious that our merits are not fully appreciated, nor our deserts properly rewarded, and we are only too ready to believe that great success is attained by evil means. The man who has to support a family on a dollar a day thinks it unjust that his employer should have ten dollars, and his employer is quite sure that no one can honestly earn a hundred. When it comes to incomes of a thousand dollars a day, the condemnation becomes general, and the richest man in the country is the object of universal execration.

The Tarbell book seems to be written for the purpose of intensifying the popular hatred. The writer has either a vague conception of the nature of proof, or she is willing to blacken the character of Mr. John D. Rockefeller by insinuation and deduction. She undoubtedly knows her public, and it is unfortunate, from the dramatic point of view, that Mr. Rockefeller has been caught in no worse crimes than underselling his competitors and getting rebates from railroads. When we come to look into the matter, we find that the directors of the Standard Oil Company did not, as is commonly believed, conspire to blow up a rival oil refinery in Buffalo. But this does not discourage our author. A still did explode, or come near it, and there was a trial on a charge of conspiracy. A whole chapter is devoted to this episode, on the ground that it illustrates the evil results of the "Standard policy of making it hard for a rival to do business," and shows the judgment to be expected from a hostile public. The public "read into the Buffalo case deliberate arson." It refused to admit that there was no evidence of the guilt of the Standard Oil directors, "but demanded that they be convicted on presumption." The inference to be drawn from this chapter by the ordinary reader is that, while Mr. Rockefeller perhaps did not personally blow up the still—it is not clear that any one tried to—he would probably not have grieved had the attempt been successful if it had been made; and that he is at all events no better than he should be.

His depravity appears again in a transaction with a widow whose husband had left her a refinery in Cleveland. This property the widow had offered for sale to another party at a price considerably less than Mr. Rockefeller paid for it two years later, which price Mr. Rockefeller avers was 50 per cent. more than the property was worth. He states, indeed, that the works for which he paid \$60,000 could have been replaced for \$20,000. He avers further that when the widow told him that she was afraid of the future, and especially that she could not get cars enough to transport her oil, he offered to lend

her his ears, or do anything else in reason to assist her. As she still wished to sell, Mr. Rockefeller's agents attended to the transaction. It is asserted by the seller that Mr. Rockefeller had told her that she might retain some of the stock in the company, a promise repudiated by his agents. The widow wrote to him at once in complaint, and the day after he received the letter Mr. Rockefeller replied to the effect that he had understood her to prefer to receive the whole price in money, but that if she wished stock she could have it, or that he would, if she chose, return the property. When this offer was received the seller declares that she had made such arrangements that she could not conveniently accept it, and indignantly threw the letter containing it into the fire. This transaction is represented by Miss Tarbell as taking a deep hold on the public sympathy, and as contributing to make the superstitious fear of resistance to Mr. Rockefeller almost insuperable. It is undoubtedly true, Miss Tarbell concedes, that this widow was not obliged to sell out; nevertheless, "she gave up her business to avoid ruin."

It is a matter of public notoriety that Mr. Rockefeller is offensively reticent. The most enterprising reporters can not induce him to talk, and his perversity is so well known that the most unscrupulous do not dare to invent "interviews." Miss Tarbell complains of this exasperating taciturnity, although she tells us that the officers of the Standard Oil Company have offered her every assistance and discussed every episode in its history with her; but she has hit upon a simple and ingenious method of defeating its odious purpose. It is only necessary to attribute certain cruel and hateful intentions and sentiments to Mr. Rockefeller, and then to express them between quotation marks. This imparts crispness to style, and the ordinary reader may be trusted to be careless enough, or prejudiced enough, to carry away the impression that he has heard the monster's ipssissima verba. But a careful study of the records made by any one who is able to distinguish assertion from fact does not make it clear that Mr. Rockefeller ruined all his competitors. He seems to have usually bought them out, representing that they were in danger of being beaten in the race, and to have advised them to become partners in his concern. The Standard Oil Company, like the railroad companies, has exercised a kind of eminent domain. In order to systematize a business conducted with frightful waste, property was condemned; but the owners received compensation.

Another rhetorical device is personification. In impassioned, if turgid, language a desperate struggle is described between the powers of evil incarnate in the Standard Oil Company and the powers of goodness appearing in a metaphysical entity called the "Oil Region." This being, it appears, loved virtue for its own sake; it believed in independence and

fair play; it hated rebates and secret rates; it hated, but it also feared, its adversary. Very eloquent appeals for our sympathy with this generous being are made; but when we descend to the concrete our feeling cools. The "Oil Region" means a number of men engaged in the wildest kind of speculation, many of whom proved themselves willing to engage in every kind of wickedness of which the Standard Oil Company was accused. They conspired with one another and with the adversary. They accepted secret rates and rebates when they could get them; they sold out; they limited production, they put up prices by combination, they destroyed the property of their rivals, they violated their agreements; and all these sins are attributed to them by Miss Tarbell herself. She tells us of a man who confessed that he had been stealing oil for two years from the Standard Company, and who was found innocent by a jury, the verdict being approved by the Oil Region. The blame for this apparent lapse from virtue is laid upon the victim of the theft. The hideous mien of the monster had been seen too oft; the iniquity of the Standard Oil Company was contagious; and the Oil Region might say, like the French deputy to his constituents, "So intense was the corruption that even I did not altogether escape."

Men who can remember the discovery of petroleum will smile at the suggestion that the early producers and refiners were of different stuff

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from what is to be found now in a mining camp. Miss Tarbell tells us that they counted on profits of 100 per cent., and had no conception of economical production. They spent their profits as fast as they got them, and when the price of oil fell they denounced every one but themselves. The managers of the Standard Company seldom made such profits; they certainly did not spend them. They paid moderate dividends, and put surplus earnings into their property. They displayed very great skill in carrying on their business, and it is by no means incredible that their good management resulted in economies that were equivalent to a large profit. One of the best chapters in the book is that on the legitimate greatness of the company; and, although the particulars are inadequately given, enough is told to show that ordinary competitors could not possibly have succeeded even if their great rival had been indifferent. Yet it is true that there are and always have been independent refineries and pipe-lines. Miss Tarbell accuses the Standard Oil Company of many odious practices in the way of underselling and espionage. That such practices are odious is true; but competition is necessarily odious. Competition means that A will try to sell to B's customers, and B to A's, and the only escape from conflict is in combination. It is absurd to represent "Standard Oil methods" as peculiar.

In one sense this book is a history. It tells us profusely what was said, what was believed, what was suspected, what was charged. It repeats to a tedious extent and adopts slurs, insinuations, slanders—possibly sometimes perjuries. But as to what was done, the record is imperfect. The great matter involved was the transportation of oil. The managers of the great railroads, in the seventies, were engaged in desperate competition. They apparently lied to one another and to their customers. They broke their agreements and granted all sorts of rebates in order to get business and to keep it from being diverted from them. Deplorable as it was, the managers of the Standard Oil Company were compelled to fight the devil with fire. If they had not obtained special rates, they would have seen their business pass into the hands of rivals who were less scrupulous. A vast mine of wealth was suddenly disclosed, great fortunes were to be made, and it was a question who should make them. Had the men who made the Standard Company never existed, other men would have done what they did, with perhaps equal gain to themselves and perhaps less gain to the consumers. It was a condition and not a theory that confronted the oil refiners, and they met the condition as best they could.

The theory of rates on which Miss Tarbell bases her denunciation is altogether untenable. She labors under the impression that rates are equal, just and fair only when the charge for carrying a barrel of oil is the same proportionately as that

for a carload or a trainload. She tells us that in 1872 Mr. Rockefeller shipped daily from Cleveland to New York sixty carloads of oil. By moving these cars in solid trains the time for a round trip was reduced from thirty days to ten days, the number of cars needed was reduced from 1,800 to 600, and the investment in cars from \$900,000 to \$300,000. To charge the same price for transportation which costs less is not to maintain equal rates; it is to discriminate in favor of small shipments, to furnish a service which costs more at the same price as one that costs less. Until this truth can be beaten into the heads of the public the various nostrums which are presented to Congress will continue to embarrass the country, and to arouse expectations that will surely be disappointed. To determine the actual cost of carrying any commodity is literally impossible; to define precisely what rates are "equal" is beyond human capacity; and to fix rates from Chicago to New York and Philadelphia that will be accepted as fair by both cities and the rest of the country can be done neither by the Inter-state Commission nor by all the courts that now exist or can be hereafter constituted.

We have dealt with this book at length, not because it is to be taken as serious history or because Mr. Rockefeller and his associates are in want of sympathy, but because it is desirable to protest against attempts to treat grave problems sensationally. To stir up envy, to arouse prejudice, to inflame passion, to appeal to ignorance, to magnify evils, to charge corruption—these seem to be the methods in favor with too many of the writers who profess a desire to reform society. They will not accomplish reform in this way, but they may conceivably bring on revolution. They are doing their best to stir up hatred and to excite bitter feeling. They propose to educate the people by unfitting them for calm judgment and rational enquiry. We need reforms badly enough, but we shall not get them until we have an electorate able to control its passions, to reserve its condemnation, to deliberate before it acts. When that time comes, a railing accusation will not be accepted as history.—The Nation.

Ostrich Racing.

When a dealer goes to an ostrich farm to buy a bird or two he selects the ones he wants by racing them. He chooses two or three he likes and these are ranged in line and shown a bunch of figs. Then the man with the figs goes a quarter of a mile away and the ostriches are started.

It is quite thrilling to see them with their long bony legs covering the ground at an amazing rate. The one who wins seems to enjoy his victory and if he is much ahead of the others eases up towards the last and reaches the goal at a walk, perhaps.

The dealer buys the winner, as the fastest is also the strongest.

Whatever is right—where God is.

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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:

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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

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

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SAVED THE DAY.**By the Conservation of Mental and Physical Forces.**

There have been times in the lives of most men of finance when the great work of a lifetime tottered and when only the exercise of coolness and the power of conserving all mental and physical forces in one great effort have saved the day.

When, in 1875, the schemes that John D. Rockefeller had laid for monopolizing half the oil business of the world were trembling in the balance between success and failure there were three weeks when he walked the floor night after night speechless. He was fighting the ruin which seemed to be closing in around him.

It is said that his wife exclaimed, during the crucial hours of the great battle: "I wish John would go bankrupt, for then he would get some sleep."

He did not do either, however, but put the best efforts of his life into those three weeks, and, as all the world knows, he won the victory.

The study of how men rise to the occasion in such a crisis necessarily loses by being retrospective, as the danger is usually unsuspected by the outsider until it is over. The dramatic potentialities in such business deals have to reshape themselves afterward in the minds of those who read of them.

An instance in which the chief actor in a money drama played a great part with such repression that it was at first hardly appreciated was seen

when they "went after" James J. Hill in Wall Street soon after he went East.

Laying his plans to secure control of the railroad interest by first quietly taking over the Burlington, and then while that was attracting attention to effect his further purchases of Northern Pacific so that the transaction was lost sight of was the sequence of events which led up to the tremendous shock which Hill withstood when "the Street" caught on. Northern Pacific made its phenomenal jump and he lost millions, but he kept cool, and even in the deadly hour of panic never lost control of himself.

Said a man who saw him on the morning following the great day: "It was early and the effect of Thursday's stock miracle was uncertain. Seated in his private office, a plain room modestly furnished, it was difficult to conceive that this quiet man, speaking in a low, soft voice, taking time to deliberate quietly as he talked, could be one of the commanders in the great money battle that had been fought only a mile away. There was no evidence of his alleged importance in the speculative fray. His desk was a miniature affair for a man reputed to be conducting a gigantic Wall Street deal. In fact, Wall Street seemed a remote feature of Mr. Hill's immediate affairs.

"I am always at my office by 10 o'clock in the morning," he had said to me previously when I had proposed an interview.

"But you must be so busy; you must be rushed to death," I said urging him to name a specified hour when he could see me.

"Not at all; I am not busy. This is an erroneous idea. I am not working any harder than usual."

Through it all Hill showed the reserve power which he has evinced throughout his life, and it not only averted and concealed the losses for him at this critical time but enabled him to wait quietly in the face of departing millions for principles in which he believed to assert themselves.

"The great public is permanently interested in the railroad end of a railroad and not the Wall Street end," was the answer that he made to the attacks.

One of the most notable cases on record where a man won his cause through the exercise of sheer pluck was when H. C. Frick was shot down by the anarchist Berkman during the Homestead riots. Whatever may be one's opinion as to the justice of his cause, his nerve must arouse admiration. It was a time of great political excitement and party managers brought the greatest influence to bear on Mr. Frick to get him to agree to the terms demanded by the men. He had answered some of the requests by the remark: "If the President of the United States and his entire Cabinet, and the Republican National Committee and Andrew Carnegie in person should come to me and ask for peace I would not yield an inch. I shall fight it out if it takes all sum-

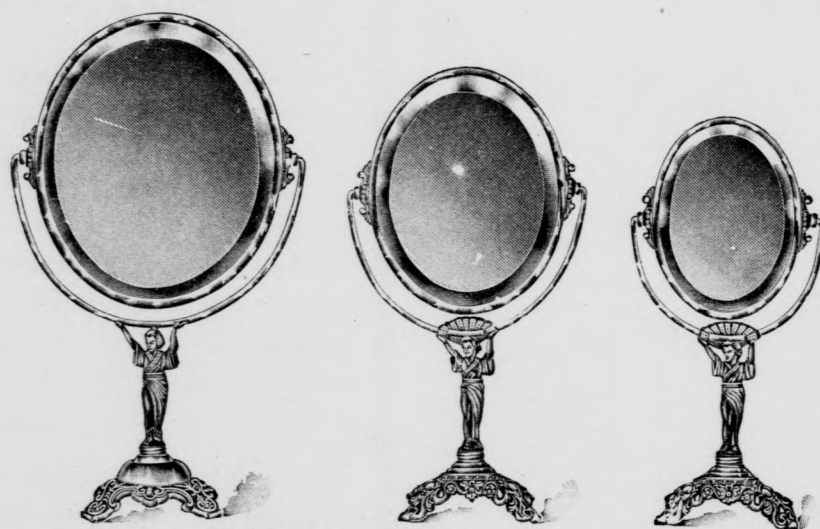
mer and all winter, and every dollar I have in the world." Then came the blow that struck him down physically and more than promised to defeat his ends as well.

Berkman strolled into Mr. Frick's private office and shot him. Frick turned upon him and in spite of the stabs which the man landed grappled with him until help came. When he had been helped to a sofa and the man overpowered, Mr. Frick's remark was, "Turn that man around, I want to look at him." The speedy end of the strike was predicted. From his bed for two weeks, however, Mr. Frick directed its course, thinking of nothing else until he had won the strike, although for the whole time his life was despaired of.

Another instance of his nerve and promptness in meeting the unexpected was in the beginning of his break with Andrew Carnegie. Mr. Frick had organized with Mr. Carnegie the H. C. Frick Coke Co. Mr. Frick became the official head of the coke concern. He and the managers of rival coke companies had formed a syndicate which regulated the prices. One day they were in session and had just agreed on the price to be charged for the ensuing month, when John Walker walked in. Mr. Walker held a leading place in the Carnegie Steel Co. and was Mr. Carnegie's right hand man. He and Mr. Frick were not friends, and so the latter looked up when he entered and said coldly:

"Mr. Walker, are you aware that this is a private business meeting?"

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"Oh, I know that," Mr. Walker replied, "but I don't suppose you will object to telling me the price coke is to sell at, will you? You know my company uses a great deal of it."

Mr. Frick made no response, but one of the others told Mr. Walker that the price was \$1.50 per ton.

"I am sorry," Mr. Walker said, "but Andy Carnegie says that the price that the H. C. Frick Coke Co. will charge, beginning to-morrow, is \$1.15."

There was a moment's silence after Mr. Walker's departure, and then Mr. Frick resigned the presidency of the coke syndicate, remarking:

"Gentlemen, I have nothing else to say. You have just heard what the worthy representative of the majority stockholders in the H. C. Frick Coke Co. said." Then Mr. Frick left the room and went to Europe without notifying Mr. Carnegie. He returned to America only when Mr. Carnegie sent a friend after him and apologized.

A late instance of promptness in taking hold of the situation, and of great resources in execution, was seen when President Francis decided in a day upon his trip to Europe in the interests of the World's Fair. That his spectacular and triumphal course through Europe was undertaken because of the exceeding danger that menaced the success of the undertaking was not then known. The lethargy of European countries in regard to exhibits had reached a point which made those upon the inside realize that the fortunes of the great fair hung in the balance. Without their greater co-operation the chance for success was nil, and the knowledge that it was not forthcoming came at an almost fatally late date. It was then that President Francis with his characteristic promptness decided upon his wonderful trip. The great results which he accomplished in the little time allotted to him were the result of an almost phenomenal concentration of ability.

Perhaps one of the most dramatic of perilous situations was one in which the precipitation of the panic rather than its resistance was the only side shown up to public view. In this case Hetty Green held, or seemed to hold, the fortunes of a great house in her hand.

A year or so before the death of Collis P. Huntington, the railway magnate, Mrs. Green's grievances against that power in the financial world reached a point where she must have revenge. At this time Mr. Huntington was borrowing money freely with which to carry on some large deals that were still several weeks short of their culmination.

Hetty Green knew this. She also knew the bank where most of Mr. Huntington's loans were negotiated. She began depositing in that bank, and within a short time her balance amounted to more than \$1,600,000.

One day when she had satisfied herself that Mr. Huntington was still borrowing and that his big deals were still in a ticklish stage, she called on one of the officers of the concern.

"Mr. Stewart," she said, "I've come to get my money."

"When do you want it?"

"Now, if you please. And I don't want a check. I want it in cash."

"But, Mrs. Green, this is unusual. It is the business of a bank to loan money, not to keep it piled up in its vaults. A million and a half withdrawn without notice—well, it is just a trifle out of the ordinary. What is the matter, Mrs. Green?"

"Well, Mr. Stewart, I am an old woman. I am feeling uneasy. I hear that you have been making some doubtful loans—"

"Not a word of truth in it, Mrs. Green," interrupted the banker. "Every one of our loans is gilt edged."

"But I am uneasy just the same. I can't help it, Mr. Stewart. I want my money in cash, please."

"Is there no other way?" The banker was beginning to perspire.

"No, it may be all right, but I'm uneasy. So give me my money—no check, please. Let me have it in cash."

Hetty Green got her money on the spot.

Another messenger was dispatched post-haste to Mr. Huntington's office. During the next hour there was tremendous excitement in financial circles over the rumors that Collis P. Huntington had gone to smash. As a matter of fact, he probably never had a narrower escape.

G. R. Clarke.

Perils of the Auto Race.

Not only is there a peculiar sensation felt when swinging about a turn, but there is also what may be called a temptation to commit suicide. It is something similar to the inclination that comes to throw one's self over the edge when standing on a bridge or a housetop, and it has to be fought against the same way.

I refer now to the impulse to steer the machine toward the outer fence when rounding a curve. If the impulse was yielded to ever so little, the machine and driver would hurl into

the fence and into the trees or the crowd in a jiffy. Every racing man with whom I have talked intimately has this same temptation.

It comes because when turning toward the pole to hold the curve of the track you feel as if you surely are going through the inside fence unless you turn away, and there is a constant fight with one's self from steering out from that inner rail.

Another peculiar fact about driving a machine around the turn of a track is that it is the inside wheels

of a car which leave the ground. Apparently this is not generally appreciated, because I have seen drawings of a racing machine in a curve in which the driver's assistant was represented as hanging out on the right hand side of the car, next to the driver, in order to hold it down, whereas it is always from the inside edge that a man leans when there is any hanging out being done.

God never mistakes polish of manner for purity of heart.



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Karo and honey look alike, taste alike, are alike. Mix Karo with honey, or honey with Karo and experts can't separate them. Even the bees can't tell which is which. In fact, Karo and honey are identical, except that *Karo is better than honey for less money.* Try it.

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Great and Growing Comradship Among Women.

Are women naturally antagonistic to other women? Does the woman on the top of the ladder always seek to bar the way to the woman who is trying to climb up? And does the woman at the bottom always try to pull down the woman at the top?

There seems a very general impression that she does. A Washington newspaper recently quoted a prominent Government official as saying that the reason that women were practically debarred from receiving promotions to the higher places in the Government service was because they were held back by their own sex. "Some time ago," the gentleman went on to say, by way of illustration, "there was a woman in a certain division of one of the departments who was so highly thought of she would have been made chief of her department; but as soon as her prospects became known her fellow-women clerks entered a protest. They declared that they would not work under her, that they would a thousand times rather be bossed by a man than a woman, and that they would not permit her to 'lord' it over them, so her prospects of promotion were killed. So far as conditions exist in the Government departments—which are mostly occupied by disgruntled ladies who have seen better days, and in consequence believe that their country owes them a living, which they are trying to collect with as little labor as possible—the official may be right in his strictures. They may indulge in petty jealousies that would resent the success of one of their number.

The mistake is in thinking such a state of affairs universal. Out in the broader world where women are fighting the battle in the open there is not a day when we do not see a woman stretching a helping hand to a struggling sister, and we can but protest against the sweeping charge that the greatest obstacle to women securing equal recognition with men comes from their own sex. It may be that Mrs. Milliner intimated that Madame Modiste's bonnets were only imported from around the corner, and Mlle. Fazzanati sneers at little Miss Mezzo Soprano's voice, and that Mrs. Newrich turns up her nose at the Parvenus, who are still battering on the outer gates of society that she has just stormed, but these incidents are typical of individual rivalry, not sex prejudice. It isn't on record that many men wear out their lungs praising the wares and the skill of their opponents in business, or the professions, but nobody talks about the antagonism of men.

Neither should it be urged, as proving the point, that most women prefer to work under men. We are the creatures of habit, and it must be borne in mind that we have been

used to minding men, and taking their orders, for centuries. We are all accustomed to being bossed by trousers—a father, or a brother, or a husband or a son—and giving away to a man carries with it none of the little latent sense of humiliation it does to take orders from a woman. Men, moreover, recognize that some men are born to obey and some to command, but every woman is imbued to the backbone with the "I-am-as-good-as-you-are-and-know-just-as-much" feeling, and it is this which makes a man willing to obey another man, but almost kills a woman to have to defer to another woman who is set above her.

It must also be admitted that women are yet amateurs in the art of bossing. There is no martinet in discipline like the man who has just been raised from the ranks, and it is probable that the woman superintendent is a trifle too fond of showing her power and flashing her authority in her subordinates' eyes to be altogether soothing, but this is a fault that will pass. Besides, it is always offset by so much comprehension and sympathy and such a real desire to help the women under her that it will may be forgiven her.

Probably there is no other fling against the feminine sex that is heard so often and has done so much harm as this charge that women stand always ready to stab each other if they find an opening. Unfortunately some color is given to the story by the foolish women whom you hear saying: "Oh, if I have a favor to ask, I always go to a man—never a woman." People don't stop to think how untrue this is, for the woman who says it is always basing her rosy theory of the value of masculine friendship on violets and candy, and not on real need. She has never been in trouble, and has not experience to know that a man's friendship for a woman is a fair weather flower that will blight under the salt rain of her tears, and flee away from the sight of her sorrow.

This is not to say that in cases of want a man will not go down in his pocket and help. Far from it. He will give money—and by the same token it is the husband, and not the wife, who carries the purse—but no one will deny that men have a more cowardly shrinking from the sight of bereavement and suffering than women have, and there would be many a lonely sickbed and solitary night-watch by the dead did a woman have to depend on her masculine friends to bear her company. When a woman hears that another woman has met with a sorrow, her first impulse is to go to her, and at least mingle her tears with the afflicted ones. A man will be just as sorry for the unfortunate one, but he will walk two miles to avoid the sight of her agony.

I once heard a silly young girl make this remark about going to a man for favors, and not a woman. A man of the world, a wise old man, who had seen much of life and who had learned only pity for its weaknesses, turned to her with grave reproach in

his voice. "My child," he said, "a woman's best friend is always a woman. She alone gives without expecting some return. I am sorry for any girl who does not like women, and whom other women do not like."

Another comprehensive and unanswerable refutation to the charge that women are not antagonistic to women is afforded by the spectacle we see on every hand of the glorification of sex achievement. So far from resenting a woman's success in any line, women overpraise it. Every woman who knows enough about business to collect her own rents and which is the business end of a check, is exploited as a female Napoleon of finance. Every woman who can rise in meeting and make a speech without reading it off a beribboned paper, we extoll as an orator. Every sister who can write a magazine article that we can read without falling asleep, we celebrate as an author. It takes a deal less of a performance in any line to make a woman famous than it does a man, and all of this clique who are never weary of leading the applause are women.

Of course, we have our little club rivalries and squabbles for office, but that is neither here nor there. Human nature is human nature, whether it wears petticoats or trousers, and rumors reach us that even men are not altruistically anxious for somebody to be elected to Congress in their stead.

As a matter of fact there never was a more baseless fabrication than that women are always waiting like cats to pounce on each other and give a few scratches. Let a woman have the misfortune to have all of her property swept away. Ninety-nine times out of a hundred it is a woman who cheers her up, and thinks of some way for her to get a start in the world again. Let some girl have talent. It is always a woman who gets up the money for the benefit to raise funds to send her off to study. Ask the woman artist who bought her first daubs and breathed hope into her when her soul fainted. She will tell you some woman's name, because men do not think of these things. They are too busy, and if they chip in at the last it is generally because some woman made them do it.

Among working women this spirit of mutual good will and helpfulness is still more evident, and no one who is really in touch with them will accuse them of being antagonistic to each other. On the contrary, I have seen nothing in the world I thought so beautiful as the charity—the blessed charity that gives itself—that you see so often exhibited among them. I have seen a teacher who worked far beyond her strength, yet who taught a poor young girl free at night that she might earn a better salary. I have known a weary little dressmaker who took her one day of rest to make a pretty shop girl the dress she could not afford to pay for, yet wanted to wear when her sweetheart came to see her. I have known a poor woman to get up money to give another girl the advantages she could

never have in music, and so it goes in a thousand ways all about us, and in the face of all of this it does seem as if it were time to give up the hoary fiction that women are antagonistic to each other.

The truth is there a great and growing comradeship among women. As long as we are all built in the selfish way we are, each mother's daughter of us will want the reserved seat on the top of the ladder for herself, but if she can not get it, she is glad to give some other woman a boost up. There is no true woman who does not rejoice in every other woman's success, and take part of the credit of it to herself.

Dorothy Dix.

Fraud in Furs.

As a people we are very fond of fraud. We don't much care for law, and we love to be fooled. In no line of commerce are we more regularly fooled and defrauded than in the retail fur trade. The ermine which my lady buys for the collar of her opera coat cost her some dollars a skin. She may pay \$1 for the black tip of the tail of a single ermine skin. The trapper who caught the weasel from which came the ermine got, perhaps, 10 cents for the skin; perhaps 5; perhaps nothing. That is not so bad, and no one could object to a commercial transaction of that kind. A great many persons know that ermine is weasel. How many know that muskrat pulled and dyed is so often sold as seal; that nutria similarly treated is sold as seal or beaver; that rabbit so treated is sold as seal or electric seal; that pulled and dyed otter is regularly sold as seal; that marmot dyed is sold as mink and sable; that fitch dyed is sold as sable, and rabbit also sold as sable; that hare and muskrat are sold as mink or sable, and white rabbit as ermine or chinchilla or fox; that goat is dyed and sold as bear; that many kinds of lamb are sold as Persian; that skunk is called Alaska sable; that American sable is sold as Russian crown sable; that monkey and lynx and dog and fox and polecat and muskrat and cat, and all sorts of different furs, are sold under all sorts of high sounding names; that white hairs are regularly inserted in fox skins and sometimes in sable skins? Surely not all of our readers were advised as to these details. There is a Vigilance Committee appointed by the London Chamber of Commerce whose duty is to spread information against these trade frauds. We presume we need nothing of that sort in America, for here we don't mind being fooled.

Just What He Said.

"I asked that drug clerk if he had any five-cent stamps, and he said 'no,' but he could give me 'something just as good.'"

"Ah! Force of habit, eh?"

"No; he meant it. He gave me two twos and a one."

The string that is not stretched gives forth no strains.

The most unsound religion is that which is all sound.

EVERY STORE CAN AFFORD A NATIONAL IT PAYS FOR ITSELF



SOME MERCHANTS give as a reason for not purchasing a cash register that "it costs too much." That is no reason; it is simply an excuse.

If you have such an idea in your mind *wipe it out*, for we can furnish you a cash register for \$100, \$150, \$200, \$250, up to \$655.

***A National is
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Not an Expense***

We make cash registers to fit any store and any purse. Our low-priced registers are fully guaranteed and absolutely reliable. We can sell you a register on

***Easy
Monthly Payments***

Which enable you to pay for the register out of the money it saves.

Write today for full information.

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DAYTON, OHIO**

CUT OFF HERE AND MAIL TO US TODAY

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I own a _____ store.
Please explain to me what kind of a register is
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This does not obligate me to buy.

Name _____

Address _____

No. Clerks _____

HUNTING WHALES.

Perils and Profits of a Perilous Business.

Within the entire range of natural history there is nothing, in my opinion, which can give to the general student a more profound interest than the whale, and nothing in all the various pursuits of mankind possesses a more exciting and thrilling field of adventure than that of hunting the whale.

My experiences as a whaler have been chiefly as an officer, and I have both made and lost a good deal of money sailing from New London and New Bedford.

If we can believe anything that is asserted by the wise average man of science, the whale would never make a fish stew, as it is in reality a quadruped. It is a warm-blooded animal, and those appendages called fins or flippers are in reality its legs; its heart is like that of man and other mammals, having two cavities and doing double duty in the line of circulating blood. It is not the offspring of an egg, but is born alive. What are generally called the blow-holes of the whale are really nothing but its nostrils. The whalebone of commerce comes from the jaw of the animal and is found only in the variety known as the Greenland or right whale.

While the whalebone whale has no teeth, those of the sperm whale are carried in the lower jaw; and as to the size which these creatures attain it may be stated that they have been known to measure 100 feet in length and to have weighed nearly 250 tons. We often hear the remark that something we see "is very like a whale," and yet there are several animals to which we may truthfully apply that remark, viz., the dolphin, porpoise, grampus, bottle-nose manatee, sea elephant and narwhal, or sea unicorn.

I will not stop to give all the particulars bearing upon the equipments of a whaling ship, but proceed at once with some of my adventures.

And first, in fancy, let us take a little run in the South Atlantic. We are in the vicinity of a great plain of seaweed, which is the favorite food of the right whale, and they are numerous in that vicinity. One of the crew has ascended to the "crow's nest," for you must understand that it is desirable to discover a whale or a school of them before we come near enough to see them from the deck.

The boats are ready, equipped with harpoons and lances and rope, and crews duly assigned, when, lo! from the crow's nest comes the cry: "There she blows." "Where away?" "Abeam, to the leeward, sir." "How far off?" "Two miles, sir." "Let us know when the ship heads for her." "Ay, ay, sir!" "Keep her off—hard up the helm!" "Hard up it is, sir." "Steady! S-t-e-a-d-y!" "There she blows! A large right whale with her calf, sir, heading right at us. Very large. There she blows! Now half a mile off and feeding, sir, and coming right toward us!" We lower

away and are off. Now it is that you see the advantage of the drill we have practiced for many days.

Every movement must be quick and sure, with no guessing or questioning what is best. There goes the great mother whale, followed by her offspring, both of them moving slowly and not heeding the coming danger. The boat has reached her side, a fearful flurry of excitement follows among the crew. One, two, and perhaps three lances are thrown, and away she goes, coloring the ocean with her blood, dragging the rope with fearful rapidity, then stops, goes into what we call a flurry, or her death agony, when she swims with her head out of the water, making a circuit of miles and lashing the sea into foam with her tail, and as she grows weaker and weaker slackens her pace, straightens herself out upon the water on her side and with her head invariably toward the east dies. If the wind is blowing the sea makes a clear breach over her as if she were a rock and this has sometimes deceived the mariner. I remember one instance where a captain reported in New York the discovery of a rock in the track to Europe and suggested that this had perhaps been the cause of many shipwrecks, when he had only been deceived by a dead whale.

It has frequently happened in my experience that a whale after being harpooned has turned in anger upon his pursuers and with his great flukes shattered their boat to pieces and killed many men; and I have also known a whale when angry to raise himself so far out of the water as to look like a man on his feet, and then to let himself down with a crash upon the ill-fated boat. And then the speed with which the whale can move is a continual wonder with all those who have hunted them. The quickness and facility with which they can use their monstrous flukes is only equaled by the coachman's whip. It was never my fate to be seriously injured by an angry whale, but they have frequently suggested very decided thoughts of eternity.

Once a fellow dragged me downward into the sea "full forty fathoms," judging by my feelings; and on another occasion I happened to be on the back of a big sperm whale when he made a start, and, holding on to the harpoon, I traveled for a short time in a circle at the rate of thirty miles an hour, when I thought it expedient to slide into the sea and trust to being picked up by one of the boats forming the hunting party. And what will strike you as a fish story, but it is true, before I was rescued I actually went within an ace of swimming directly into the mouth of another whale which was strolling along the spot as if anxious to enquire about the general commotion going on.

The largest right whale I ever saw was captured off the coast of Kamchatka by one of my crews, and it was during the same year that I procured a full ship of 3,200 barrels of oil and 40,000 pounds of whalebone within the space of sixty days. When

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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.

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

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the monster just mentioned was killed the sea was very rough. After the boats had been lowered, it was necessary to move them with great care, lest an unlucky wave should carry us on top of the whale, and this actually happened, for when I called upon the harpooner to fasten he did so, when our boat was instantly thrown upward and one man killed. Fortunately, before the boat filled, I had time to put a fatal lance into the whale, and we were rescued by another boat.

As I was getting in I saw near by the body of the killed man, in a standing position, a few feet below the surface of the water, when by diving I caught him by the ear, but a big wave came, causing me to lose my hold, and the body of our brave comrade went down out of sight in the blue waters. Into this whale we were obliged to send a succession of lances, and he spouted blood and disgorged food for six hours, having in that time lost what we estimated at a hundred barrels of blood alone. But I must tell you something more about this hero of Kamchatka. He was as long as our ship, and she measured 120 feet; his greatest girth 75 feet, head 30 feet long, and flukes 30 feet broad. His hips alone made thirty barrels of oil; throat and tongue the same amount, and the total yield of his blubber 240 barrels. The bone taken from the inside of his mouth weighed 2,800 pounds, and his market value, according to the prices of oil and bone then ruling, was \$18,600.

And now, without going into all the particulars as to how we hunters of the sea do our work when preparing our game for preservation, I will give you a few facts which have come to my personal knowledge bearing upon the natural history of the whale. Here, for example, is a fact which I have not seen mentioned in any authentic books. On taking off the skin of a whale, you come to the blubber, which rests upon the flesh or muscle, and this I have found to be covered with a fine hair or fur, about an inch long; to this fur is attached a black pigment which answers the purpose and is used by the sailors as you would a common soap; but the significance of this fact is that in reality it makes the whale a fur-bearing animal.

And now about their numbers, I have sailed a thousand miles without seeing even the sign of a whale, and yet in the North Pacific I have on several occasions looked upon a thousand or more individuals of the sperm variety in one great school, covering the sea, apparently, to the horizon, and when tumbling and rolling and pitching and spouting they have presented a scene of grandeur and confusion which no pen could possibly describe. In these schools there is always one fellow swimming in the center who seems to be the leader of the host, and he is called by the sailors the Old Soldier. And I may also here mention the curious fact that when you strike a whale with the lance and he makes a demonstration with his tail the entire herd go through precisely the same

motion, as if influenced by a kind of magnetism.

Nor should I omit an allusion to the almost human intelligence of the whale. I have known them to lie perfectly still long enough to let me get within reach of their flukes, and then suddenly turn upon the boat and crush it with their capacious jaws; and thus have I seen them watch for and destroy a number of boats and kill a number of men. All this is very unkind on the part of the kingly creatures of the ocean, but I have never been disposed to blame them for any of their savage eccentricities. Not only are they hunted and killed by the Yankee race, but they have a more terrible enemy that goes by the name of the "killer." This creature is serpentlike in appearance, armed with sharp teeth, and as the right whale often swims with his mouth open, the killer fastens himself on his tongue. When thus attacked the whale is greatly alarmed, and utters a bellowing sound, which may be heard a distance of ten miles, meanwhile lashing the sea into foam with his flukes. After the killer has eaten away the tongue, then, as a matter of course, the whale dies from starvation.

But again, to look upon a pair of whales when fighting with each other is a sight that can never be forgotten. I have seen an old fellow, after coming out of such a conflict, with his jaw bones bent all out of place and with fearful gashes on his head and all along his body. When thus fighting—and the leaders of the various schools often come together—they roar, which resembles distant thunder, and the spray which they often scatter into the air reminds one of the surf on a rocky shore. And then they are so ferocious. During the rebellion it was my fortune to participate in two battles, but the terror I then experienced was not to be compared with that caused by a fight between angry whales in the North Pacific.

And here comes in an incident which happened to me at New Zealand a great many years ago. I had killed a whale, and having stripped off the blubber cast off the carcass. The wind and tide landed it high and dry on the shore. A few weeks afterward, on visiting this spot, I found that a whole family of natives had eaten their way into the carcass, and turned it into a habitation. This was anything but a "sweet home," and its influence—such as it was—permeated the whole country for miles around.

James B. Crampton.

Different Ways of Holding Trade.

Up in Alpena they say some of the merchants make a practice of kissing their customers' children in order to stand in with the mothers of the city. In another town, not far distant, the same end is reached by a different procedure. The mother is kissed first and the kids are given licorice drops if they promise not to tell.—Alcona Review.

We all hold the doctrine of total depravity—as applied to our neighbors.

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Mail us sample BEANS you have to offer
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Cheaper than Linseed Meal—worth \$5.00 per ton more in feeding values—pays to sell it. Get our prices—car lots and less.

We can ship Cotton Seed Meal in mixed cars with street car feed, fine feed, cracked corn, corn, corn meal, bran, middlings, oil meal, gluten, meal, molasses feed, malt sprouts, sugar beet feed, corn, oats, wheat screenings, oyster shells, etc. Let us quote you.

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LOOKING BACKWARD.

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

Here is a hot problem in rapid transit: From American Falls, Idaho, to the Pacific Coast the distance, in ante-railroad days, was all of 600 miles. I was a transient guest at the Falls and had nothing to speak of but feet and a desire to keep moving. How did I get through the wilderness? The answer is easy. I walked, as a general thing, and did the sum in a little more than three months over an ancient stage trail, pausing at intervals for repairs and to earn a grub stake.

About one day ahead of me on the dusty pike was another lone tramp, equipped with a bad case of St. Vitus' dance and a long handled frying pan. Whence he came and whither he hikedeth mattered little. His picturesque passage through a Mormon grading camp in the desert suggested to me the idea of quitting the railroad business and pushing forward on foot to the busy haunts of man. So I plagiarized his traveling outfit to the smallest detail—frying pan, coffee pot, water cans, and blankets—and tore myself away from the Mormons. Those polygamous persons said I was hastening onward to my doom. That was better than to stop in one place and wait for the doom.

Aside from a touch of loneliness when night shut in, hoofing the trackless desert wasn't such a bad job. It was 90 per cent. better than driving

mules on the railroad dump, and when tired walking I could run awhile, if so disposed, being my own boss. After the first day, on account of the heat, I switched my time card and walked at night. It was late in June when I started on this saunter, and the dry heat was intense. There were many long stretches between streams, and on these lapses the faithful water cans enabled me to keep up a full head of steam. Rather than take desperate chances I toted water every step of the way.

Generally, though, I managed to reach a spring, water hole, or stream after an all night tramp, and there rested comfortably in the shade of the willows. If the stream appeared to have the goods, I hung my pack on a willow tree, got out my trusty fish line, captured a grasshopper, and added fried trout to my regular fare of bread and bacon. Fresh bread daily, without the aid of an oven, is the main standby of the overland hobo. Here is the way we make and bake it:

My only utensil was the frying pan. In that I mixed a dough of self-rising flour and water. The loaf was shaped like a large doughnut, the hole in the middle being left to obviate that sad and soggy feeling noticeable sometimes in open air bread. I baked my loaf in the frying pan, over the fire, until the bottom was cooked; then I propped the pan on edge alongside the blaze and allowed the reflected heat to bake the top. Better results, hobo cooks aver, are obtained in this manner than by turn-

ing the loaf upside down in the pan. The weight flattens the uncooked surface and spoils the artistic effect. Having no broom straws with which to tell when the bread was done I tested the loaf with my teeth, and was doubly thankful sometimes I had such good, strong teeth. A little gravy, like mother used to make, is nice on this bread.

For more than a week the only human form I saw was my own image in the pools from which I dipped up water. Being in no hurry, I spent a profitable lot of time fishing, and wasted some more wishing for a gun with which to slay jack rabbits. Every clump of sage brush sheltered a family of long eared jacks, and large colonies of unsettled rabbits hoped across the trail in the soft moonlight.

One night I found a mule whip lying in the dust, and as I stooped over to pick it up the whip coiled and sprung its rattle. My footwork in the sidestep getaway was so rapid the sudden start broke the strap that bound me to my pack, and I left it in the road. The rattler held his position and sent out repeated warnings that he was not to be monkeyed with; but I bombarded him with sand and bush tops, until he moved away and allowed me to recover the pack. After that, had I come across a mule whip, gold handled and studded with diamonds, blazing in the light of a deceitful moon, I would have smothered the temptation to pick it up. Besides, I was making fairly good time without a whip.

A little after daylight one morning I was pitching my camp beside a purling streamlet, when a beauteous sound smote the air. It was a robust human snore that started with a gurgle and wound up with a whistle. In a clump of bushes, so close to the stream his fevered feet were soaking in the water, lay a man rolled in blankets. When I spoke to him he leaped up, pistol in hand, but, seeing nothing but a frazzled kid, the stranger calmed down. He was heading for the effete East, and didn't care how soon he got there, he said. Bellview, a mining camp on the Wood River, was one day's stroll to the westward, and if that was my destination I had best be going, the man intimated. Seeing he didn't care for my company I cut out sleep for that day and hustled on to Bellview.

I reached Wood River at dusk and was crossing a bridge built of logs, leading to the town, when a familiar yet puzzling sound broke out at the other end of the bridge. There seemed to be some one whistling an operatic air to a Chinese orchestra accompaniment. Then a form came twitching and jerking along in the gloaming. My mentor—my guide, the tramp with St. Vitus' dance and the long stemmed frying pan—loomed up. It was the banging of his pan against the bridge rail that heralded the approach of an old friend.

"Hello, sonny," he said, between jerks. "Where are you going?" "Into the town," I replied. "Anything doing?"

"Well, I should say. Too hot

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We have over fifty different styles of scales and four different cheese cutters. Over 200,000 of our scales are now in use in the United States, and foreign countries are rapidly adopting our system, realizing that it is the only article which will close up all leaks in retailing merchandise.

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there for me. This is Fourth of July, and you're just in time to see the fireworks go off. Hear 'em shooting up the town? Wish you luck."

Having jerked out this bulletin the tramp moved away in the darkness, still whistling and beating haphazard time with the frying pan.

Meanwhile our country's natal day was being blown off to beat the band. It sounded like the published reports of the siege of Port Arthur, with the wails of the maimed and dying tossed in on the side. The mining camp had but one street, a crooked thoroughfare, following the bend of the river. Great bonfires blazed in the middle of the street and the grand illuminating effect was heightened by lanterns of paper on a framework of sticks hung on the shanties. In lieu of fireworks the patriotic inhabitants let off guns and pistols loaded with balls, and the popping was truly exhilarating.

The main celebration raged in a big saloon and dance hall. Three or four rickety females took turns waltzing with half a hundred frenzied patriots, who employed each other as dancing partners until the ladies were at liberty. This terrific outburst of social grandeur and gayety after my lonesome spell in the desert all but stunned me. Wishing to be patriotic and at the same time devilish I left my pack outside the dance hall and treated myself to one glass of beer, which cost 15 cents. This, I believe, is about the cheapest Fourth of July I ever put in.

The soothing waltz strains for that spirited revelry were produced by an aged blind negro who sawed away in the corner on a fiddle with one string. Whenever the more reckless dancers piled up near him the blind negro turned in terror and hovered his fiddle like a hen with a brood of chickens.

"Foh Gawd's saik, gemmens, do be keerful!" he wailed. "Dey hain't no moh such fiddle strings wifin foh hundred miles of dis year place!"

From which it will be seen the Committee on Music for that Fourth of July celebration was up against the real thing. The wool and whiskers of the sightless negro were white with age, and bodily infirmities had bent him almost double. How he got to that outlandish place and what was his regular business I do not know, for I then had troubles of my own and didn't bother much with the affairs of other people.

That night, regardless of the rattle of musketry, I slept sweetly in a sort of barn. In the morning I removed from a new set of harness a number of nice straps, needed to replace the ones on my pack broken in the encounter with the rattlesnake, and once more sought the dusty trail to the Pacific Coast.

Near the log bridge was a small boy boiling coffee at a camp fire. Close by in the woods stood a battered stage coach, with four skinny white horses tethered to the wheels, eating their breakfast. The boy said his pa, who was still celebrating in the town, owned the rig. They had come from Boise City, 160 miles

away, with a stage load of fresh vegetables. Pa had cleaned up a nice wad of money selling cabbages to the miners, and would start for Boise that day. Pretty soon papa stopped shooting up the camp and came down to the bridge for breakfast. I boned the old man for a ride to Boise, and he looked with favor on the proposition. He was sleepy, expected to be more or less drowsy on the homeward trip of four days and would take me along provided I could drive a four-in-hand. Of course I could, and the battered coach tooled across the log bridge with me on the box.

The vegetable man curled up in the bottom of the coach and snored. There was nothing for me but to hold the reins, as the horses had too much sense to leave the trail. Sometimes the boy crawled inside and I had the entire Northwest to myself. Toward evening we encamped at a water hole just vacated by the St. Vitus dance man, setting out on his night tramp. Still I felt confident of beating him to Boise City if he contemplated a visit to that place. Those were four grand days, tooling the four-in-hand, and I gaze back with pride on my career as a stage driver.

But one untoward incident marred this trip, and I was not to blame. Besides his bottled goods, the old man had bought a pair of high heeled calfskin boots, for which he paid \$15. In his waking moments the boots were his theme and glory. The second night out he was so far recovered as to sleep on the ground, using the new boots for a pillow. Field mice, or some equally ravenous rodent, banqueting on the \$15 boots, eating the feet off at the oily creases in the ankles. The rage and grief of the old man were awful to behold, and his frothings gave me a line on the folly of pinning one's faith to earthly treasures. For the next two days the indignant and highly incensed old gentleman cursed every living thing, including birds of the air and monsters of the deep.

At Boise I worked two weeks in a horse corral, and made a grub stake of \$9. On the outskirts of the city I bumped into a queer specimen arrayed from top to bottom in buckskin garments with fringe on them—a regular Buffalo Bill. The knees of the buckskin pants had stretched and bagged to such a degree the owner looked like the hind legs of a horse walking backward. His outfit consisted of two small wagons hitched en train, four mules, one wife, three little children and a whole arsenal of rifles, shotguns and pistols. This terror of the plains was headed for the Blue Mountains of Oregon to make a fortune chopping wood. If I cared to join the expedition he would haul my pack and let me walk beside or behind the wagons. That sounded like a good offer, and I jumped at it.

We led a royal gypsy life for weeks. Much of the time the woman drove, while Buffalo Bill and I ranged ahead on either side of the trail and shot jackrabbits, and with rabbit liver for bait I sometimes fished in the cool of the evening. These products of plain

and stream were shared in common in a large pot, and when we had neither game or fish I built a separate campfire and cooked my own bacon, bread and coffee. A roving career begets a free and independent spirit quite pleasing to behold.

Thus the long summer and the longer miles oozed away. Near Baker City, Ore., I shook Buffalo Bill and toiled two weeks in a hay field for another grub stake. Then I joined an empty freight outfit going back to the Coast—an outfit of four immense wagons and thirty mules in charge of one man. He took me along for company and to help with the team, in return for which the big hearted freighter fed me real ham and eggs in prodigious quantities.

Charles Dryden.

No Room Inside.

There is a contractor who most strenuously objects to the teamsters in his employ leaving their wagons unattended outside eating houses. So when he came across a flagrant breach of this regulation the other day his angry passions rose.

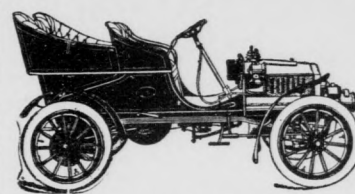
With fire in his eye he rushed into the eating house, and found his employe placidly investigating the interior mysteries of a chicken pie.

"What do you mean by it?" he cried. "How dare you leave my horses in the street! How came you to do it?"

The startled teamster looked up, his mouth full of pie crust.

"Well, sir," he stammered, "there wasn't no room for them in here!"

New Oldsmobile



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

Adams & Hart

12 and 14 W. Bridge St., Grand Rapids, Mich.



This is a picture of ANDREW B. SPINNEY, M. D., the only Dr. Spinney in this country. He has had forty-eight years experience in the study and practice of medicine, two years Prof. in the medical college, ten years in sanitarium work and he never fails in his diagnosis. He gives special attention to throat and lung diseases in making some wonderful cures. Also all forms of nervous diseases, epilepsy, St. Vitus dance, paralysis, etc. He never fails to cure piles.

There is nothing known that he does not use for private diseases of both sexes, and by his own special methods he cures where others fail. If you would like an opinion of your case and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply. ANDREW B. SPINNEY, M. D. Prop. Reed City Sanitarium, Reed City, Mich.

The Winter Resorts

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C. L. LOCKWOOD, G. P. & T. A.

G. R. & I. Ry.,

Grand Rapids, Mich.

CLERKS' CORNER

Two Words Which Sum Up the Whole Situation.

Two important words in the make-up of the successful clerk, or rather, salesman, are Study and Work. Both have been in use a long time and as yet no sufficient substitutes have been found for them. There is no short cut to success in this line of business, and to reach the goal one must travel over the well worn path. There is some distinction to be made between a salesman and a clerk, as all will admit. Now, for a clerk to become a proficient salesman he must follow from one course of study and work to the next and still on with the idea uppermost that there is always more knowledge to be had for the seeking. The reason for this study and work is apparent. You can not drive a nail straight home if you haven't your eye focused on the head of it, and you can't sail a boat in a straight line unless you pick out some object and steer directly for it. Likewise you can't drive a fact or steer an idea into a customer's head unless you clearly understand it. It is not sufficient to talk in a general sort of way when you have an important sale on hand, for the salesman must be able to point out every definite and specific advantage of the article in question. If one can intelligently do that the loss of sales will be uncommon. Every article has some merit, and, usually, many of them, if they are only searched for and ferretted out; but the trouble is, that many clerks don't take enough interest in their own advancement to make a detailed study of all the goods in stock.

The first rule for selling goods is to know all about them. Study every article from top to bottom, inside and out, and from every possible point of view. Then work out a map, to the minutest detail, in your mind of its good points. Know several good, strong, invincible arguments and a like number of comparisons and illustrations. In this way you can enforce every point you wish to make. But, never stop studying the different articles you may have to handle. Every time you see a piece of goods something new will spring up, if you only look deeply enough. Constantly endeavor to work out new and effective proofs that will successfully reach the always undecided mind of the prospective customer.

Again, while the salesman is earnestly studying the article, he will discover, possibly, objections that may, at any time, be made to it. Always have a good answer for an objection, as there is always one handy if looked for. Study them all in advance and when a customer "springs" an objection answer it with such force and understanding that his fault-finding will vanish into the air.

Therein is the true chance to show your ability as a salesman. No ar-

guments or objections should come too thick and too fast. Be forceful and convincing and show complete familiarity with the subject under discussion. Be able to point out, instantly, all the good features of the article, and smother thoroughly any objection that might arise.

Still, on the other hand, don't let this knowledge dull your appreciation of the goods or get you into a mechanical way of reciting their advantages to the customer. If you want to gain his interest and induce him to buy, talk as impressively as though it were a matter of life and death.

Now, there are several good ways of obtaining information as to the goods you are selling day by day, and one of them is through the man who buys them. The user of the article, if a steady customer, is usually a keen observer, and, if approached in the right manner, will give many a valuable suggestion to the man behind the counter.

It pays in the long run to be on good terms with the steady users. It pays to ask them questions, for their money is invested in your goods and where such is the fact any one will take an interest and observe the good and bad points.

It takes a lot of earnest study and years of good hard work before one can succeed in any line of business, and this business of selling is a particularly hard one to grasp. It is to some extent like human nature, for it has many a twist and turn before unfolding fully to the eyes and hand of the striving clerk.

To become of good sound value to the man you are working for you must speed each spare moment studying to what end you may advance his interests, which is in the end advancing your own. To become a master in your calling you must use every idle minute working with head and hand to make a successful year for your employer. Halfway knowledge is all right, however, if you only want to climb halfway up the ladder of success; but if the clerk would reach the topmost rung, let him take off a motto the two words which sum up the whole situation so far as he and his success are concerned—"Study" and "Work."—Dana C. Holland in *Haberdasher*.

Blowing Glass Bathtubs.

Glass bathtubs are the recent production of a German inventor, who has succeeded in making them commercially possible. These new tubs are much inferior in appearance to the porcelain tubs so generally used, and in utility are nothing better, save in hospitals where medicated baths are oftentimes given patients. The method of blowing them, however, is both unique and interesting.

A thick cast iron plate having an opening the exact shape the glass tub is to be, having a removable frame resting on its margin and held in position by locking levers, is mounted on a hollow shaft which is journaled in bearings and arranged to rotate. The removable frame holds the outer edge of the glass within the cast iron plate. Compressed air is used for blowing such a large piece and

is forced into the molten glass by means of the hollow shaft and the perforated cast iron plate. A bedplate supports the apparatus.

Sufficient molten glass is poured upon the iron plate from a ladle carried by a traveling crane. The glass spreads over the plate and under the frame and rapidly cools at its outer edge. At this point plate, frame and glass are turned through a half circle so that the top frame is then underneath and the layer of hot, smooth glass hangs from the plate, supported by its chilled outer edge. The central part sinks uniformly, the bedplate being brought into contact to secure this result, and the bottom of the tub is formed. The bedplate, falling slightly, pulls the glass down and so forms the walls, and then through the shaft and cast iron plate compressed air is skillfully introduced into the tub so as to give the walls whatever inclination desired. This done, the blast is turned off, the locking levers release the movable frame and the tub, still hot, is rushed to the annealing oven, where it is carefully annealed, this operation being the most important of all.

A Frivolous Comment.

"He is going into the Russian army to make a name for himself."

"What is the use?" said the young man with a monocle. "No one can pronounce a Russian name after it is made."

The faith that removes mountains always carries a pick.

RUGS FROM OLD CARPETS THE SANITARY KIND

We have established a branch factory at Sault Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent being in our employ (turn them down). Write direct to us at either Petoskey or the Soo. A booklet mailed on request.

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We solicit your orders. Prompt shipments

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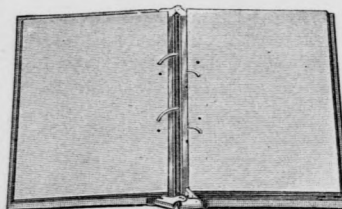
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Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.

Still Another New One

The E. & H. Prong Binder

Let us tell you why this is the strongest, cheapest and most simple Prong Binder on the market.



THE Edward Hine Co.

Loose Leaf Devices, Printing and Binding.

5 and 7 Pearl St., (offices 2nd floor) Grand Rapids, Mich.

Michigan State Telephone Company

A complete Telephone Exchange System extending to every city and hamlet in the Upper and Lower Peninsulas of Michigan, furnishing commercial service to every point.

Over 32,000 miles of Long Distance lines reaching 85,000 subscribers, all in easy access to converse with each other.

The GRAND RAPIDS EXCHANGE

has about 4,000 Subscribers and the number is increasing rapidly. Patrons of this service are part of the

GREAT NATIONAL SYSTEM

extending throughout the United States. We furnish the busy man's telephone. You give the number, we do the work.

Information regarding local exchange and toll rates cheerfully given.

C. E. WILDE, District Manager

Grand Rapids.

GUESSING.

Is It Desirable in Business or Elsewhere?

Written for the Tradesman.

The word "guess" in common use has a much wider range of meaning than the scholar attributes to it. Those whose vocabularies are limited use it many times when other words would more correctly express the ideas intended, and yet the meaning of the speaker is seldom misunderstood. To guess means to form an opinion concerning a matter without certain principles or means of knowledge; to conjecture on hidden or very slight grounds; to judge at random. Being a short, concise, forcible expression it is often used in place of estimate, calculate, judge, think, predict, which denote a basis for an opinion.

Strictly speaking we should not say that an experienced clerk guesses at the amount of cheese he desires to cut. He measures with the eye, he calculates as to the solidity or porosity, the height and diameter, he guides the knife with precision and becomes an expert in cutting. So the meat-cutter at the first stroke cuts the required number of pounds. The shipping clerk selects at sight a certain size box in which to pack a certain amount of goods. The carpenter chooses a piece of board or timber and fits it to a desired place with little or no trimming. These are not random guesses, but the result of experience, good judgment, trained eyes and hands. The novice would be constantly guessing—trying, changing, measuring.

The strict, careful, methodical man will say that guessing has no proper place in business. Definite principles and positive facts must be the basis of plans and calculations. No haphazard ways should be allowed. Guessing is consigned to the same category as carelessness, slovenliness, supposition and the like. Guesswork is speculation, and speculation invites disaster.

What merchant would allow a clerk to put up goods by guess? What workman would care to go upon a scaffold the builder of which "guessed" it would hold up all right? What traveler cares to journey on a train the engineer of which "guesses" that he understands an engine? The illustrations could be extended at pleasure. In many vocations and kinds of business the application of guesswork would be unsafe and dangerous. Guessing contests are seldom of any value except to the promoters, and then mainly as advertisements. Where they partake of the nature of a lottery they are positively injurious.

Guessing is often only an amusement. It might be said that a profitable diversion for the young would be to guess the height of a tree; the area of a yard, field, lake, swamp; the weight of animals, vehicles, loads; the dimensions of buildings and solids; the speed of trains or vessels. But simply guessing is not educational; to be of value it must be followed up by measuring, weighing, testing, computing, in order to determine the

actual facts, and correct the estimates. One might just as well set about gaining the desired information without the preliminary guessing. By guessing the child is led unconsciously from play to study or work. The adult needs no such incentive—certainly not the business man.

So far we have considered cases and conditions where guessing is plainly undesirable. One might think that there are kinds of business in which guessing plays an important part and that good guessing is a prime qualification for men engaged therein. The hotel or restaurant-keeper must prepare for crowds on occasions of fairs, shows, conventions and the like. Weather conditions and counter attractions may render estimates very uncertain. How can the produce buyer purchase for future markets? How can the clothier or shoeman foretell how long certain styles will remain popular and profitable? How does the live stock buyer contract to pay definite prices a month or two in advance? How does the detective locate a criminal? How is it the real estate dealer invests largely in certain towns or districts and realizes richly? Does it depend on guessing? The uninitiated may think so; but in these and other lines long experience, constant study, natural adaptability, good judgment, wide range of observation, knowledge of human nature and other elements and qualifications are more than slight foundations for plans and opinions. Where there are failures there will often be found men who trusted to guessing.

The faculty of estimating approximately is needed everywhere in greater or less degree. The person in the most humble occupation needs it. The ones who attain a high degree of proficiency in estimating will find remunerative positions in many lines. Some are gifted; others deficient; but constant study and practice will insure great improvement.

The frequent use of the word "guess," to which some people are addicted, is annoying alike to teachers, employers, friends, business associates and customers. Positive statements and correct terms are much more satisfactory. If opinions or beliefs are desired, let them be given as such, not as guesses. Relegate guessing to the field of amusement.

We realize that the discussion of this subject leads to the borders of or into a vast field of enquiry; a field in which speculation is abundant and theories mainly are offered in explanation of certain processes of the mind. We believe, however, that the foregoing suggestions may be of practical value, and we desire to offer one more illustration and our explanation of the matter.

The compositor, the editor and proofreader also become expert in reading manuscript illegible to the ordinary person. The writer himself may not be able, after the ink is cold, to say exactly what words were intended by certain scrawls. Perhaps he was at a loss for words to ex-

press his ideas and expected the proofreader would supply them. He begins a sentence or paragraph, picks up his line of thought and when he arrives at the difficult portion says: "The proper word or phrase is so and so; will make it that now anyway." The compositor reads manuscript by the same process. He unconsciously falls into the same line of thought, adopts the same style of expression as the writer and knows the proper words to use even where the copy shows but slight resemblance to intelligible characters. Call it intuition, telepathy or what you like, correctly speaking it is more than guessing. E. E. Whitney.

Sleet, that bugbear of all the third rail electric roads through the open country whose scheduled trains run too infrequently to prevent the forming of an icy coating after it has been removed once, has been overcome by the equipment now being installed on the motor cars of the Aurora-Chicago line. In the cab is placed a forty gallon can containing a solution of calcium chloride, which is conducted by a hose and pipe to a few inches in front of a steel sleet brush. The brush, passing immediately afterwards, spreads the solution over the flim of ice before it runs over the side of the rail and affects the bonding. One gallon of the solution coats a mile of track at a cost of 7½ cents and lasts two hours.

The nimble nickel does not make the lively church.

Forest City Paint

gives the dealer more profit with less trouble than any other brand of paint.

Dealers not carrying paint at the present time or who think of changing should write us.

Our PAINT PROPOSITION should be in the hands of every dealer.

It's an eye-opener.

Forest City Paint
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Cleveland, Ohio

Robes, Blankets and Fur Coats

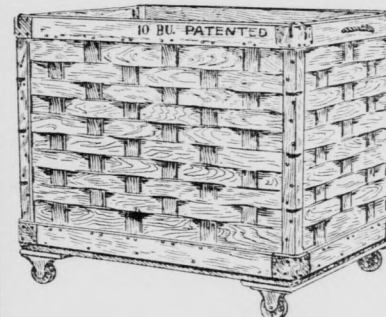
We carry the most extensive line in the State.

Would be pleased to have you look over our line, or to send list and prices.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

TRUCK BASKETS



Built for Service

Especially designed for the work of wholesalers, factories, laundries, etc., in sizes from 2 to 16 bushels.

Ask us for prices.

Manufactured by Wilcox Brothers, Cadillac, Mich.



Superior Stock Food

Superior to any other stock food on the market. Merchants can guarantee this stock food to fatten hogs better and in a shorter time than any other food known. It will also keep all other stock in fine condition. We want a merchant in every town to handle our stock food. Write to us.

Superior Stock Food Co., Limited

Plainwell, Mich.

COMING OF THE RAILROAD.

How It Gives New Life to the Town.

Twenty years ago there were two towns in a certain section of a state. One was Sherman Center and the other was Grant Center. Sherman Center and Grant Center were of the same size. Three hundred people found homes in the one and 300 in the other. Sherman Center had a brick school house and a frame church; Grant Center had a frame school house and a brick church. The Sherman Center fire department had fifty feet more hose than the Grant Center department, but the latter managed to throw water from its hand engine fifty feet farther than the former. So all scores were practically even, and, being close to each other, the two towns were rivals. The great topic of conversation among the people in each town was their town's self-evident superiority over its coarse, assuming neighbor.

A spectacled railroad engineer came through the country in a buckboard one bright summer day. He saw things and made notes, and in the end the railroad came to Grant Center. This was the end of the rivalry between the two prairie towns. Grant Center became a city; its old time rival became a country village, a crossroads corner, where bewhiskered and senile gentlemen of no uncertain years gather to discuss the glories of the past. Sherman Center died a slow death; Grant Center became a railroad town, with all that the phrase means.

Some one who knows whereof he talks has called railroads arteries. He might have gone further and also called them veins, for they both bring to a town the new blood that gives it the strength and courage to grow and they bear away the dead matter, which in a town is people out of their place, and take them to other and more congenial fields. The railroad bears away the rough product of field and wood and brings back manufactured articles. In a few words, when a railroad comes through a town that town becomes at once part of the great busy world.

There is poetry without end in railroading and railroad building, but the beauty of it is that the whole affair is practical. When a railroad comes to a new town it means work in plenty for the workers thereof, new people in the town, and more business for the merchants. The country is full of towns whose hopes of greatness were rudely blasted because "the railroad went elsewhere," just as it is full of towns that suddenly sprung into life because the railroad came.

In a farming country the advent of a railroad through any town is perhaps of greater import than in any other region. It means the best of all things to the tiller of the soil—a market. First, just as soon as the road is in condition to haul freight away to the cities there will come elevators and warehouses. This will mean that from the surrounding country will pour in loads of stuff from the fields to find market and

storage until shipping time and to give work in the town to the men who handle it.

This is the beginning of industry in a new railroad town, the first awakening. From the minute the road first goes through there is a sudden influx of business into the town. More money is earned and more is spent. The merchants and the town at large profit instantly.

This, however, is only the beginning. The railroad offers the town the opportunity to grow and develop into a city, if it has the resources that will make it a city. If the raw material is to be had there will come factories to make it into manufactured product; if it serves as center to a farming country, it will become a market and shipping point. And as the railroad's business grows so will the size and business of the town grow, and vice versa. In most cases the resources must be near at hand if the town is to be developed into a city by the road's advent.

Occasionally a town is fixed upon by the railroad officials as a division headquarters. Then it becomes the typical railroad town, which is a type, distinct and separate from other types. The railroad town is more independent of the surrounding country and its influences and resources possibly than any other kind of town. It is nearly, if not quite, sufficient unto itself as far as business and shipping are concerned. Its principal local industries are the railroad shops; its citizens, for the most part, are people who are on the pay roll of the railroad. Those who are not "railroaders" are busy feeding and housing them.

The railroad town is emphatically the town of the workers. It generally sports no fine, exclusive residence districts, no stately buildings. It has little of the municipal art of which one hears so much. Often it is ugly, ugly because the smoke from a hundred smoke stacks floats over it and because the work of coaling, making and repairing locomotives and cars does not jibe with cleanliness and beauty in a town or in its citizens. The entire aspect of the town is of work; its dominant note the note of usefulness.

With a town serving as an end of a railway division and with carshops and round houses located there it is not seldom that the percentage of railroad people to the total working population is something like 90 out of 100. As soon as a road makes a new division and the trainmen of all kinds who run on the division begin to make their homes there. They come with their families and build houses, or the railroad builds houses and rents to them. If they are single they will find that there will be boarding-houses to care for them nearly as soon as the first train makes up there.

When shops are established the population of a city is increased in size and variety. There come blacksmiths, machinists, carpenters, laborers and car workers of all kinds; most of them, too, bring their families with them. Along with this influx of pop-

ulation come storekeepers, restaurantkeepers, boardinghousekeepers, saloonkeepers and others. They come in numbers and with great suddenness, for the demand is sudden, and never were there demands but strenuous efforts were made to fill them.

The prosperity of the railroad town is a matter of envy to towns that have found less favor in the eyes of railroad officials. There is no idle class in such towns. Work is to be had in abundance and the pay of most railroad men in all branches of the work is good. The consequence is that there is more money spent per capita than in most towns. Perhaps a good share of it, at least among the single men, is spent unwisely; but at all events the town prospers.

There is a certain railroad which has changed one of its division headquarters three times in the last twenty years. Each time it has moved it has "broke" and "made" a town.

The first town was in the northern part of the State, so located because of the immense lumber business in the region at that time. The town was only a junction when the division end came. There were a depot, a hotel and a saloon. Within a year after the roundhouse had begun building there were 500 people in the town, a long street of stores and several saloons. But this location was not entirely suitable, so when the timber business fell to nothing a change was made to a small town fifty miles farther north. With the change the first town was "killed off" and a new one brought to life.

Within a year the old site of the headquarters had fallen to nearly nothing in population, and the new one found its population increased by about 500. The workmen and trainmen came because they follow their work; the storekeepers and others of the town came because it was the workers who supported them. Within the last five years a move has been made still farther north and the same change in the nature of the towns concerned has taken place again. The railroad town with the railroad gone is like a crown of tree branches with no supporting trunk.

It is easy to preach on the benefits of walking when you are in the band wagon.

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

YEAST FOAM

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

PERFECT BREAD

PLAIN FOOLS.

Men Who Think Drink and Business Are Compatible.

The best advice that can be given to a young man who is trying to make a mark for himself in business is: "Stay out of saloons."

Let this rule of life be absolute. Do not compromise with the saloon. Taste not, touch not, enter not into temptation, have nothing socially to do with men who frequent bars, and have as little business connections with drinking men as you possibly can. Make this one of the leading principles of your business life and the chances are good that you will be a success in anything you undertake. On the other hand, if you neglect this advice, if you wave it aside as the puritanical prejudice of a crank, you will fail in everything as certainly as the sun shines in the sky.

It matters not how brilliant a man may be, it matters not how successful he may have been as an employe, or in his early efforts as a proprietor, once that he acquires the saloon habit, his failure is assured. Saloons and business are incompatible; they are not miscible, as the medical experts say of oil and water.

I was talking not long ago to a man of 35, perhaps, who, as an employe, had held numerous positions of trust, and had made as high as \$5,000 a year as a credit man for one of the largest wholesale clothing houses in Chicago. This man, when I chanced to meet him, was out of employment. He had gone down the scale until then he was glad to get odd jobs to do in the great business house where once his word had been law. His employers stood ready to take him back at his old salary the moment he would give up the saloon for good. And yet, knowing this perfectly well, realizing to himself the frightful penalty he was paying for the privilege of spending a few hours a day in some drinking den, he deliberately preferred the destructive "entertainment" he got in the saloon to the position of trust and profit that was offered him as an alternative. He reminded me of the man in one of H. G. Wells' stories, who was given his choice between the ability to perform miracles and his nightly drinking spell at the bar of "The Long Dragon," and who chose the latter.

Some of the sapient counsels of my chance acquaintance are worth preserving here for the benefit of young men who are starting out in a business career.

"The greatest curse to the business man," says he, "is the saloon. I do not mean, now, that a man must go and get beastly drunk in order to be a failure. I mean that the man who goes into a saloon every day, or two or three times a week, takes his drink, and then tries to do business is a plain fool. In Chicago the whole business district is infested with saloons. These saloons tempt the young man to take his midday meal in them. They serve up a 'good luncheon,' and incidentally form the saloon habit in the mind of the young

man. From going into the saloon at noon he is more easily led into saloons at night. Then he stays up late, reports for work the next day tired and half fuddled instead of bright and fresh, and has already begun his downward career. He finds that men less bright than he, but who have not acquired the saloon habit, pass him on the road to success; and then he finds himself in the situation I am in to-day. The saloon is all he has left, and sorry comfort he finds in it.

"Large business concerns are waking up to the importance of the saloon as a factor in the employment of their men. The business employer is getting to be as particular in his questions as a doctor. They do not want drinking men. You apply for a position in a big house. The manager says to you, among other things, 'Do you drink?' If you can truly reply, 'No, I never touch intoxicating liquor,' half your case is won. If you put a bold face on it and say, 'Yes, I take a drink whenever I feel like it; but I never get drunk,' you have already lost fifty points of advantage. The average employer has heard that kind of thing before, and he knows the man who says it is telling him a lie. There is not one man in 500 'who takes his drink whenever he wants it' but is a frequenter of the saloon, and every now and then gets drunk. The only answer that puts the employing business man perfectly at his ease is: 'I never touch a thing.' When an applicant makes that answer the road is clear.

"The house in which I used to work does not want men who 'can take their drink and leave it alone.' This house knows that the man who 'takes his drink' does not leave it alone, and they don't want that kind of a man around the place. My old house treated me like a prince. I could be a rich man now if it hadn't been for the saloon. And I believe my own case made the house adopt a rule which, as a matter of fact, is now in vogue in three out of every five business concerns. The questions asked a man nowadays are something like these: 'Do you drink?' 'No,' you say, 'I don't touch a drop.' 'Were you ever in the habit of getting drunk? When were you drunk last?'

"You are compelled to admit that you were drunk a short time ago, but you hastily add that you've quit permanently now. No good. You are not wanted.

"Employers do not want a man who comes into their office in the morning with red eyes, flushed face and a breath like the back yard of a distillery. They want clean, bright eyed, alert, fresh young men who keep away from saloons and whose brains are clear. They don't care so much about religious or moral character. They blind their eyes to all the little personal faults of a man, provided he keeps away from saloons and does not make companions of your 'temperate' drinkers. The time is coming when a man who is known to drink liquor at all can not get a job."

These are pretty hard facts, but

they are undisputably true. It is well known that the late P. D. Armour had no use for drinking men. A drinking employe of his, however, once fooled Mr. Armour in a remarkable way, and the circumstance was fortunate, for it resulted in the complete reform of the young man. This is the story as I got it from a personal acquaintance of the great packer:

A new clerk had been engaged in the Armour offices. He was young and something of a sport. One night he drank heavily and stayed up until 2 o'clock. Realizing it would be hard for him to go home and get a night's rest, he went, instead, to a Turkish bath and "boiled out" as much of the liquor as he could. Then, in order not to be late, he got up at 5 o'clock, took a cold dip, walked for an hour in the open air, had a light breakfast, and then, finding time heavy on his hands, hurried to the office to finish up some work he had neglected to do the evening before, in order to go out with his gay friends.

Now, Mr. Armour used to get down to his office about 7 o'clock. On this particular morning, when he arrived, he saw the new clerk, solitary at his desk in the great room, busily working on his books.

Mr. Armour looked at him.

"What are you doing here so early?" he asked.

The clerk made a nonchalant reply.

"Oh, I'm clearing up some work I left over," he said. "I've had to make it up, and I thought I'd get down

early so that my regular work would not suffer."

Mr. Armour said nothing, but he was immensely pleased. He quietly ordered the young man's pay raised \$25 a month, and that young man was so astonished when he found how fortunately his night of dissipation had served him he determined never to touch liquor again, being convinced that such a stroke of luck could never happen twice.

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Some Original Ideas on the Catalogue House Question.

Written for the Tradesman.

In the few months past I have noticed the various and different opinions that have been brought out in the numerous articles in the Tradesman concerning catalogue house competition and what to do with it.

Many of these articles were in the hardware department and, as my business is confined exclusively to hardware, I shall treat the subject from a hardware man's standpoint and talk to my brothers in the hardware trade. However, if any of our fellow merchants wish to join us in the work that we have undertaken and help to arrest the progress of the evil that is confronting all of us we shall be only too glad to extend the glad hand of fellowship and work together for the good of the retail merchant.

We are all too well aware of the now existing evil to the retailer and the shady prospects it forbears to make comment necessary. What we each have to do is to "put our shoulder to the wheel" and lift.

There has been much said about the retailer, jobber and manufacturer joining hands and assisting one another to overcome the evil, as it now exists. The prevailing idea seems to be to prevent the catalogue houses from buying goods or buying certain brands of goods from the manufacturer or jobber. A good deal has been accomplished in this way already and more yet may be accomplished, but this seems like a very slow way to overcome the trouble entirely and a way that will never win out. True, we can prevent the catalogue house from getting things, certain makes of certain articles, but they will get other makes of these same articles that are so similar that with a close price for a lever they are bound to still hold from us the cream of our trade and leave for us the skim milk.

Should we succeed in stopping the sale of a good many commodities to the catalogue house we have not put an end to it or put him out of business. He has enough resources at his command to be able to own a good many factories and make many of his own goods and still do a large business, besides there will always be some manufacturers and a few jobbers too who will supply him with a large amount of merchandise. While we may do a good deal to injure the catalogue house by stopping his purchase of certain commodities, yet what we do will be only like a thorn in the flesh, it will irritate but will not kill.

To know what is best to do to alleviate the evil is the problem now before us. It is a problem that has not been fully solved but it has been worked on hard and long by many a retailer, and by the united efforts of all the retailers it can be solved.

To know how best to cope with the

enemy who we may know is very strongly entrenched, we must know more about him; know thoroughly his methods of doing business; know how he buys goods; know how he sells goods; for in this knowledge we will find his sequel to success.

By investigation we find that he sells for cash only. What does this mean? It means that if he sells for cash he buys for cash. It means that he is doing business on less expense than any credit business can be done on. He carries no accounts. He borrows little or no money to do business on. He keeps no expert collector at a high salary. He hires no attorney to prosecute delinquents. Consequently he has done away with several large expenses on the start. These are key-notes to his success.

What can the retail hardware dealer who is limited to a small capital do? In the first place he can become a member of the Michigan Retail Hardware Dealers' Association. Thus he puts himself in a position where he is not working single handed and alone to fight the catalogue house; he is working hand in hand with the vast army of the retailers of Michigan, who, by combined effort and oneness in purpose, can drive out the evil that we are so closely beset with. In the next place he must go to work. It will do no good to join the Association and then step back to let someone else do the work. If we wish to succeed, and every member surely does, we must do our part and do it well. Call on your next door neighbor and see if he has become a member of our Association. If he has, talk matters over with him and express your opinions in the Association paper or the Tradesman. If he is not, induce him to join and help along the best cause that ever presented itself to the retail hardware man.

When the majority of the retail hardware dealers in Michigan have become members of the Association, it is absolutely necessary that we change our present credit system of business to a strictly cash basis. The cash basis is our only salvation. When we have set our foot down on credit it will mean more than some of us think. It will mean that we will have no worthless book accounts. It will mean that we do not have to drum and drum a delinquent customer and finally take part of the account in produce or wood and whistle for the rest or lose the entire account. It will mean that when our cash is counted at night we will know to a cent what we are worth. It will mean, when trade is dull, and the cash in the till is low that the goods will be high on the shelf. It will mean that our assets will always be greater than our liabilities.

Does this meaning of a cash basis stop here? No, it has a deeper meaning. It means that with a cash basis we can buy from the jobber for less than we can to-day with the existing system. Why? Because the jobber will be selling for cash and can sell cheaper than he can on time. Because the jobber does not have to carry accounts thirty, sixty or more days

and hire an expert collector or sue accounts and pay lawyers' fees. It means that because the consumer has to pay cash to the retailer the retailer can pay cash to the jobber, that the jobber can pay cash to the manufacturer and that the manufacturer can pay cash for raw material and labor and the result is that the retailer can buy his goods just as cheap as the catalogue house now can and consequently he can compete with him and do better by the customer than the catalogue house is doing now. The result will be that the retailer will carry no accounts. The jobber will carry accounts for ten days only, and no cash discount. (Ten days is necessary to allow goods to reach customer, be checked up and remitted for). The manufacturer will carry the jobber a like space of time only. This will make better business relations between retailer, jobber and manufacturer; it will place all on a better footing and it will place the retailer on a level with the catalogue house.

What is the difference between a catalogue house and a jobber? They are similar. The catalogue house sells to the public direct while the jobber sells to the public through the retailer. In the former case goods pass through but one set of hands after leaving the manufacturer while in the latter case they have to pass through two; each has to make a profit. As the matter now stands, the man who handles the goods but once is selling for cash while the parties handling the goods twice are doing a credit business. Which man is increasing his business? Which is sure of a profit on everything sold? Which will gain the more new customers by his present methods of business? The one who sells for cash, of course. Just as long as we do a credit business just so long do we wear a poke while the other fellow runs free.

It is absurd to think that if the jobber succeeds in cornering a few manufacturers and compelling them to agree to not sell the catalogue houses that that is going to help the retailer to any great extent or put the catalogue house out of business.

The catalogue house is doing a legitimate business, just as legitimate as the average retailer. Some may consider this an exaggeration; it is

not an exaggeration, it is a fact and the sooner we get down to facts and come at our enemy with the same munitions of war with which he is warding us off the sooner we will be in a position to meet him on equal terms (not unequal as at present.)

The most of us are indignant at our customers because they send their money to the catalogue house instead of spending it with the merchant. This is certainly righteous indignation and the retailer is justified in entertaining it; but how can he expect to have it different unless he gets to work and does something? The sooner we all join hands and pull together the sooner will we be able to cope with the enemy.

Our enemy is strongly fortified on a high rocky cliff and we are trying to give him battle from the valley below. Can we expect to conquer him at such great odds? No, not in any reasonable time and it may be never. The only way to victory when such odds exist is to bring the odds nearer to the same level. If we can not tear down his lofty cliff we must occupy one on the same level with his near by. There is a rocky one near him that is attainable and this we must have; we must have it soon too; we can have it soon if we will climb up and take it.

There is a mountain of cash and there is a road leading up the mountain that is wide enough to let us all clear up to the top; this is the road of no credit, it is a hard road to start on

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but after the first start is made the road is very smooth with a surface that is easy to glide over. Cash and cash only is the right foundation to build on. Cash is a solid rock, credit is sinking sand and many a good merchant is wallowing around in it today who might just as well be on the rock if he had only joined hands with his neighbor and pulled with him.

Let's join hands, brothers, and all make for the top of the mountain. It will do no good for a few of us to go, we must all go. E. H. Weston.

Bannister, Mich.

Selling of Rejected Materials a Fine Art.

What becomes in these days of the "stones rejected of the builders?"

Under the terms of stiff contract which mark so many of the business transactions of the times, one might hazard a guess that there are no stones rejected since Bible times. But the practical man knows better. The business of disposing profitably of materials rejected by a contracting firm may become one of the most important departments in a manufacturing establishment.

In many lines of manufacture the requirements of an establishment are such that the strictest supervision is kept upon the material supplied to it. This material may be in raw state, or it may be a manufactured specialty entering into the firm's larger product. In either case inspections are required, and the evidence that the material is not up to the specifications calls for its condemnation. Where does this condemned material go?

In these days of complicated manufactures, as in railway cars, when an order given a great car factory for 1,000 cars may involve twenty other factories' specialties as incidental material, the need of rigid inspection of every part is apparent. A strict attention to his duties in such a position may force the refusal of tons of material by the inspector, and this material will have gone through its initial manufactures, will have been passed by them, the freight and carrying charges will have accumulated, all to the end that the manufactured material finally is rejected by the builders. What becomes of it?

If some of the big institutions letting contracts could only know for a certainty in all cases they would be relieved of a good deal of apprehension. But it is a certainty that much of this material escapes the marks by which the inspector brands it as unfit, and the way of it not infrequently absolves the inspector from all blame.

The story is told in a certain great factory that an inspector of minor materials in the place was unduly active. He was a fighter by nature and he had his own unswerving ideas of his duty to his employers. But the superintendent of the establishment circumvented him. He borrowed the punch with which the inspector had been establishing his disapproval and an impression of it was taken in wax. From this a forged punch was made and thereafter the inspector

had little to do; if he moved upon a pile of material somewhere in the shops an employe would call his attention to his own mark already passing the material or perhaps he himself would discover the sign "passing" it. Tons of material had been palmed off in this way upon the inspector's employers before the duplicate punch was discovered.

But a duplicate marker is not always necessary in such an establishment where the management is determined upon escaping the strict terms of the specifications. Too frequently the inspector appointed to guard his employers' interest is easily "fixed," and in such a case the opportunities for unloading second grade and even poorer materials are immeasurably increased. In all such contracts where the manufacturers are held by strict inspection to the terms of the contract these materials that grade "off" accumulate, so that when a man is found who will save his conscience with a bribe and pass inferior material, he is called upon to pass far more than the average run of off grade stuff. Every honest inspector tends to increase his capacity for dishonesty, and not infrequently this accumulating mass of material and its growing inferiority as the "fixing" company is tempted to bring about, result in the discovery of the tricky inspector.

In building materials there are as many opportunities for the undoing of the careless layman paying for the house as he is likely to find anywhere else. A builder who knows the tricks possible to the trade need not care particularly if the house owner look on at the work with his most critical eye. There are untold short cuts to effects that are by no means all that they seem.

In manufactures that turn a finished product upon the retail markets of the country the methods employed determine the reputation of the firms' goods in the markets. Some of the factories use only second grade materials in every line, offering a second grade product just enough below the first class price to catch the unsuspecting. On the other hand there are first class factories which endeavor to turn out only first class goods, for which they can exact the top price. No matter how carefully such establishments may be run, there will be occasional manufactures that are not up to the standards of the place. Among the best of these firms the firm name and stamp are not put upon these second grade goods. Frequently some coined name is stamped upon such goods, and if there be third and fourth grades, two other names or designations are used, keeping even the grades distinguished.

One might imagine that such a manufactory was making complications for itself in the market. On the other hand, it is simplifying its business in the most practical manner. Not only does this careful grading of "off" grade goods protect the first grade products, but in many cases it makes a market distinctly for these off grade manufactures; in cer-

tain lines a second and even third grade product is good enough for a line of trade and there is more money in the sale of these, perhaps, than if a house should handle the first grade stuff. The result is that a manufactory often may dispose of its carefully selected second grade stuff more easily and to better advantage than it sells the best product of its shops.

The average judgment of the average man is easily tricked in the matter of manufactured goods which admit of a "finish" in paint and lacquer. Putty has a multitude of sins to account for. So have sawdust and glue. Not even an expert may tell at a glance all that may underlie several coats of paint and varnish. In the second and third grade goods of an unnamed house the purchaser at retail takes his chances. Yet in the workmanship in some lines of manufacture, a defect so slight as to be unnoticed by any but an expert will be cause for lowering the grade and the price of an object.

In high class tools, in sporting goods of many varieties, and in some of the standard electric fixtures for the trade, the margin between select and culls is exceedingly narrow. There is a rodmaker in an Eastern city who charges an almost fabulous price for the fly and casting rod which bear his name, while fishermen who recognize his handiwork at a glance frequently buy the rod for half the regular price, and after careful search for the blemish are unable to find it.

Perhaps no class of manufacturers has to work with the certainty and precision that attach themselves to the successful shipbuilding firm. Not only must the material in the ship be of the specified qualities and workmanship, but the vessel's draft and speed are first essentials. For a warship built under contract to fall only a little short in speed is enough to condemn the whole vessel, regardless of the seaworthy qualities and the invincibility against cannon shot. The same is true of the racing vessels and of the fast steamships in the service of the big navigation companies. Considering the enormous number of passengers carried by a big liner, the fact that a vessel runs only an hour slow in an Atlantic trip may mean the loss of tens of thousands of dollars in its life, considering only the extra meals that in the course of circumstances will be entailed.

Jonas Howard.

In solution of the problem of scarcity of timber for ties confronting the railroads one of the Eastern roads commenced the cultivation of trees last year. The report of the chief engineer of the maintenance of way, just issued, says seedlings two or three years old were planted at a cost of 8 cents each, averaging about 400 to the acre. He estimates that to supply the increasing needs of this one road alone it will be necessary to plant 1,300,000 trees yearly for thirty years, the time required for a tree to mature.

Praying lips can not square up for profane living.

A REAR ADMIRAL

Of the Navy Gives Some Points on Coffee.

A naval officer of all men has a chance to become an expert on coffee and when he talks about it naturally knows somewhat of his subject.

A certain famous (now retired) Rear Admiral, whose name can be given by mail on request, says:

"I have traveled this wide world over from the Arctic to the Antarctic, and have drunk the best coffees ever grown on this continent, or in the East, made by the best chefs, and am an expert coffee maker myself.

"Of late I noticed that there was something wrong in my dietary and that I was suffering from dizziness immediately after my coffee. I was becoming sadly constipated, something unusual for me. I was averse to thinking that coffee was giving me so much inconvenience, but I thought perhaps it would be best to reduce its strength, but it made no perceptible change in my feelings.

"At last I thought I would venture to try Postum Food Coffee, a preparation that I often laughed at, as I read its advertisements, so I purchased a small package and followed the directions explicitly and prepared my first cup. I was surprised to find that so far as taste was concerned it was all right; besides it had a satisfactory feeling. The next morning I found that my bowels were moved normally, and as in days when I was younger and in the prime of life. Next thing I noticed that when I sat down to my morning paper and later to my mail that my head and mind were much clearer than they had been for a long time, and I had no feeling of depression and lassitude. No one could have made me believe that a change from coffee to so simple a liquid food could have produced such a rapid and marked change in a person's condition. It is now about three months since I began to use Postum. I have never hankered after coffee, do not want to see it, for I am in excellent condition, no constipation, no indigestion, no dizziness, no dulness and, in fact, feel like a new man and I attribute it to the change wholly, and I may say that I feel stronger than I did three months ago and at my age, 76, strength is a much needed thing; in short, since I abandoned coffee I am better natured, better conditioned, and better pleased than I have been for a long time. The experiment I made with Postum cost me fifteen cents, the beneficial results obtained can not be calculated in dollars and cents. It takes a little more time to make Postum Coffee than ordinary coffee, but I count the difference in time as naught in comparison with the benefits gained. I think I shall try Grape-Nuts next."

GROCERY CATS.

Some Of Their Acts As Regards Eatables.

Written for the Tradesman.

It seems to me as if I never heard so much in my life about cats as I have within the past half dozen days.

In the last issue of the Tradesman I chronicled the worriments of a certain model homekeeper who, as she says, is "on a still hunt for a grocer who is just reasonably clean in the handling of his merchandise." She has had disagreeable experiences along the cat line as regards its existence in the grocery. And she has long since reached the very sane conclusion that she "doesn't want any cat in hers."

Since writing about her failure to find an eatables store exactly to her liking I have had cats galore thrown at me—or the stories thereof. I've been deluged with them. It seemed as if most of the people I know take the Tradesman, had read about my friend's cat-y woes and had something to add thereto in the shape of a tale—never anything to subtract therefrom.

The first to mention the subject to me was a charming young girl. She is a little blond thing with soft fluffy hair and she looks out on the world through innocent gray eyes. She keeps those pretty eyes of hers open and so sees many funny things that would never come under the notice of a less observing damsel.

What she said was as follows:

"Oh, Miss Jodelle! I read what you had to tell about that lady and the trouble she had had as to the petting of cats in a grocery store—how the proprietors stroke the cats' fur and then wait on her without going and washing their hands. I don't blame her for objecting.

"I've seen a lot of things myself that a cat does in a grocery where my mother trades—but I needn't tell you that we buy nothing there but what is shut up in tin or glass or some other covering. You'd hardly believe it if I told you half the things I've seen that particular animal do.

"In this store a long row of boxes stands on one side of an aisle and in them are dried apples and prunes of different grades. I've seen their mice-chaser spring up on the edge of the first box in the row, walk in each box as she came to it, and, when she reached the last one, deliberately roll herself up into a ball and go to sleep in the prunes. Then something startled her and she jumped up and out of the box, carrying off prunes all over one side of her coat, which one by one dropped on the floor with a dull thud as she twitched her skin. She seemed to like the last box of prunes better than the others or the dried apples, for she tread all the boxes gingerly and sniffed dissatisfiedly at their contents, and when she reached the last carton she settled down contentedly for her snooze. I was standing near her prune nest as she left it and when I looked at its condition it did not take me more than a thousand years to make up my mind never to buy any prunes in that store.

"This cat seemed to possess a regular schoolgirl fondness for sweet things, for while I was there she tramped over to a molasses measure which stood on the barrel of it and licked all around the top and down inside as far as her tongue would let her. Then she meandered over to the candy counter, reached over and clawed at the pieces on an open tray until she had got some of them so they fell on to the floor, whereupon she jumped down, settling herself on her four feet as a cat does when she enjoys her food, and proceeded to make the most of her find.

"She seemed to think her claws were given her for a purpose in life, as they were afterwards used to extract a pickle from a handy keg. I never before saw a cat that liked pickles—she must have an abnormal appetite.

"The people in the store are evidently used to this kitty's peculiar feeding customs for they made no effort, in my presence at least, to stop her thievings."

That was a specimen of the cat stories that came to me, and here is another—this one from a gentleman:

"My wife generally does the marketing for our family or sends the maid. But the latter went home sick last week and then it fell to my share in the helping out to order the eatables for each day.

"I read your cat story in last week's Tradesman and I thought it all a yarn, but I'll be blamed if I don't believe it was all true, after what I saw take place in the store where my wife usually does our trading for the table.

"When I went home and told her what my own eyes had beheld she said that we would immediately change stores and go to some place where they don't keep a cat.

"I had a list of the things my wife wanted and I began at the top and went down. But I didn't get, in that store, quite all the items she had put down, for I was suspicious that Her Ladyship the Pussy had been there before me.

"The storekeeper was short of help as three of his clerks were on the sick list. He himself had gone out before I came in and that left only one clerk to wait on customers. There were several there before me and I had to wait my turn.

"The people stood around in different parts of the store. I was near the meat counter—this grocer also deals in meats. I was quite alone and, as time was burning on my hands, I had plenty of it in which to view my surroundings.

"Dried beef" was down on my wife's list, but when my glance chanced to light under one end of the counter and I saw the store cat with a long chunk of it down on the floor, where she seemed to be in a cat's heaven munching off of the freshly-cut end, I scratched 'Dried Beef' off my list.

"When the cat got tired of this she came out from her retreat, blinking her eyes and licking her chops in a happy sort of way. But she hadn't had enough to eat yet, for she slid

up the side of the cracker barrel, as if she was used to it, I couldn't help but observe, let her head way down in while she hung on to the top with her hind claws, a feat that seems easy of accomplishment by the race, and then pulled herself up, with a cracker in her mouth, which she proceeded to enjoy at her leisure on the floor.

"Next she walked on some beautiful white California grapes and, with the sawdust in which they were packed still clinging to her footies, jumped onto an open barrel of light yellow sugar, where she left most of the sawdust that she got off from the Western fruit.

"Grapes" and "Brown Sugar" got a line drawn through them on the slip of paper in my hand.

"At this juncture Miss Pussy concluded to try her hand—or rather foot—in matters Oriental. Several chests of tea lent their fragrance to the surrounding atmosphere and she carefully balanced herself on the edge of one and then walked through all four of them. At every step she took she sank into the tea way up to her body. She made a faint crunching sound in her peregrinations and the sound and undulation appeared to please her, for she began to play with the tea, scattering it right merrily out on to the counter.

"Any one who wants that tea can have it—for 49c per—I don't care especially for it!

"And now it came my turn to be waited on.

"I bought whatever my better half had enumerated that would come in original packages and the rest the grocer might put down as having gone to the everlasting bow-wows, through the machinations of the animal he houses to prevent the depredations of the mice and rats.

"I—all of us—probably get the 'peck of dirt' all right, all right, but I prefer to eat mine unknowingly."

Perhaps, as a rule, many of us are too fussy about our eating, but the stomach of the average buyer can not prevent rebellion when the eyes are focused on such sights as described by the foregoing duo.

Mice and rats are, of course, a distinct menace to the cleanliness of articles intended for human consumption, but when there are other ways of getting rid of them than dependence on an animal of the feline species, it seems a pity to drive away trade by allowing patrons to witness the deeds gastronomic of which they are vastly capable. Jessica Jodelle.

Extravagance the Chief Vice of the Age.

One need not go far in any direction to hear advanced the statement that extravagance is the chief vice of the age. Not infrequently those guilty of it will be loudest in its denunciation as an evil. Extravagance is the text of the elders in preaching to the younger generation, until it becomes the duty of the young man to determine for himself just where his necessities end. In this he can not be guided by men whose prejudices rest upon a recollection of "things as they used to be."

Nothing in the field of reasoning is harder to hold a man to than is a simple condition which is at variance with his theories. He has so many logical reasons why the condition should not be, that for all intents and purposes of argument the condition does not exist. In this manner extravagant denunciation has been heaped upon extravagance itself, even by the extravagant, until there are both suggestion and veiled protest in the query of a reader who asks "as to the desirability of a man's going beyond his means in order to 'put up a good front.'"

"Can a man afford to go beyond his means in order to 'put up a good front?'" is the question, boiled down. To this query the common sense reply to be made without reserve and without quibble is, No. But having answered in the negative, which so frequently is no answer at all, the whole meat of the question arises in that other form, "What is 'beyond one's means?'" Until this limit is recognized as a more or less fixed and certain boundary for prudence the young man may be more wholly in the dark on the alleged safe side than he could be on the other.

A man's means in any given emergency frequently depend wholly upon the character of the emergency itself. For instance, the man who could not afford to borrow \$10,000 with which to build a home for his family can not afford not to borrow the \$50,000 that may be necessary to the pushing of his business. In the first instance, too, he might have been able to borrow the \$10,000 with ease, whereas the raising of the \$50,000 may strain his credit to the limit. Yet so far as a sane rating of a sane man is concerned, no one will doubt that the \$50,000 debt should be the easier of the two burdens.

To the young man, however, this proposition comes in another form. Figures that may be even more vital in his career are not written so large by thousands; to spend, or not to spend, even so little as a dollar becomes a problem in all its bearings upon the social world which he finds around him. He can not determine, ex parte, that the competitive world is too extravagant and decide that he will not cater to it. It is the world as he found it and the world with which he has to deal more or less at the world's own terms.

The world to-day is asking of the untried, Show us your best pace. It will take for granted that the young man has a slower gait and a more awkward one. It will prepare to discount him to the worldly limit as experience has taught it. Therefore, the young man who does not exhibit this best front has handicapped himself. It is as if some one attempted to start a fruit commission business in South Water street and refused to follow the universal practice of putting the largest and best fruits in the top of the barrel. He could not last in business for a day.

In the world of accomplishments it is doubtful if any other man so deprecates the necessity of "putting

up a front" as does the man who is forced into it. The man forced into the subterfuge goes against his will for the reason that he has not acknowledged the necessity in himself; it is his concession to the world that shall sit in judgment upon his appearances. The young doctor, the young lawyer, the young minister—almost the whole category in the world's endeavor—is required to stand up and pay this tribute to the future. In one, it may not be more than the affectation of a beard to cover the extreme of youth; in another, it may be an appearance in borrowed raiment; in another, it may be that his every appearance represents an investment which in the eyes of another generation would be beyond his means.

But one may apply this test of appearances at the nearest corner place of business and find how largely the attitude of the world depends upon the sizing up of the outer man. The small salesgirl who could have no possible personal interest in the matter may be quickest to respond to this test. In doing so, too, she is giving evidence just how hopelessly far the judgment of the world has surrendered itself to appearance, regardless of how it was acquired or maintained. "Nothing succeeds like success."

How many thousands of men there are in business who on occasion will explain to a friend or acquaintance that they are members of such and such clubs, but never have any time for them. Why are they members? For the reason that these clubs are a good "front." The whole world of professionalism is pledged to such memberships, some of these in the beginning having been assumed at almost prohibitive cost. Not infrequently, indeed, a man's own home and family are adjuncts to his profession in such a manner that a show of extravagance is upon his whole style of living. At times this home and style may be far beyond his literal means, and yet in the scheme of his business may become finally the annex to his success.

"Beyond one's means" is a subtle phrase which may mean everything or nothing. Ordinarily in this hard-headed world of business a man who legitimately can borrow \$10,000 is worth \$10,000; if his personal credit stands for the loan the money is as much his as if it had been a direct inheritance; no one quarrels with him for a moment in the investment of it in legitimate enterprise.

Yet there has always been a trite arraignment of the man whose personality may be worth \$10,000 a year, potentially, if that man, having fewer than 10,000 cents, proceeds to mark up his assets by means of personal appearances. On the one hand it is conceded that the man can not profit from a \$10,000 manufactory without getting \$10,000 which he has not; on the other side there is even doubt that a man should be entitled to a \$10,000 salary, or income, based upon a \$10,000 appearance that is borrowed. The position is an absurdity and in effect a denial of the existence of conditions. John A. Howland.

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 Shotgun

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/4	1 1/4	5	12	2 70
264	3 1/2	1 1/4	4	12	2 70

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. Steel	7 00
First Quality, D. B. Steel	10 50

Barrows

Railroad	15 00
Garden	33 00

Bolts

Stove	70
Carriage, new list	70
Flow	50

Buckets

Well, plain	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought, narrow	60

Chain

Common, 1/4 in 5-16 in. 3/4 in. 1 1/2 in.	4 1/2 c.
BB, 3/4 c.	7 1/2 c.
BBB, 8 1/4 c.	7 1/2 c.
BBB, 8 1/2 c.	6 1/2 c.

Crowbars

Cast Steel, per lb.	5
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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, 1 1/8; large, 2 1/8.	40
Ives' 1, 1 1/8; 2, 2 1/8; 3, 3 1/8.	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	3
List 12 13 14 15 16 17	
Discount, 70.	

Gauges

Stanley Rule and Level Co.'s	60&10
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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
Verkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

Hinges

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

Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails

Au Sable	dis. 40&10
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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.
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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
Dampers, American	50

Molasses Gates

Stebbins' Pattern	60&10
Enterprise, self-measuring	30

Pans

Fry, Acme	60&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 15 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	35
Finish 6 advance	45
Barrel 7 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
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Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	28 00
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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
No. 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
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron	60-10-5
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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
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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, Nickeled	30
Coe's Genuine	48
Coe's Patent Agricultural, Wrought	70&10

Crocery 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
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LAMP BURNERS

No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps	
Per gross	
Pints	4 25
Quarts	4 40
1/2 gallon	6 00

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
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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

DRY GOODS

Weekly Market Review of the Principal Staples.

Ginghams—When the course of the cotton market was downward the sales of gingham in the primary market were seriously affected. Buyers thought that the mills should at once revise their prices; that it would be risky to take large stocks on the terms offered by sellers. The result of the delay in purchasing sufficient standard staple gingham and fancy dress gingham to see them through an average spring season has been to keep the market steady, and to cause the mills to run on a close schedule. Within recent date the cotton values began to advance and now that the staple is nearer to 8c for spots than to 7c the demand in the goods market is stronger for all grades of gingham. Selling agents report that on the success of the jobbers in interesting retailers in placing duplicates there is a stronger call for spot goods in the primary market at prevailing prices.

Carpets—A very fair business in the way of additional orders and re-orders has been in evidence during the week in the carpet trade. Buyers have been covering their needs to a certain extent prior to the further advance, which takes place on Feb. 20. Agents who have not made any additional advances will, it is intimated, announce new prices after the 20th; what these will be, however, it is not possible to state at the present time. Buyers in the West and Far West have placed fairly liberal orders and those in the East are gradually beginning to take hold. Buyers are now due to visit the market on duplicate orders, and will find that prices are higher, and their goods will cost more than they would have done a month ago. Statements are made that the latest advance has been made for the purpose of holding prices firm on orders already placed. Other members of the trade, however, state that the key to the situation lies in the fact that many mills have orders enough on hand to keep the plants running for some time, and are not as anxious as they were for orders, being willing to accept only what will net a clear profit; hence the recent advances that have been announced. There seems to be little question regarding the shortage of supplies of raw material in manufacturers' hands. Several buyers representing the largest plants in the country have been in the local carpet-wool market this week after China filling wool, which is badly needed. Several lots are now in port, but owing to the ice in the river and other difficulties, the unloading of cargoes has been delayed. These shipments are in an unwashed and unwillowed state, and the importer is not willing to set a price before seeing samples and ascertaining what the duty rates will be.

Dress Goods—Sales on low grade goods have been up to the average, and there is a steadily increasing demand for goods of medium and better grade by large and small jobbers. The one thing that has given strength to the market has been the rigid prices on raw material. Mills have had no means of securing stock from which to make goods on a lower basis, and the buyers of cloth, when they found that the heavyweight season of 1905 was to be on a higher level, did not lose all their courage. In selecting goods there has been a greater percentage of woolsens and manipulated fabrics taken by the jobbers for the medium grade of trade than in recent years. The fact that prices on the fall lines are considerably higher than last year has kept many cutters-up from placing early initial orders. They are now coming to town and it is expected that the remaining weeks of this month will be a period of activity in all departments of the dress goods trade. Prices have an upward tendency. Now that the trend of present demand has been determined and the mills are after business for the fall season, salesmen and roadmen in the employ of the mills are making a careful study of the market conditions to see what class of goods will be accorded preference for fall. It is found by many observers that the retail trade, jobbers and cutters are all inclined to favor broadcloths as the style of cloth that will meet with the best reception from the final consumers at the prices that will prevail for the cloth and for made-up garments. A style of goods in close imitation of the silk effects is now commanding attention. The woolen manufacturers realized that they had to meet sharp competition in silks for the fall of 1905 and they produced lines of glossy, sheer woolsens that are very effective. Worsteds are moving quietly for the jobbers are not taking them as confidently as they did last year. What the cutters will do when they get to placing their orders on this class of goods is still a matter of speculation. They will find that prices are not out of proportion with the other styles of goods. In the demand for the present season there is little being done on the imported fabrics. Buyers have had their goods delivered and are not prepared to increase their holdings. The spring trade in dress goods from the retailers' standpoint is backward. The cold weather has not given the early showings of the lightweight fabrics a fair chance to be examined by consumers. For the fall there is no disposition on the part of jobbers or the cutting trade to place orders on the foreign lines of dress goods. Prices are on the same proportionate basis as the domestics, and this leaves the buyer in a position where it is wise for him to go slowly in ordering for fall. Mohairs and broadcloths are the two leaders.

There's something wrong about a man's piety when it provokes others to profanity.



Ladies' Muslin Underwear

We now have a complete line of Ladies' Muslin Drawers, Muslin Corset Covers, Muslin Night Robes and Muslin Skirts, also a line of Children's

Muslin Pants. We would advise you to carry a line of these goods, as the demand is growing stronger every day for ready made garments.

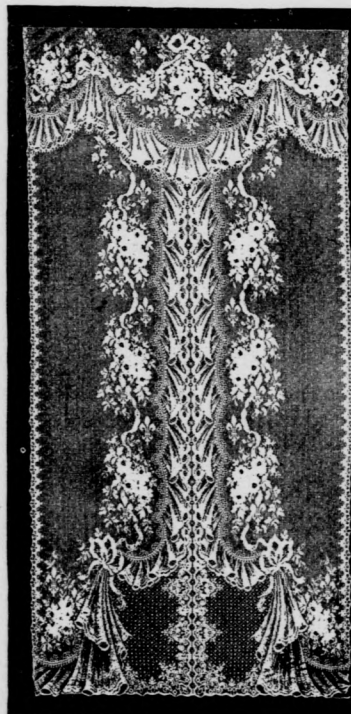
Prices ranging from \$1.75 to \$18.00 the dozen.

Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



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.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New Yor, Feb. 11.—We are just emerging from the snow blockade, although the less important streets are still well banked up, as they have been for two weeks. Transportation has resumed its normal condition and shipments are now made with a degree of certainty as to the time of leaving and the period in transit. Business in groceries has been fair and during the past three days it has been excellent, owing, perhaps, to a rush to make up for the lack of trade during the storms. Prices on all goods are well sustained and the retailer is in good shape. Some buyers are here from the South and West and all appear confident as to the spring and summer trade.

There is a somewhat steadier market for spot coffee and some advance has taken place in the better sorts. Rio No. 7 is worth $8\frac{3}{4}$ c. In store and afloat there are 4,305,970 bags, against 3,286,791 bags at the same time last year. West India coffees are in rather light receipt, but there seems to be enough to meet the demand. Good Cucuta is worth $9\frac{1}{2}$ c and good average Bogotas 11c. East India coffee is steady and the demand fairly active.

There is a steady but very slight improvement in the tea trade and holders hope that even this slight improvement will become a flood during the spring. Some activity is shown in the line trade and quotations all around are firmly sustained.

There has been quite a trade during the week in sugar in withdrawals under old contract. New business is pretty flat and the general situation shows little, if any, change from a week ago. The trade is awaiting the return of gentle spring and not much life is shown during this month under any circumstances.

Rice still drags its slow length along and sellers apparently find little encouragement in the situation. It is conceivable that matters might be worse. There might be absolutely nothing doing, but holders seem quite confident and seem to think there is a good deal of light ahead.

There is a comparatively light jobbing demand for spices and quotations seem to be hardly as well sustained as a week ago. No business in an invoice way has been done and the situation is a waiting one.

A steady every-day trade is being done in molasses. Some delay in shipments has been reported, owing to an ice blockade in the harbor which has lasted now for several days. Supplies are not very large and the demand is sufficiently active to keep the market pretty well cleaned up. Good to prime centrifugal, 16@26c. Foreign grades are firm and fetch full figures. Syrups are firm and in steady call.

Canned goods are doing better every day. The "eyes" of the trade have been upon the convention at Columbus and it is the general opinion that the good of the convention will be far-reaching and that every year the canned goods trade will

"come up higher." Tomatoes and corn and peas are all selling fairly well, but the supply of inferior corn is too great and the whole supply is handicapped. Tomatoes are hardly obtainable at prices prevailing a short time ago, and every day adds strength to the article.

Dried fruits are doing better and holders are quite encouraged. The markets are pretty well cleaned up, it is said, on the Coast of almost all goods except prunes. Apricots, especially, are well sustained. Dates and figs are steady and tend upward.

The butter trade is active, especially for the top sorts and extra creamery readily brings 31@31 $\frac{1}{2}$ c; held goods, 27@29 $\frac{1}{2}$ c; imitation creamery, 24@27c, latter for extras; factory, 21@24c; held stock, 20@22c; renovated, steady at 22@25c.

With the supply of cheese much reduced and a fairly active demand for this time of year, the market shows greater strength and at the close an advance of about $\frac{1}{4}$ c has taken place, so that 12 $\frac{3}{4}$ c is about the prevailing rate for full cream stock.

Receipts of eggs continue light and the market is strong. Best Western, free from frost, are quotable at 33c, with average best, 30@32c; thirds, 26@29c; refrigerator stock, 26@28c.

Value of Poultry As Food.

The value of poultry, or any food substance, depends upon the digestible nutrients contained in it. At different times and in different countries opinions have varied as to the parts which should be consumed. Chickens' feet, skinned and dressed, are used for making broth in Europe; cocks' combs are prized by French cooks. These parts are thrown away in the United States. The liver, and less commonly the heart, are eaten by many. In large markets the demand for chickens' livers is so great that it is often necessary to insist that they are left in the dressed fowl. Otherwise they are removed by the dealer and sold for a fancy price.

Poultry flesh contains water, as is evident from the fact that it is moist and has more or less visible juice. Water is essential to the human body, but it can be had from so many other sources that the amount found in solid foods is not considered as adding to their value.

The nutritive value of a given food depends on the proportion of the ingredients in it which the digestive organs can set free for the use of the body. From digestive experiments it is learned that not all kinds of foods are digested with equal completeness. The flesh of poultry is believed to be as thoroughly digested as that of any other domestic animal. A number of experiments demonstrated that 97 per cent. of the protein and 95 per cent. of the fat in meat is digestible. These values may be assumed to represent the digestibility of poultry flesh. They are somewhat greater than the corresponding factors for vegetable food, and animal food is therefore more digestible than vegetable food.

Protein and fat are the character-

istic nutrients in meats of all kinds; the proportions vary within wide limits in different kinds and cuts. Protein is essential for building and repairing body tissue, while the fat supplies the needed energy. Poultry fat is collected together in larger or smaller masses, some of which may be readily removed by mechanical means, and some is so intimately associated with the muscle fibres that it can not be readily separated. The latter variety of fat is what is desired in all high-class poultry.

When the flesh of poultry is compared with that of beef, veal, lamb or pork it is found that on the average the refuse in poultry is slightly less. The varieties of poultry flesh furnish about 5 per cent. more protein than the other meats, and a small increase of ash. Poultry flesh contains less fat.

The light-fleshed varieties of poultry (fowls and turkeys) are richer in protein and poorer in fat than the dark-fleshed (ducks and geese). Young, light-fleshed birds yield a greater percentage of protein and a smaller proportion of fat than older specimens; in the dark-fleshed breeds the young are richer in fat and poorer in protein than the older.

The breast meat of fowls, and especially of turkeys, contains more protein and less fat than the remainder or dark meat, and for this reason may yield more nourishment for a similar digestive effort. Artificial digestive experiments have shown that light and dark meats do not differ materially as regards the amounts

digested in a given time under uniform conditions. The mode of cooking, as well as differences in composition or texture, influence the digestibility of both light and dark meats.

W. O. Atwater.

Photography in Colors.

Direct photography in colors on paper has been perfected in Germany. Writing paper free from wood is used and is made sensitive to the different colors by being soaked in a bath consisting of a mixture of alcoholic solutions of primrose, Victoria blue, cyanin, curcumin, auramin and an addition of anethol. The bath is tested by exposing a sensitized strip of paper under a test negative composed of red, yellow, green and blue strips of glass. Since the light sensitiveness diminishes rapidly, exposure is made at once, and under favorable conditions good results are obtained in five minutes' exposure. The exposure is made under a colored glass transparency or lantern slide. By modifying the bath a picture of flowers may be obtained directly in the camera. In another modification of the process an ordinary platinum print is made, which is then sensitized and exposed under a colored negative. The light sensitiveness of the paper depends essentially, however, on the nature of the fibers of which the paper is made.

Many would rather be in sin than out of style.

Happiness is never gained until it is given.

The Latest in Style



The
Most Comfortable
In Design
and
The Best in Value

Retailing at One Dollar

PURITAN CORSET CO.

KALAMAZOO, MICH.



Michigan Knights of the Grip.
President, Geo. H. Randall, 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.

Royal Tradesmen Who Make Money.

The decision of the Emperor of Germany that his three younger sons shall undergo a thorough course of commercial training, so that they may be better fitted to cope with the stress of industrial competition, recalls instances of other living monarchs who not only govern the destinies of their kingdoms, but are captains of industries as well.

It would go hard with the India rubber trade of the world if King Leopold, of Belgium, refused to supply any more rubber, since he has practically a monopoly of this important commercial product. Rubber cultivation constitutes the staple industry of his colossal private estate in the Congo. He has sunk hundreds of thousands of pounds in this enterprise, with the result that now he governs the world's supply, and is not only the King of Belgium, but the "India rubber king" as well, says a writer in London Answers.

When King Oscar of Sweden came to the throne he boasted no private fortune, for his predecessor had willed his money to another member of the family. Yet to-day King Oscar is one of the world's wealthiest monarchs. And it has all been made out of real estate. He has made it a practice to purchase the dingy, out-of-the-way slums of the capital city at a nominal price. The decrepit houses have then been swept away, and in their places have risen palatial business dwellings and residences, and open spaces, which have then realized vast sums. Stockholm owes no small part of its magnificence and beauty to the enterprise and building speculations of its king. The sovereign is also deeply interested in the brewery trade of the country, his greatest enterprise in this direction being the St. Eric brewery, with which he is intimately connected. Hotel development is another branch of his commercial interests, as the Grand Hotel of Stockholm adequately testifies.

The royal family of Bavaria are probably the most renowned brewers in the world. Every visitor to Munich knows the dingy, ancient tavern from which mugs of the famous beer are obtained to-day in the same manner as they were 300 years ago. The beer was first brewed at the royal palace in September, 1589, from a recipe given to the reigning king by the famous brewer, Degenberg. This recipe is a most jealously guarded secret, and the famous beer is made in precisely the same way at the same place to-day as three centuries ago.

The King of Denmark and Prince George of Greece are both fortunate speculators, and have participated through their agents in many large financial operations. The most notable speculation was that of 1876-1877. The Southern ports of Russia, in connection with the war with Turkey, had been closed. The result was that the supply of grain from Southern Russia was cut off. The King of Denmark carried out a huge deal in American grain, forced a corner and netted several thousand pounds.

Francis Joseph of Austria is not only an emperor, but a keen business man as well. As a member of the royal family he has innumerable privileges, one of which is immunity from jurisdiction. As this, however, would give him an undue advantage over the commercial layman he transacts his business under a pseudonym.

This action once led to a curious result. The emperor had established a large brandy distillery, and in due course applied for his license. His royal identity was known, and the application was refused, as he had failed to comply with the law's requirements by applying in his own name. The emperor appealed against this decision, at the same time explaining that he could not fulfill the strict letter of the law, as he was a member of the reigning family and, as such, had no family name. His explanation was allowed, and the emperor has one of the largest and most successful brandy distilleries in Austria.

Money in Photographs.

Five photographers in an Indiana town made over 20,000 photographs to be used as Christmas gifts. The holiday season just closed is said to have demanded more portraits to be used as presents than during any other season in the last twenty years.

Many of the country photographers have abandoned the use of sunlight in the printing of pictures and have taken to the use of electricity. A revolving, octagonal frame holder is so constructed that an arc lamp may be lowered in the center of the frame holder and thus thousands of prints are made at night. One man at Hoopeston, Ill., spent the greater portion of the night at work printing during the holiday season. From 400 to 800 prints are made in a single night by the use of this contrivance.

It has become the custom of high school and college girls to give pictures to their class and society mates. Some of the girls give away from two to four dozen pictures, and this demand has helped to make a great business for the artists.

Another big demand is that for pictures of family groups and generation pictures. There is now a rage to show a group of people in which there are from two to four grandmothers, the picture showing a little mite of humanity done up in long clothes and representing one generation. There is now an active competition among the artists to get pictures of this class.

A crusty tongue seldom has a chance to get rusty.

Varying Scenes in the Life of the Traveling Salesman.

No doubt you've often heard about the drummer's gay old life, His pleasures and his many joys, no word of care or strife; And oft it makes me wonder what fools these mortals be Who think that every drummer just carries Heaven's key. That when he goes upon a trip his ever smiling face Is sure to bring a welcome in almost every place; That all he has to do is grasp the merchant by the hand And tell a joke or story, then an order he will land. No need to talk about his goods, that's the old-fashioned way, Just say, "How many will I send of this or that to-day?" It's nothing but a pleasure trip, without a moment's care, Takes out his book and writes; that's all, the order's waiting there. His firm write him most every day and say he's just the stuff, And that they really feel convinced he doesn't spend enough. His evenings, then the drummer has a glorious old time Dressed up and with a merry crowd he'll always pleasure find. And when at last he goes to rest in bed that's snowy white, He falls asleep so peacefully and dreams of sales all night. The next day it is just the same, a day of joy and fun, And when the trip is over, he finds he sold a ton. His firm come out and greet him, right at the office door, And offer him an increase of just two thousand more; This is the life they picture, but the facts they don't know well. There is still another, truer side, which those who know can tell. When the drummer goes upon his trip he don't start with a shout For he does not know, when he leaves home, how long he will be out. He bids his wife and little ones a tender, fond good-bye And hurries off so they can't see the tear drops in his eye. Then when he calls upon the trade, they often say, "I'm sorry, but you're too late; I ordered yesterday;" So on and on, perhaps he sells, but when at night he's done, Nine chances out of ten he finds the work was not all fun. The food, sometimes unfit to eat, but eat, of course, he must, He often thinks he would enjoy, at home far more a crust; And when he seeks at night his bed instead of snowy white, He finds one soiled, untidy, and often things that bite; At last, worn out, he falls asleep, but, listen! hear him moan, He's dreaming of his little ones and wife left all alone. And so the days and weeks go by, no time for fun or play; A drummer's work is never done, he's toiling night and day. And when he tells that story, the merchant laughs until The drummer thinks that surely he'll sell a great big bill; But very often when he tells a dozen jokes or more He does not sell a dollar's worth and he must not show he's sore. For the drummer may have sorrow, in fact, a breaking heart, The smile must still be on his face, he has to play his part; And often when a letter comes which brings sad news from home He has to smile and bear the pain in silence and alone. If you see the tears and ask him, "What's ailing you, old boy?" He's sure to say, "I have a cold," and change the subject coy; But though the months pass slowly the day at last draws near When he will be at home again with the ones he loves so dear. His little ones are waiting, his wife is at the door. Such shouts and screams, it only means he's home again once more. So when you meet him on the way just cheer him and be kind. Remember that he's far from home, and those he loves behind. And don't believe the tales you hear; the drummer's true at heart; In joy and pain he is just the same. He has to play his part.

Charles Jacobs in Boot and Shoe Recorder.

Photography in Relief.

Photography in relief is the latest addition to the many tricks performed by the camera. The picture of an object which shows the latter in relief is obtained by means of the ordinary projection lantern with a camera placed alongside. Instead of the slide in the lantern a screen graduated as to transparency from one end to the other is placed. The object to be photographed is placed in front of the lantern within a large conical mirror, by means of which it is illuminated from the sides and top so far as the screen allows. Two negatives are made with the screen in reversed positions. From one of the negatives a positive is made and placed on the other negative, and the two combined

give a composite picture from which the relief is printed.

LIVINGSTON HOTEL

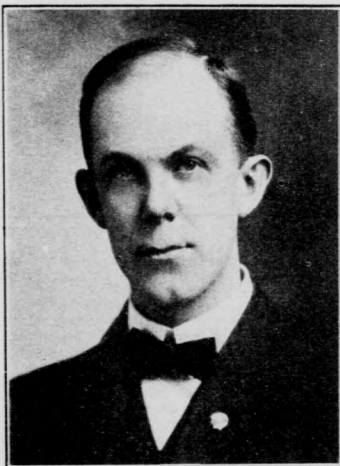
The steady improvement of the Livingston with its new and unique writing room unequaled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.

SUCCESSFUL SALESMEN.

J. G. Wilbur, Representing the Mayer Boot & Shoe Co.

Jesse G. Wilbur was born at Hamilton, New York, April 27, 1873. Both his father and mother were of English descent. He attended the public schools until 16 years of age, when he took a two years' Latin course in Colgate College. He then took a book-keeping course in the business school of Williams & Rodgers, of Rochester. His first employment was as society reporter for the Journal-Talisman of Rochester. Not forming a liking for a reportorial life, he removed to Muskegon and took a position with the Muskegon Fire Extinguisher Co. Eighteen months later he removed to Belding and took



the position of Secretary and Treasurer of the Belding Shoe Co. On the death of the President and General Manager, Mr. W. H. DeCoster, he assumed the position of Manager, which he continued to fill for seven years. Four years ago he formed an alliance with the Mayer Boot & Shoe Co., of Milwaukee, to cover the Southern half of Michigan. This arrangement is still in effect, Mr. Wilbur seeing his trade every ninety days.

Mr. Wilbur was married Nov. 2, 1898, to Miss Laura Driese, of Belding. They have two children, a boy of 5 and a girl of 3. They reside in their own home at Belding.

Mr. Wilbur is a member of the Utica Traveling Men's Association, the Modern Woodmen and the Knights of Pythias. Aside from these organizations, he has no other fraternal associations.

Mr. Wilbur attributes his success to his endeavors to please his trade and furnishing goods of such quality as will commend them to both dealer and consumer. During the time he was engaged in the manufacturing of shoes at Belding he learned how to make a pair of shoes from start to finish and this knowledge as to how shoes are made, and the reasons they are made as they are, is of great assistance to him in the exploitation of his work.

Gripsack Brigade.

Jackson Citizen: Martin Brown has taken a position as traveling sales-

man for the Reliance Corset Co. His territory will be Michigan.

C. H. Bayley, who traveled for the wholesale grocery houses of Fox, Musselman & Loveridge and I. M. Clark & Co. twenty odd years ago, died at his home near Newberry Feb. 8 at the age of 60 years. Deceased left a wife and three sons.

D. M. Bodwell, who has been with the Putnam Candy Co. for the past eight years—three years in the house and five years on the road—will change to the J. B. Funke Co., manufacturing confectioner, of LaCrosse, Wisconsin, his territory comprising Michigan, Indiana, Illinois, Ohio and Western Pennsylvania and New York. Mr. Bodwell succeeds Herbert Dennis, who has covered this territory for the house for several years and who now goes into the house to take a managerial position. Mr. Bodwell will continue to reside in Grand Rapids and will make this city his headquarters.

The Boys Behind the Counter.

Shelby—C. M. DeBolt has taken the position of salesman in the meat market of Jos. Doucette.

Zeeland—Corie Dykwell has severed his connection with the National Grocer Co., at Durand, where he has been employed the past few weeks, to accept his old position with the Zeeland Milling Co.

Petoskey—Chester Gibson has been employed as clerk by E. G. Davis, the Grove street grocer.

The American Electrician is authority for the statement that the electric fan that is used to keep one cool during the summer can also be used advantageously to heighten the temperature of a room during the winter, where the steam radiator is either too small or the steam pressure too slow to maintain a comfortable temperature. "Place the fan," says the Electrician, "so that the current of air will blow against a large surface of the radiator, and in a very short while the room is changed from cold to warm."

A. A. Howlett, a retired business man, who died in Syracuse last week, is quoted as having once said: "I have always worked hard, but I have always had fun; I don't believe anyone has had more." It is quite possible to regard life as being real and earnest without going through it in solemn style.

Ontonagon—The manufacture of staves from maple, birch and other hardwoods has been commenced in Ontonagon. It is being done by a veneering process invented by J. J. Russell, of Milwaukee, and through the use of which it is claimed that the stave industry will be revolutionized.

Detroit—J. H. McCormick and the Detroit Trust Co., receivers for the Detroit Sulphite Fiber Co., have been ordered by Judge Swan to turn the property over to the purchasers, Granger, Farwell & Co., of Chicago.

Good intentions should be supported by principles, not used for paving material.

HARDWARE HARDENING.

Prices of Galvanized Sheets and Roofing Advanced.

Although the business in winter goods is about ended, the trade in spring lines is beginning to assume very satisfactory proportions and the buying is evenly distributed in almost all classes of heavy and shelf goods. The advance in nails and wire products was followed last week by an advance of 10c per 100 pounds in the prices of galvanized sheets and another advance of 5c per 100 pounds in the prices of blue-annealed sheets. Galvanized roofing sheets were also advanced 10c per square. As these higher prices had been expected for some time they did not check the buying demand, which has been stimulated further by the belief that another advance is in prospect. Makers of puddled iron cut nails have been gradually strengthening their position until they are now holding prices on the basis of 5c to 10c higher than the quotations on wire nails. Further advances are expected in many lines wherein the chief constituent is pig iron or steel, the values of which have moved upward with startling rapidity within the last few months. Many of the leading manufacturers assert that they have booked more orders at the recent state conventions than at any similar meetings where they have ever made displays. The export trade continues excellent with Continental Europe and the Oriental countries. In the local market the business in all lines is far ahead of that recorded at any corresponding period in any previous year.

Pig Iron—In view of some of the phenomenal sales made in the past few days, last week's dealings make an admirable showing, and assure great activity throughout the remainder of the month. Besides the large purchases of basic and Bessemer iron made by the United States Steel Corporation and the many smaller sales to the other steel concerns in Eastern Pennsylvania many big tonnages of Alabama, Pennsylvania and Virginia iron have also been taken. Adding the sales of 20,000 tons of Southern foundry iron, which were bought by one of the largest furnace representatives for speculative purposes, the Sloss-Sheffield Steel & Iron Co. has sold 60,000 tons within the last five days, while the steel-making furnaces in the East have booked tonnages almost as large.

Bar Iron—Business in iron bars continues excellent. Many new orders are being received daily and buyers are specifying freely on the large contracts which they placed several weeks ago, so that the mills are generally very busy, while many of them are from four to six weeks behind in their shipments. Common iron bars are selling freely in Pittsburgh at \$1.65@1.70 per 100 pounds, and refined bars at \$1.80@1.85.

Sheet Steel—Following closely upon the recent advances in the prices of wire nails and other wire products, the leading manufacturers of galvanized

sheets advanced their prices \$2 per ton or 10c per 100 pounds and also raised their quotations on blue-annealed sheets \$1 a ton or 5c per 100 pounds, while galvanized roofing sheets were likewise advanced \$2 per ton or 10c per square. These advances did not check the buying, which was improved by the belief that still higher prices are in order.

Structural Steel—Specifications are being received more freely for soft steel bars, structural shapes and steel plates. Several of the steel freight car companies are experiencing considerable difficulty in making shipments on large flats until three months after receiving specifications, as they are already so crowded with orders that they can scarcely keep up with their old contracts. Even on steel bars, which the mills are able to turn out with greater rapidity than any other finished product, shipments can not be made in less than two to four weeks. As a result of this state of affairs consumers are beginning to realize that they will do well in the future to send in their specifications early if they expect to receive their consignments on time. From all present indications the leading finishing mills will be operated on full turn for the next three months and probably for an even longer period. Billets are still selling at premiums of \$1 to \$2 a ton and sheets are being held firmly at the official figures.

Sheet Zinc—The continued scarcity of zinc ore is causing most of the principal producers of sheet zinc to hold their base prices firmly at \$7.50 per cwt. on carload lots for shipment from the mill, while one of the leading producers has advanced the price to \$8 per cwt., thereby establishing a new high record. Prices in cask lots in jobbers' hands were quoted at \$8.50 for No. 9, 36x 84 inches, and the usual extras for odd sizes and gauges.

Copper—Despite the weaker advices from Europe, which merely indicated the condition of the market for standard warrants and not for the refined metal itself, the leading producers of American copper continue to hold their prices firmly at 15.20c, while lake brings 15.37½@15.40c and casting 14.87½@15c.

The United States Navy Department Board in a voluminous report regards the engineering or mechanical features of the liquid fuel problem for warships as having been practically and satisfactorily solved. The difficulties of supply, however, render it advisable that for a time oil fuel should be used only for special purposes in particular localities, as a combination of oil with coal fires is utterly condemned.

The Spanish war was a short one, but it is still incurring cost to this country. A commission was appointed to consider claims, and it is still hearing them. The expenses of the commission aggregate \$650,000, although the amount of the awards is thus far only \$13,000 in three cases.



Michigan Board of Pharmacy.

President—Harry Heim, Saginaw.
Secretary—Arthur H. Webber, Cadillac.
Treasurer—J. D. Muir, Grand Rapids.
Sid A. Erwin, Battle Creek.
W. E. Collins, Owosso.
Meetings for 1905—Grand Rapids, March 21, 22 and 23; Star Island, 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; I. A. Seltzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

Mistake Which Ended in a Tragedy.

I was located in a prohibition town and, as is the case under such circumstances, there was an ample thirst among the inhabitants just because liquor was not to be had. Whether a druggist wanted to quench this fire or not he was compelled to sell more or less liquor, particularly since the doctors prescribed it quite frequently. One evening a friend, Mr. A., came in for a half pint of whisky to use for his wife, who, he explained, suffered from some complaint that made the use of this remedy necessary. I filled an eight-ounce prescription vial with the article desired and handed it to him. As I did so we were standing behind a prescription counter in the rear of the store, and just then I was called to the front door to wait upon another customer. When I returned to the prescription counter again, Mr. A. had gone out of the side door and home.

On my way to the store the next morning I met Dr. D. hastening to the home of Mr. A., but thought nothing particular of the circumstance. What was my surprise and consternation an hour later to discover that Mr. A. had died! His death had been violent, but nothing poisonous could be found in the house.

It developed that Mr. A. had risen early and made a whisky sling for his wife, as well as another for himself. She drank her portion, but he threw his away upon discovering ants in it. In a few minutes he returned to the bedroom, grasping his throat and trying to speak, but died very soon later. As she had experienced no ill effects from her dose, his death was very puzzling.

An hour or two later, while discussing the matter with Dr. D. in the store, he mentioned the fact that he had detected the odor of creosote on the victim, but could find no vial about the place that contained the drug. Now it happened that the day before I had made up a half pint of a mixture of equal parts of creosote, carbolic acid, tincture of aconite and oil of cloves, this being a stock bottle of toothache drops prepared for sale in small vials under my own label. The mixture, much

the color of whisky, and contained in an eight-ounce vial, had stood upon my prescription counter the day before when Mr. A. and I were there. The doctor's remark caused me to look for this bottle, when, to my horror, I missed it from its accustomed place, and then it dawned upon me what had happened. I explained matters to the doctor, and at once a further search was made at the house, where the identical bottle was found hidden behind a chest in the storeroom back of the kitchen, with about one ounce of the contents gone.

It was plain that when I left Mr. A. at the prescription counter the day before, he had noticed the bottle and thought it contained whisky. He had intended taking a buggy trip across the country the next day with another man, and had evidently wanted a little something to increase the sociability of the ride. Fearing that I would not sell him another half pint, however, owing to the prohibition atmosphere of the town, he had quietly slipped the creosote mixture in his pocket. After throwing out the sling which he had made for himself of the other bottle, and stepping hastily into the storeroom where he had hidden this one, he took a drink and replaced it. He never spoke intelligibly afterwards.

Of course, I was terribly shocked and, although a coroner's jury completely exonerated me, I was extremely nervous for days afterwards. —Bulletin of Pharmacy.

The Drug Market.

Opium—The severity of the weather and damage to the crop have been confirmed and the price is steadily advancing.

Morphine—Is as yet unchanged.

Quinine—Is very firm.

Bromides Potash, Soda and Ammonia—All three declined on account of the German Syndicate coming into this market and offering the three items at half the price of American manufacturers.

Cocaine—Continues very firm.

Oil Citronella—Is steadily advancing on account of small stocks.

Oil Cloves—Is lower on account of reduced price for the spice.

Oil Anise—Is lower.

Goldenseal Root—Has again advanced 5c per pound and is tending higher.

New Kind of Cotton.

It is said that Senor Hilario Cuevas has discovered on his estates in Mexico (State of Jalisco) a rapidly growing tree that yields a cotton equal to that of the Texas cotton-plant, but with a longer fiber. It has considerable advantages over the cotton plant, as it is not affected by the diseases that frequently ruin the cotton crop; the yield is larger per acre and brings a better price. The tree can be cultivated without irrigation, as it needs only the humidity of the atmosphere.

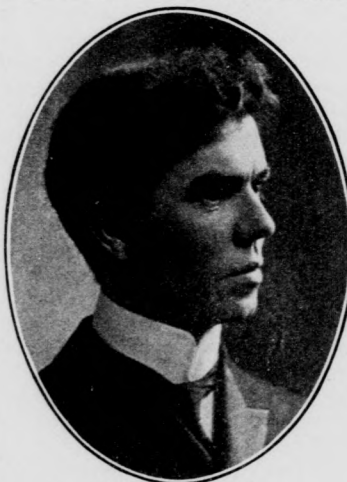
Innocence has a twin sister whose name is not Simplicity.

Rusty pipes do not enrich the water of life.

New Member of Board of Pharmacy.

Wm. E. Collins, the new member of the Michigan Board of Pharmacy, was born at Farmington, May 25, 1869, graduating from the Pharmacy Department of the University of Michigan with the class of 1890, after which he accepted a position with E. Van Hermann & Co., of Bay City, with whom he remained for a year and a half, when he left their employ and entered the service of an Owosso drug store, where he remained until he established the business which he now conducts, in the spring of 1893.

On Sept. 5, 1893, Mr. Collins was married to Miss Cora Bernice Os-



Wm. E. Collins

born, of Owosso, who has been President of the local branch of the Federation of Ladies' Clubs and Worthy Matron of the Eastern Star and devotes much of her time to church and charity work.

Mr. Collins was Treasurer of the Owosso Business Men's Association from 1897 to 1899 and since 1901 has been Secretary of the local branch of the N. A. R. D. He has filled all the chairs, except Master, in the Masonic lodge and now occupies the office of Warden in the local Commandery of the Knights Templar. Mr. Collins is also a member and usher in the First Congregational church, of which Chaplain Hanks, of the M. N. G., is pastor.

Mr. Collins attributes his success to hard work and strict attention to business, preceded by careful preparation.

Iboga a Cure for Sleeping Sickness.

The Medical Age says that the Colonial Society of the Upper Congo has discovered a native remedy, a species of wood called "iboga" and very common in the Gaboon district, which counteracts the "sleeping sickness," that strange malady which causes such ravages among the natives of Uganda. The botanical identity of "iboga" is not disclosed.

Russia Orders 500,000 Pounds Chocolate.

An order for 500,000 pounds of chocolate in one consignment is so extraordinary a transaction as to furnish a marker in the annals of commerce. Such an order has, however, just been received by the great chocolate house of Ibled, of Monri-

eburt, Pas-de-Calais, France, for the Russian army. The major part of it is to be delivered in two-ounce tablets and will form a part of the daily rations of the army in the East from March on. Experiments conducted by scientists in the Russian commissariat service have determined the authorities to include chocolate as one of the principal features of the new dietary to be introduced on that date.

Death from Rhus Poisoning.

According to the Bulletin of the Chicago Health Department, a man, 42 years of age, died of rhus poisoning from which he had been suffering intensely for two months. While rhus poisoning is of common occurrence, it is rare that death results from its effects.

To Destroy Ivy and Mustard.

Consul-General Guenther has reported that the Germans have ascertained that a solution of copperas (sulphate of iron) sprinkled over ground ivy and mustard will destroy them, but that cereals are not injured by it.

Soda Fountains for Sale

WE HAVE TWO BARGAINS

One Tuft's Tanana, white and gold enamel top, side mirrors, three steel founts, tumbler washer and all sundries. Has been run two seasons. Can be bought for nearly half cost.

One solid Onyx Body, solid mahogany top, twelve syrups, illuminated top with fancy globes, etc., quarter-sawn oak counter, 15 ft. long with ice chest and all sundries. Has been run two seasons. All in first-class condition. Can be bought for about half price.

CORRESPONDENCE SOLICITED.

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

80 Ton 4 Carloads

Our record on the sale of
Tablets for 1904.

Our line this year will be
larger than ever.

Wait to see our line before
placing your orders.

Grand Rapids Stationery Co.
29 N. Ionia St.
GRAND RAPIDS, MICH.

You will make no mistake if you reserve your orders for

Valentines Fishing Tackle Base Ball Supplies Fireworks and Flags

Our lines are complete and prices right.
The boys will call in ample time.

FRED BRUNDAGE

Wholesale Druggist
Stationery and School Supplies
32-34 Western Ave., Muskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Tinctures	
Aceticum	60 8	Aconitum Nap's R	60
Benzolcum, Ger.	70 75	Aconitum Nap's F	60
Boracic	17	Aloes	60
Carbolicum	26 29	Amica	60
Citricum	38 40	Aloes & Myrrh	60
Hydrochlor	3 5	Asarotida	60
Nitrosum	8 10	Atrope Belladonna	60
Oxalicum	10 12	Aurant Cortex	60
Phosphoricum, dil.	42 45	Benzoin	60
Salicylicum	1 1/2 45	Benzoin Co	60
Sulphuricum	75 80	Boronia	60
Tannicum	38 40	Cantharides	60
Tartaricum	38 40	Capicum	60
Ammonia		Cardamon	60
Aqua, 18 deg	4 6	Castor	1 00
Aqua, 20 deg	6 8	Catechu	50
Carbonas	13 15	Cinchona	50
Chloridum	12 14	Cinchona Co	50
Aniline		Columba	50
Black	2 00 25	Cubebae	50
Brown	80 100	Cassia Acutifol	50
Red	50	Cassia Acutifol Co	50
Yellow	2 50 3 00	Digitalis	50
Baccae		Ergot	50
Cubebae	15 18	Ferri Chloridum	35
Juniperum	5 6	Gentian Co.	50
Xanthoxylum	30 35	Gulaca	50
Balsamum		Gulaca ammon	60
Copaiba	45 50	Hyoscyamus	50
Peru	41 50	Iodine	75
Terabin, Canada	60 65	Iodine, colorless	75
Tolutan	35 40	Kino	50
Cortex		Lobelia	50
Abies, Canadian	18	Myrrh	50
Cassiae	20	Nux Vomica	50
Cinchona Flava	18	Opil	75
Buonymus atro.	30	Opil, camphorated	50
Myrica Cerifera	20	Opil, deodorized	1 50
Prunus Virgini	15	Quassia	50
Quillala, gr'd	12	Rhatany	50
Sassafras	24	Khel	50
Ulmus	40	Sanguinaria	50
Extractum		Serpentaria	50
Glycyrrhiza Gla.	24 30	Stromonium	60
Glycyrrhiza, po.	28 30	Tolutan	60
Haematox	11 12	Valerian	50
Haematox, 1s	13 14	Veratrum Veride	50
Haematox, 1/2s	14 15	Zingiber	20
Haematox, 1/4s	16 17	Miscellaneous	
Ferru		Aether, Spts Nit 3f	35
Carbonate Precip.	15	Aether, Spts Nit 4f	35
Citrate and Quina	2 00	Alumina, gr'd po 7	4
Citrate Soluble	55	Annatto	40 50
Ferrocyanidum S.	40	Antimoni, po	4 5
Salut. Chloride	15	Antimoni et po T	40 50
Sulphate, com'l, by	2	Antipyrin	25
bbl. per cwt	70	Antifebrin	20
Sulphate, pure	7	Argenti Nitras oz	48
Flora		Arsenicum	10 12
Arnica	15 18	Balm Gilead buds	60 65
Anthemis	22 25	Bismuth S N .2	80 85
Matricaria	30 35	Calcium Chlor, 1s	9
Folia		Calcium Chlor, 1/2s	10
Barosma	30 33	Calcium Chlor, 1/4s	12
Cassia Acutifol.	15 20	Cantharides, Rus.	75
Tinnevely	25 30	Capsic Fruc's af	20
Cassia, Acutifol.	25 30	Capsic Fruc's po	22
Salvia officinalis,	18 20	Cap'i Fruc's B po	15
1/4s and 1/2s	8 10	Carophyllus	20 22
Uva Ursi	8 10	Carmines, No. 40.	25
Gummi		Cera Alba	50 55
Acacia, 1st pkd.	45	Cera Flava	40 42
Acacia, 2nd pkd.	45	Crocus	1 75 80
Acacia, 3rd pkd.	45	Cassia Fructus	35
Acacia, sifted sts.	45	Centraria	10
Acacia, po	12 14	Cataceum	35
Aloe, Barb	12 14	Chloroform	42 52
Aloe, Cape	12 14	Chloro'm, Squibbs	95
Aloe, Socotri	12 14	Chloral Hyd Crst 1	35 1 60
Ammoniac	55 60	Chondrus	20 25
Asafetida	35 40	Cinchonidine P-W	38 48
Benzoinum	50 55	Cinchonid'e Germ	38 48
Catechu, 1s	13	Corks list d p et.	4 50
Catechu, 1/2s	14	Crepotum	45
Catechu, 1/4s	14	Creta	75
Camphora	93 1 00	Creta, prep	5
Euphorbium	40	Creta, preclp	9 11
Galbanum	1 00	Creta, Rubra	8
Gamboge	25 35	Crocus	1 75 80
Guaiacum	35	Cudbear	24
Kino	45c	Cupri Sulph	6 8
Mastic	40	Dextrine	7 10
Myrrh	50	Emery, all Nos.	6
Opil	3 25 3 35	Emery, po	6
Shellac	50 60	Ergota	60 65
Shellac, bleached	45 50	Ether Sulph	70 80
Tragacanth	70 1 00	Flake White	12 15
Herba		Galla	23
Absinthium oz pk	25	Gambler	8 9
Eupatorium oz pk	25	Gelatin, Cooper	60
Lobelia	25	Gelatin, French	35 60
Majorum	28	Glassware, ft box	75
Mentha Pip oz pk	25	Less than box	70
Mentha Ver oz pk	25	Glue, brown	11 13
Rue	25	Glue, white	15 25
Tanacetum V oz pk	32	Glycerina	16 20
Thymus	25	Grana Paradisi	25
Magnesia		Humulus	35 60
Calcined, Pat	55 60	Hydrarg Ch Mt.	95
Carbonate, Pat	18 20	Hydrarg Ch Cor	90
Carbonate K-M.	18 20	Hydrarg Ox Ru'm	95
Carbonate	18 20	Hydrarg Amm'o	1 15
Oleum		Hydrarg Unguem	50 60
Absinthium	4 90 5 00	Hydrargyrum	75
Amygdalae, Dulc.	50 60	Ichthyobolla, Am.	90 1 00
Amygdalae Ama. 8	00 8 25	Indigo	75 1 00
Anisi	1 45 6 1 50	Iodine, Resubi	4 35 4 40
Aurant Cortex	2 20 2 40	Iodoform	4 10 4 20
Bergamli	2 85 3 25	Lupulin	40
Cajiputi	85 90	Lycopodium	1 15 1 20
Caryophylli	85 90	Macis	65 75
Cedar	50 90	Liquor Arsen et	25
Chenopadi	2 50	Liq Potass Arsinit	10 12
Cinnamon	1 00 1 10	Magnesia, Sulph.	2 3
Citronella	50 60	Magnesia, Sulph bbl.	1 1/2
Conium Mac	80 90		
Copaiba	1 15 1 25		
Cubebae	1 20 1 30		

Mannia, S F	45 50	Sapo, M	10 12	Lard, extra	70 80
Menthol	N2 35 3 00	Sapo, G	15	Lard, No. 1	60 65
Morphia, S P & W2	35 2 60	Seidlitz Mixture	20 22	Linseed, pure raw	42 45
Morphia, S N Y Q2	35 2 60	Sinapis	18	Linseed, boiled	45 46
Morphia, Mal.	2 35 2 60	Sinapis, opt	30	Neat's-foot, w str	65 70
Moschus Canton.	40	Snuff, Maccaboy.	51	Spts. Turpentine.	58 63
Myristica, No. 1.	28 30	DeVos	51		
Nux Vomica po 15	10	Snuff, S'h DeVos	51		
Os Sepia	25 28	Soda, Boras, po.	9 11		
Pepsin Saac, H &	1 00	Soda et Pot's Tart	25 28		
P D Co	1 00	Soda, Carb	1 1/2 2		
Picis Liq N N 1/2	2 00	Soda, Bi-Carb	3 5		
P D Co	2 00	Soda, Ash	3 1/2 4		
Picis Liq qts	1 00	Soda, Sulphas	2		
Picis Liq, pints.	60	Soda, Cologne	2 60		
Pil Hydrarg po 80	50	Spts, Ether Co.	50 55		
Piper Nigra po 22	50	Spts, Myrcia Dom	2 00		
Piper Alba po 35	50	Spts, Vinl Rect bbl	2 00		
Pix Burgun	12 15	Spts, V'l Rect 1/2 b	7		
Plumbi Acet	30 1 50	Spts, V'l R't 10 gl	7		
Pulvis Ipe et Opil	30 1 50	Spts, V'l R't 5 gal	1 25		
Pyrethrum, bxs H	1 00	Strychnia, Crystall	05 1 25		
& P D Co. doz.	75	Sulphur Subl	2 1/2 4		
Pyrethrum, pv	20 25	Sulphur, Roll	2 1/2 3 1/2		
Quassia	8 10	Tamarinds	8 10		
Quinia, S P & W.	25 35	Terebenth Venice	28 30		
Quinia, S Ger	25 35	Theobromae	45 50		
Quinia, N. Y.	25 35	Vanilla	9 00 10		
Rubia Tincturum	12 14	Zinc Sulph	7 8		
Saccharum La's.	22 25				
Salacin	4 50 4 75				
Sanguis Drac's	40 50				
Sapo, W	12 14				

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
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

1		2	
AXLE GREASE		Plums	
Aurora	55 6 00	Pineapple	25 2 75
Castor Oil	55 4 25	Sliced	35 2 55
Diamond	50 4 25	Pumpkin	
Frazer's	75 9 00	Fair	70
IXL Golden	75 9 00	Good	80
BAKED BEANS		Fancy	1 00
Columbia Brand		Gallon	2 00
1lb. can, per doz	9 1	Raspberries	
2lb. can, per doz	1 40	Standard	@
3lb. can, per doz	1 80	Russian Caviar	3 75
BATH BRICK		1/2 lb. cans	7 00
American	75	1lb cans	12 00
English	85	Salmon	
BROOMS		Col'a River, tails	@ 75
No. 1 Carpet	2 75	Col'a River, flats	1 85 1 90
No. 2 Carpet	2 35	Red Alaska	1 35 2 15
No. 3 Carpet	2 15	Pink Alaska	@ 95
No. 4 Carpet	1 75	Sardines	
Parlor Gem	2 40	Domestic, 1/2 s	3 1/2 @ 3 1/2
Common Whisk	85	Domestic, 1/4 s	@ 5
Fancy Whisk	1 20	Domestic, Must'd	6 @ 9
Warehouse	3 00	California, 1/4 s	11 @ 14
BRUSHES		California, 1/2 s	17 @ 24
Solid Back, 8 in	75	French, 1/4 s	@ 14
Solid Back, 11 in	95	French, 1/2 s	@ 28
Pointed ends	85	Shrimps	
Stove		Standard	1 20 @ 1 40
No. 3	75	Fair	95
No. 2	1 10	Good	1 10
No. 1	1 75	Fancy	1 25 @ 1 40
Shoe		Standard	1 10
No. 8	1 00	Fancy	1 40
No. 7	1 30	Tomatoes	
No. 4	1 70	Fair	@ 80
No. 3	1 90	Good	@ 85
BUTTER COLOR		Fancy	1 15 @ 1 45
W. R. & Co's, 15c size	1 25	Gallons	2 50 @ 2 60
W. R. & Co's, 25c size	2 00	CARBON OILS	
CANDLES		Barrels	
Electric Light, 8s	9 1/2	Perfection	@ 11
Electric Light, 16s	10	Water White	@ 10 1/2
Paraffine, 6s	9	D. S. Gasoline	@ 13
Paraffine, 12s	9 1/2	Deodor'd Nap'a	@ 11 1/2
Wickling	23	Cylinder	@ 34 1/2
CANNED GOODS		Engine	@ 22
3 lb. Standards	75 @ 80	Black, winter	@ 10 1/2
Gals. Standards	1 90 @ 2 00	CATSUP	
Blac'erries		Columbia, 25 pts.	4 50
Standards	85	Columbia, 25 1/2 pts.	2 60
Beans		Snider's quarts	3 25
Baked	80 @ 1 30	Snider's pints	2 25
Baked Kidney	85 @ 95	Snider's 1/2 pints	1 30
String	70 @ 1 15	CHEESE	
Wax	75 @ 1 25	Acme	@ 14
Blueberries		Carson City	@ 14
Standard	@ 1 40	Peerless	@ 14
Brook Trout		Elsie	@ 15 1/2
Gallon	@ 5 75	Emblem	@ 14
2lb. cans, s. piced	1 90	Gem	@ 14
Clams		Ideal	@ 13 1/2
Little Neck, 1lb. 1 00	@ 1 25	Jersey	@ 14
Little Neck, 2lb.	@ 1 50	Riverside	@ 14
Clam Bouillon		Warner's	@ 15
Burnham's 1/2 pt	1 90	Brick	@ 90
Burnham's, pts	3 60	Leiden	@ 15
Burnham's, qts	7 20	Limburger	@ 15
Cherries		Pineapple	@ 40
Red Standards	1 30 @ 1 50	Sap Sago	@ 20
White	1 50	Swiss, domestic	@ 14 1/2
Corn		Swiss, imported	@ 20
Fair	85 @ 90	CHEWING GUM	
Good	1 00	American Flag Spruce	55
Fancy	1 25	Beeman's Pepsin	60
French Peas		Black Jack	55
Sur Extra Fine	23	Largest Gum Made	60
Extra Fine	13	Sen Sen	55
Fine	15	Sen Sen Breath Perf.	1 00
Moyen	11	Sugar Loaf	55
Gooseberries		Yucatan	55
Standard	90	CHICORY	
Hominy		Bulk	5
Standard	85	Red	7
Lobster		Eagle	4
Star, 1/2 lb.	2 15	Frank's	7
Star, 1lb.	3 75	Schener's	6
Picnic Tails	2 60	CHOCOLATE	
Mackerel		Walter Baker & Co's	22
Mustard, 1lb.	1 80	German Sweet	28
Mustard, 2lb.	2 80	Premium	41
Soused, 1 1/2	1 80	Vanilla	23
Soused, 2lb.	2 80	Caracas	35
Soused, 1lb.	1 80	Eagle	25
Tomato 1lb.	1 80	CLOTHES LINES	
Tomato 2lb.	2 80	60ft. 3 thread, extra	1 00
Mushrooms		72ft. 3 thread, extra	1 40
Hotels	15 @ 20	90ft. 3 thread, extra	1 70
Buttons	22 @ 25	60ft. 6 thread, extra	1 29
Oysters		12ft. 6 thread, extra	
Coe, 1lb.	@ 90	60ft. 3 thread, extra	75
Cove, 2lb.	@ 1 70	72ft. 3 thread, extra	90
Cove, 1lb. Oval	@ 1 00	90ft. 3 thread, extra	1 05
Peaches		120ft. 3 thread, extra	1 50
Ple	1 10 @ 1 15	60ft. 3 thread, extra	75
Yellow	1 65 @ 2 00	72ft. 3 thread, extra	90
Pears		90ft. 3 thread, extra	1 05
Standard	1 00 @ 1 35	120ft. 3 thread, extra	1 50
Fancy	@ 2 00	Cotton Victor	
Peas		50ft.	1 10
Marrowfat	90 @ 1 00		
Early June	90 @ 1 60		
Early June Sifted	1 65		

3

60ft.	1 35	Lemon Biscuit Square	9
70ft.	1 60	Lemon Wafer	16
Cotton Windsor		Lemon Snaps	12
50ft.	1 30	Lemon Gems	10
60ft.	1 44	Lem Yen	11
70ft.	1 80	Marshmallow	16
80ft.	2 00	Marshmallow Cream	17
Cotton Braided		Marshmallow Walnut	17
40ft.	95	Mary Ann	9
50ft.	1 35	Malaga	11
60ft.	1 65	Mich Coco Fd honey	12
Galvanized Wire		Milk Biscuit	8
No. 20, each 100ft. long	90	Mich. Frosted Honey	12
No. 19, each 100ft. long	2 10	Mixed Picnic	11 1/2
COCOA		Molasses Cakes, Scol'd	9
Baker's	35	Moss Jelly Bar	12
Cleveland	41	Muskegon Branch, Iced	11
Colonial, 1/4 s	35	Newton	12
Colonial, 1/2 s	33	Oatmeal Crackers	9
Eppe's	42	Orange Slice	16
Huyler	42	Orange Gem	9
Van Houten, 1/4 s	12	Penny Assorted Cakes	9
Van Houten, 1/2 s	20	Pilot Bread	7
Van Houten, 1s	72	Pineapple Honey	15
Webb	28	Ping Pong	9
Wilbur, 1/4 s	41	Pretzels, hand made	8 1/2
Wilbur, 1/2 s	42	Pretzelettes, hand m'd	8 1/2
Wilbur, 1s	41	Pretzelettes, mch. m'd	7 1/2
COCOANUT		Revere	14
Dunham's 1/4 s	26	Rube Sears	9
Dunham's 1/2 s & 1s	26 1/2	Seotch Cookies	10
Dunham's 1s	27	Snowdrops	16
Dunham's 1/2 s	28	Spiced Sugar Tops	9
Bulk	13	Sugar Cakes, scalloped	9
COCOA SHELLS		Sugar Squares	9
20lb. bags	2 1/2	Sultanas	15
Less quantity	3	Spiced Gingers	9
Pound packages	4	Urchins	10
COFFEE		Vienna Crimp	9
Common	12	Vanilla Wafer	16
Fair	13	Waverly	10
Choice	15	Zanzibar	10
Fancy	18	CREAM TARTAR	
Santos		Barrels or drums	29
Common	12 1/2	Boxes	30
Fair	13 1/2	Square cans	32
Choice	15	Fancy caddies	35
Fancy	18	DRIED FRUITS	
Maracalbo		Apples	
Fair	15	Sundried	4 @ 4 1/2
Choice	18	Evaporated	5 1/2 @ 7
Fancy	19	100-125 25lb boxes	@ 3
Peaberry	19	90-100 25lb boxes	@ 3 1/2
Guatemala		80-90 25lb boxes	@ 4
Choice	15	70-80 25lb boxes	4 1/2
Fancy	18	60-70 25lb boxes	5 1/2
Java		50-60 25lb boxes	@ 6
African	12	40-50 25lb boxes	@ 7
Fancy African	17	30-40 25lb boxes	@ 7 1/2
O. G.	25	1/2 c less in 50lb cases.	
F. G.	31	Citron	
Mocha		Corsican	@ 15
Arabian		Currents	
Package		Imp'd. 1lb pkg	7 @ 7 1/2
New York Basis		Imported bulk	6 1/2 @ 7
Arbuckle	14 00	Peel	
Dillworth	12 50	Lemon American	12
Jersey	14 00	Orange American	12
Lion	14 00	Raisins	
McLaughlin's XXXX	14 00	London Layers, 3 cr	1 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		London Layers, 4 cr	1 95
Extract		Cluster 5 crown	2 60
Holland, 1/2 gro boxes	95	Loose Muscatels, 2 cr.	5
Felix, 1/2 gross	1 15	Loose Muscatels, 3 cr.	6
Hummel's foil, 1/2 gro.	85	Loose Muscatels, 4 cr.	6 1/2
Hummel's tin, 1/2 gro.	43	L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2	
CRACKERS		L. M. Seeded, 1 lb 5 @ 6	
National Biscuit Company's		Sultanas, bulk	@ 8
Brands		Sultanas, package	@ 8 1/2
Butter		FARINACEOUS GOODS	
Seymour Butters	6 1/2	Beans	
N Y Butters	6 1/2	Dried Lima	6
Salted Butters	6 1/2	Med. Hd. Pkd.	1 75 @ 1 85
Family Butters	6 1/2	Brown Hominy	2 25
Soda		Farina	
N B C Soads	6 1/2	24 1lb. packages	1 75
Select	8	Bulk, per 100 lbs.	3 00
Saratoga Flakes	13	Hominy	
Oyster		Flake, 50lb sack	1 00
Round Oysters	6 1/2	Pearl, 200lb. sack	3 70
Square Oysters	6 1/2	Pearl, 100lb. sack	1 85
Faust	7 1/2	Maccaroni and Vermicelli	
Argo	7	Domestic, 10lb box	60
Sweet Goods		Imported, 25lb box	2 50
Animals	10	Pearl Barley	
Assorted Cake	11	Common	2 25
Bagley Gems	9	Chester	2 35
Belle Rose	9	Empire	3 50
Bent's Water	17	Peas	
Butter Thin	13	Green, Wisconsin, bu.	1 25
Chocolate Drops	17	Green, Scotch, bu.	1 35
Coco Bar	11	Split, lb.	4
Cocoanut Taffy	12	Rolled Oats	
Coffee Cake, N. B. C.	10	Rolled Avenna, bbls	4 00
Coffee Cake, Iced	10	Steel Cut, 100lb. sacks	2 00
Cocoanut Macaroons	18	Monarch, bbl.	3 70
Cracknels	11	Monarch, 100lb sacks	1 70
Chocolate Dainty	17	Quaker, cases	3 10
Cartwheels	10	Sago	
Dixie Cookie	9	East India	3 1/2
Fluted Cocoanut	11	German, sacks	3 1/2
Frosted Creams	9	German, broken pkg.	4
Ginger Gems	9	Tapioca	
Ginger Snaps, N B C	7 1/2	Flake, 110lb. sacks	3 1/2
Grandma Sandwich	11	Pearl, 130lb. sacks	3
Graham Crackers	9	Pearl, 24 1lb. pkgs	5
Honey Fingers, Iced	12	Wheat	
Honey Jumbles	12	Cracked, bulk	3 1/2
Iced Honey Crumpet	9	24 2lb packages	2 50
Imperial	9	FISHING TACKLE	
Indian Belle	15	1/4 to 1 in	6
Jersey Lunch	8	1 1/4 to 2 in	7
Lady Fingers	12	1 1/2 to 2 in	9
Lady Fingers, hand md	25	2 in	11
		3 in	30

4

Lemon Biscuit Square	9
Lemon Wafer	16
Lemon Snaps	12
Lemon Gems	11
Lemon Yen	11
Marshmallow	16
Marshmallow Cream	17
Marshmallow Walnut	17
Mary Ann	9
Malaga	11
Mich Coco F's'd honey	12
Milk Biscuit	30
Mich. Frosted Honey	12
Mixed Picnic	11½
Molasses Cakes, Scol'd	9
Moss Jelly Ear	12
Muskegon Branch, Iced	11
Newton	12
Orange Cats	9
Orange Slice	16
Orange Gem	9
Penny Assorted Cakes	9
Pilot Bread	7
Pineapple Honey	15
Ping Pong	9
Pretzels, hand made	8½
Prezettes, hand m'd	8½
Prezettes, mch. m'd	7½
Revere	14
Rube Sears	9
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	9
Sugar Cakes, scalloped	9
Sugar Squares	9
Sultanas	15
Spiced Gingers	9
Urchins	10
Vienna Crimp	9
Vanilla Wafer	16
Waverly	10
Zanzibar	10
CREAM TARTAR	
Barrels or drums	29
Boxes	29
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	4 @ 4½
Evaporated	5½ @ 7
California Prunes	
100-125 25lb boxes.	@ 3
90-100 25lb boxes	@ 3½
80-90 25lb boxes	@ 4
70-80 25lb boxes	@ 4½
60-70 25lb boxes	@ 5
50-60 25lb boxes	@ 6
40-50 25lb boxes	@ 7
30-40 25lb boxes	@ 7½
¼c less in 50lb cases.	
Citron	
Coriscan.	@ 15
Currants	
Imp'd. 1lb pkg.	7 @ 7½
Imported bulk	.6¢ @ 7
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers, 3 cr	1 150
London Layers, 4 cr	1 95
Cluster 5 crown	2 60
Loose Muscates, 2 cr.	5
Loose Muscates, 3 cr.	6
Loose Muscates, 4 cr.	6½
L. M. Seeded, 1 lb.	6½ @ 7½
Sultanas, bulk	@ 8
Sultanas, package	@ 8½
FARINACEOUS GOODS	
Beans	
Dried Lima	6
Med. Hd. Pk'd.	1 75 @ 1 85
Brown Holland	2 25
Farina	
24 lb. packages.	1 75
Bulk, per 100 lbs.	3 00
Hominy	
Flake, 50lb sack	1 00
Flake, 200lb. sack	3 75
Pearl, 100lb. sack	1 80
Maccaroni and Vermicelli	1 00
Domestic, 10lb box	60
Imported, 25lb box	2 50
Pearl Barley	
Common.	2 25
Chester	2 35
Empire	3 50
Peas	
Green, Wisconsin, bu.	1 25
Green, Scotch, bu.	1 35
Split, lb.	1 35
Rolled Oats	
Rolled, 100lb bbls	4 00
Steel Cut, 100lb. sacks	2 00
Monarch, bbl.	3 75
Monarch, 100lb sacks	1 70
Quaker, cases	3 10
Sago	
East India	3½
German, sacks	3½
German, broken pkg.	4
Tapioca	
Flake, 110lb. sacks	3½
Pearl, 130lb. sacks	3
Pearl, 24 lb. pkgs	5
Wheat	
Cracked, bulk	3½
24 2lb packages	2 50
FISHING TACKLE	
¼ to 1 in	
1¼ to 2 in	
1½ to 2 in	
2 in	1
3 in	3
Cotton Lines	
No. 1, 10 feet	
No. 2, 15 feet	
No. 3, 15 feet	
No. 4, 15 feet	1
No. 5, 15 feet	1
No. 6, 15 feet	1
No. 7, 15 feet	1

6	7	8	9	10	11
MUSTARD Horse Radish, 1 dz . . . 1 75 Horse Radish, 2 dz . . . 3 50 Bayle's Celery, 1 dz . . . 3 00 OLIVES Bulk, 1 gal. kegs . . . 1.00 Bulk, 2 gal. kegs . . . 95 Bulk, 5 gal. kegs . . . 90 Manzanilla, 8 oz. . . . 2 35 Queen, 19 oz. . . . 4 50 Queen, 28 oz. . . . 7 00 Stuffed, 8 oz. . . . 1 45 Stuffed, 10 oz. . . . 2 30 PIPES 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., 1,200 count . . . 3 25 Small Barrels, 2,400 count . . . 7 25 Half bbls., 2,400 count . . . 3 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 Tourist . . . 2 25 POTASH 48 cans in case . . . 4 00 Babbitt's Salt . . . 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, 20lb. average . . . 10 Skinned Hams . . . 10 1/2 Ham, dried beef sets . . . 13 Shoulders, (N. Y. cut) . . . 10 Bacon, clear . . . 10 @ 11 California Hams . . . 11 Picon Ham . . . 11 Boiled Ham . . . 16 Berlin Ham pr's'd . . . 8 Mince Ham . . . 10 Lard Compound . . . 4 1/2 Pure . . . 7 1/2 60lb. tubs, advance . . . 1/2 80lb. tubs, advance . . . 1/2 50lb. tins, advance . . . 1/2 20lb. tins, advance . . . 1/2 10lb. pails, advance . . . 1/2 5lb. pails, advance . . . 1/2 3lb. pails, advance . . . 1/2 Sausages Bologna . . . 5 1/2 Liver . . . 6 1/2 Frankfort . . . 6 1/2 Pork . . . 6 1/2 Veal . . . 6 1/2 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., 37 1/2 lbs. . . 3 75 1 bbl. . . 7 75 Tripe Kits, 15 lbs. . . 70 1/2 bbls., 40 lbs. . . 1 50 1/2 bbls., 80lbs. . . 3 00 Casings Hogs, per lb. . . 26 Beef rounds, set . . . 15 Beef middles, set . . . 15 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, 1/2 . . . 85 Potted ham, 1/4 . . . 85 Deviled ham, 1/2 . . . 85 Deviled ham, 1/4 . . . 85 Potted tongue, 1/2 . . . 85 Potted tongue, 1/4 . . . 85 RICE Screenings . . . 2 @ 2 1/2 Fair Japan . . . 3 1/2 Choice Japan . . . 4 1/2 Fair Louisiana hd. . . 3 1/2 Choice La. hd. . . 4 1/2 Fair La. hd. . . 3 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. . . 2 35 Snider's large, 1 doz. . . 2 35 Snider's small, 2 doz. . . 1 35 SALAD 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 3/4s . . . 3 00 SALT SODA Granulated, bbls . . . 85 Granulated, 100lb cases . . . 00 Lump, bbls . . . 75 Lump, 145lb kegs . . . 95 SALT Common Grades 100 3lb sacks . . . 1 95 60 5lb sacks . . . 1 75 28 10 1/2 sacks . . . 1 75 56 lb. sacks . . . 30 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 bbl 4 25 @ 5 00 White Hoop, keg. 57 @ 70 White Hoop mchs . . . @ 75 Norwegian . . . @ Round, 100lbs . . . 3 75 Round, 40lbs . . . 1 75 Scales . . . 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 . . . 7 1/2 Caraway . . . 8 Cardamom Malabar . . . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 8 Poppy . . . 8 Rape . . . 8 1/2 Cuttle 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 Rapple, in jars . . . 43 SOAP Central City Soap Co. Jaxon . . . 2 85 Boro Naphtha . . . 4 00 Johnston Soap Co. Ajax . . . 1 85 Badger . . . 3 15 Borax . . . 3 40 Calumet Family . . . 2 35 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 cakes . . . 2 30 Scotch Family, 100 cakes . . . 3 80 Weldon . . . 2 85 Assorted Toilet, 50 car- tons . . . 3 85 Assorted Toilet, 100 cartons . . . 7 50 Cocoa Bar, 6 oz . . . 3 25 Cocoa Bar, 10 oz. . . 3 25 Moyune, fancy . . . 40 Senate Castle . . . 4 00 Palm Olive, toilet . . . 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 Marselles White soap . . . 4 00 Snow Boy Wash P'w'r 4 00 Proctor & Gamble Co. Lenox . . . 2 85 Ivory, 6 oz. . . 4 00 Ivory, 10 oz. . . 6 75 Star . . . 3 10 A. B. Whisley 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 50 Armour's . . . 3 70 Wisdom . . . 3 80 Soap Compounds Johnson's Pine . . . 5 10 Johnson's XXX . . . 4 25 Nine O'clock . . . 3 35 Rub-No-More . . . 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots . . . 3 00 Sapolio, half gross lots 4 50 Sapolio, single boxes . . . 2 25 Sapolio, 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 Allspice . . . 12 Cassia, China in mats. 12 Cassia, Canton . . . 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 48 Cassia, Saigon, in rolls. 55 Cloves, Ambogna . . . 18 Cloves, Zanzibar . . . 18 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, broken. 48 Cloves, Zanzibar . . . 20 Ginger, African . . . 15 Ginger, Cochin . . . 18 Ginger, Jamaica . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne . . . 20 Sage . . . 20 Common Gloss 1lb packages . . . 4 @ 5 3lb packages . . . 4 1/2 6lb packages . . . 5 1/2 40 and 50lb boxes. 3 @ 3 1/2 Common Corn 20lb packages . . . 5 40lb packages . . . 4 1/2 @ 7 STARCH 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 India Ceylon, choice . . . 32 Fancy . . . 42	TOBACCO Fine Cut Cadillac . . . 54 Sweet Loma . . . 54 Hiawatha, 5lb pails . . . 56 Hiawatha, 10lb pails . . . 54 Telegram . . . 30 Pay Car . . . 33 Prairie Rose . . . 49 Protection . . . 40 Sweet Burley . . . 44 Tiger . . . 40 Plug Red Cross . . . 31 Palo . . . 35 Kyro . . . 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 Heidsieck . . . 66 Boot Jack . . . 80 Honey Dip Twist . . . 40 Black Standard . . . 40 Cadillac . . . 40 Forge . . . 34 Nickel Twist . . . 32 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 Kila Dried . . . 21 Duke's Mixture . . . 40 Duke's Cameo . . . 43 Myrtle Navy . . . 45 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 Plover Boy, 1 1/2 oz . . . 39 Plover 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 . . . 20 Cotton, 4 ply . . . 20 Jute, 2 ply . . . 14 Hemp, 6 ply . . . 13 Flax, medium . . . 20 Willb, 1lb. balls . . . 26 VINEGAR Malt White Wine, 40gr 8 Malt White Wine, 80gr 11 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 . . . 30 No. 2 per gross . . . 50 No. 3 per gross . . . 75 WOODENWARE Baskets Bushels, wide band . . . 1 00 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'm 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 . . . 3 55 Barrel, 15 gal, each . . . 2 70 Clothes Pins Round head, 5 gross bx . . . 55 Round head, cartons . . . 75 Egg Crates 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, Eureka . . . 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 Mouse, tin, 5 holes . . . 85 Rat, wood . . . 80 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 . . . 2 25 19 in. Butter . . . 2 75 Assorted, 13-15-17 . . . 2 25 Assorted 15-17-19 . . . 3 25 WRAPPING PAPER Common Straw . . . 1 1/2 Fibre Manila, white . . . 2 1/2 Fibre Manila, colored . . . 4 No. 1 Manila . . . 4 Cream Manila . . . 3 Butcher's Manila . . . 2 1/2 Wax Butter, short c't. 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 @ 12 1/2 Haddock . . . 8 No. Pickrel . . . 9 Pike . . . 7 Perch, dressed . . . 12 @ 12 1/2 Smoked White . . . 7 Red Snapper . . . 7 Col. 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 25 Extra Selects . . . 2 00 Selects . . . 1 65 Standards . . . 1 50 Perfection Standards . . . 1 30 Clams . . . 1 25 Shell Goods 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 . . . 12 Calfskins, green No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 1/2 Calfskins, cured No. 2 12 Steer Hides, 60lbs, over 10 1/2 Pelts Old Wool . . . 90 @ 2 00 Lamb . . . 90 @ 2 00 Shearlings . . . 25 @ 80 Tallow No. 1 . . . 4 1/2 No. 2 . . . 3 1/2 Wool 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 cases Jumbo, 32lb. . . . 8 Extra H. H. . . . 9 Boston Cream . . . 10 Old Time Sugar stick 30lb case . . . 12 Mixed Candy Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conservé . . . 7 1/2 Royal . . . 8 1/2 Ribbon . . . 10 Broken . . . 8 Cut Loaf . . . 9 Leader . . . 8 1/2 Kindergarten . . . 9 Bon Ton Cream . . . 9 Fench Cream . . . 9 1/2 Star . . . 11 Hard 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 . . . 10 San Blas Goodies . . . 12 Lozenges, plain . . . 9 1/2 Lozenges, printed . . . 10 1/2 Champion Chocolate . . . 11 Eclipse Chocolates . . . 13 Eureka 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 . . . 85 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 . . . 50 @ 9 Hand Made Candy . . . 80 @ 9 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 . . . 13 Chocolate Nugatines . . . 15 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 Filberts . . . 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 Cocoanuts . . . 4 Chestnuts, New York State, per bu . . . Shelled Spanish Peanuts 6 . . . 47 Pecan Halves . . . @ 7 Walnut Halves . . . @ 28 Peanut Meats . . . @ 25 Alicant 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. Jum- bo, Roasted . . . @

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 3 00
Paragon .55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal

180 size. 90
1/4 lb. cans 135
6 oz. cans 190
1/2 lb. cans 250
1 lb. cans 275
1 lb. cans 480
3 lb. cans 1200
5 lb. cans 2150

BLUING

Arctic 4 oz. ovals, p gro 4 00
Arctic 8 oz. ovals, p gro 6 00
Arctic 16 oz. r'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoe 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 \$3 00
500 or more \$32 00
4,000 or more \$31 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case. 2 60
35 1/2 lb. pkg. per case. 2 60
35 1/2 lb. pkg. per case. 2 60
16 1/2 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 @ 9
Boston Butts @ 7
Shoulders @ 7
Leaf Lard @ 7

Mutton

Carcass @ 7
Lambs @ 12 1/2

Veal

Carcass 5 1/2 @ 8



CORN SYRUP

24 10c cans 1 84
12 25c cans 2 80
4 50c cans 3 80

COFFEE

Roasted
Dwinell-Wright Co.'s Bds.



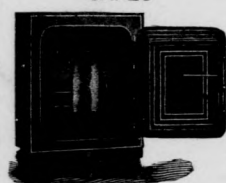
White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel
Bay City; Godsmark, Du-
rand & Co., Battle Creek.
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gall 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 burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent 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 measure90
1/2 bu. measure 1.80
12 1/2 lb. sack Cal meal 39
25 lb. sack Cal meal 75
F. O. B. Plainwel, Mich.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size 6 50
50 cakes, large size 3 25
100 cakes, small size 3 85
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 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

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

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

Gas or Gasoline Mantles at
50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

A MEAN JOB

Taking Inventory

Send now for description of our inven-
tory Blanks and removable covers.
They will help you.

BARLOW BROS., Grand Rapids, Mich.

Arc Mantles

Our high pressure Arc Mantle for
lighting systems is the best money can
buy. Send us an order for sample
dozen.

NOEL & BACON

345 S. Division St. Grand Rapids, Mich.



Long Horn Cheese Cutter

Takes place of cheese case, cutter and com-
puter. 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.

If you are looking
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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.

For Sale—The only American meat market in the city of Mexico, with over 14,000 English speaking people. Sales \$300 to \$500 per day, 25 per cent profit. Special car orders from \$300 to \$1,000. Established 15 years. \$15,000 required. The California Market, 2a Independencia N. 1. Mexico, D. F. 267

Having been over forty-six consecutive years in the dry goods business in Greenville, Ohio, am now anxious to sell stock on favorable terms—and rent, lease or sell the building to purchaser of same, which is the most favorably situated in our growing city, centrally located in one of the largest and most productive counties in the State, the aggregate value of farm products being the greatest of the State. Persons desiring a location of this character, for further particulars address Geo. W. Moore, Greenville, Darke County, Ohio. 256

For Sale—Groceries, confectionery, cigars and crockery, about \$1,000. Last year's cash business, \$6,000. \$13 month rent, living rooms and store. Good farming town. Address No. 252, care Michigan Tradesman. 252

Megson's Doughnut Apparatus—Consisting of doughnut machine, kettle, depositing board, pans, racks, baskets, etc., but little used. Will sell cheap for cash. Smith & Son, White River Junction, Vt. 249

Cash for your stock. Our business is closing out stocks of goods or making sales for merchants at your own place of business, private or auction. We clean out all old dead stickers and make you a profit. Write for information. Chas. L. Yost & Co., Detroit, Mich. 250

Wanted—To buy stock of merchandise from \$4,000 to \$20,000 for cash. C. C. O'Neill & Co., 278 Wabash Ave., Chicago, Ill. 253

For Sale or trade for small improved farm, store buildings and stock of groceries and dry goods at good county stand, 4½ miles from R. R. Address No. 255, care Michigan Tradesman. 255

For Sale—Stock containing musical goods; sporting goods, and novelties. Nearest opposition, 25 miles. Will stand close investigation. Stock will invoice about \$3,500. Write Darling's Business Exchange, Fremont, Mich. 257

Show card writers are in great demand; we teach successfully and guarantee big salaries. Send for specimen and prospectus. The Chicago Card Sign School, 356 Dearborn St., Chicago, Ill. 254

For Sale—Harness business in town of 350 inhabitants, consisting of harness, robes, blankets, whips and all kinds of horse goods. Invoice about \$600. Want to sell immediately. Address Haddix & Wilson, Box 80, Webberville, Mich. 258

For Sale—A clean new stock of hardware, will invoice about \$2,500. In a bustling railroad town. No competition. Surrounded by fine farming country. Good reason for selling. Write for particulars. Address No. 260, care Michigan Tradesman. 260

Must sell before April 1, building and stock of general merchandise. C. R. Guthrie, Guthrie, Wis. 261

\$10,000 (50% of real value) will purchase an old established manufacturing business in good running order. Salesman wanted. A. C. Whiting, Burlington, Vt. 262

Bargain—Drug stock and fixtures; live town; invoice \$2,500. Annual sales \$5,000. Other business. Address 263, care Michigan Tradesman. 263

For Exchange—Oil, gas and mining companies who wish to promote and sell their stock and get the money on a new plan, see J. H. Foucht. It will pay you. 825 N. Kansas Ave., Topeka, Kan. 266

For Sale—The Howard & Pearl Drug Co.'s stock of drugs, sundries, wall paper, furniture and fixtures at St. Joseph, Mich., at a bargain. For particulars write Lee M. Hutchins, Trustee, Grand Rapids, Mich. 268

For Sale—Michigan Carpet Cleaning Works, Grand Rapids, Mich. Good established trade. 269

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—General merchandise business including clean stock and real estate. \$14,000 yearly business. Investment \$4,500. Address E. R. Williams, Collins, Mich. 112

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

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 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—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

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

Store for sale or rent. Enquire of M. D. Lynch, Cadillac, O. W. French, Grandville, or Tradesman Co. 202

560-acre improved farm; price right; title good. Address owner, Ira D. Salser, Kellerton, Iowa. 210

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 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 \$5,000. 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

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—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

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

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. 999

For Sale—No 8 National Cash Register, as good as new. \$125 machine for \$70. Addison's Bazaar, Grand Haven, Mich. 221

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

POSITIONS WANTED.

Position wanted by an experienced clothing man, as clerk in retail clothing at once. Best of references. State salary willing to pay. Address Box 56, Lisbon, Iowa. 265

Wanted—A position by an experienced cheesemaker. Address E. N. Pettet, Sparta, Mich. 259

Wanted—Position as salesman in retail grocery. Have had ten years' experience. Address Box 147, Middleton, Mich. 160

HELP WANTED.

Wanted—An experienced pharmaceutical and specialty salesman on commission or side line. Terms and samples furnished. State experience and territory. A. M. Irby, Vernon Hill, Va. 264

Wanted—Experienced traveling salesman, with references, to sell cut glass. Address Stocker Cut Glass Company, Jermyn, Pa. 245

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

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

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.

Learn a trade, big money in the business; lessons on candy-making by mail at ¼ price for 30 days. Lessons free to one in each town. Satisfaction guaranteed in every instance. Portland Candy School Dept. A, 330 E. 6th St., Portland, Oregon. 251

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 ¾ 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

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.

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it pays to get good service in

Auctioneering

as well as in legal troubles or sickness.

You'll be Surprised

at the results through our service.

"We are short on promises," but long on results.

A. W. Thomas Auction Co.
477 Wabash Ave. Chicago



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, open dates and other information, address as above, care Library Hall.

The Grain Market.

The fluctuations in the wheat market have covered a range of about 2c per bushel for the week. May wheat in Chicago is selling at \$1.18, the highest point in several weeks. While the market seems to be in a sort of rut, there is plenty of buying at any material decline, and the advances have met with heavy sales. Receipts of wheat at the leading grain centers have not been large, and this is possibly due to a certain extent to the extremely cold weather prevailing in all directions; even Missouri and Oklahoma Territory have dropped below the zero mark, something very unusual for that country. The receipts, therefore, have been made up entirely from country elevators, as the farmers have been practically snow bound. It seems to be the general opinion that the East or Wall Street crowd is long on wheat, while the West or Chicago has taken the other side. And this looks reasonable, as the Western markets are preparing to make their grading more liberal. St. Louis has already amended its grading rules so as to make the Western red Russian wheat deliverable on May contracts, and the same ruling will undoubtedly be applied by the Chicago Board of Trade, which will place an additional ten to fifteen million bushels of wheat within the reach of the bears for delivery on their short sales. Our Wall Street friends may be wise and sage on stocks and bonds, but when it comes to wheat beware of the Western professional manipulators.

The United States Treasury Department has issued its report on exports for the year 1904, together with comparative figures for 1902 and 1903, and will give herewith figures referring to wheat, corn and oats only:

	1902	1903	1904
Wheat—bushels	129,466,280	73,372,755	13,015,277
Wheat Flour—barrels	18,327,767	19,555,311	11,542,618
Bran—tons	49,821	27,911	20,916
Corn—bushels	18,723,960	91,732,780	46,498,607
Corn Meal—barrels	256,361	683,463	349,406
Oats—bushels	5,968,653	1,494,857	1,220,134
Oat Meal—pounds	67,373,534	35,517,429	23,757,494

The above figures certainly indicate that we have been working entirely on a domestic price basis on our last crop. In 1902 the United Kingdom alone took over 68,000,000 bushels of our wheat, while last year our exports to the whole world were only 13,000,000 bushels.

The corn market has been active, scoring an advance of 2c or 3c per bushel on cash corn for the week. There is a good demand for both domestic and export trade, the movement being only nominal.

Beans have been the big market. We have had an advance of practically 25¢@30c per bushel within four days. There has been no change in conditions, but the actual shortage in the world's bean crop has been brought to light by some of our leading bean statisticians. The trade generally are showing more attention to the bean situation, and a few enquiries for quotations really found nothing to sell at the market. The

results have been that the market has gone up by jumps of 5c and 10c per bushel. Two dollar and fifty cent beans are now freely predicted. L. Fred Peabody.

Recent Business Changes in the Buckeye State.

Arcaunum—Noah Arnett is succeeded by Arnett & Vooheis in the grocery business.

Continental—Wm. Leatherman, jeweler, has moved to Prairie Depot.

Continental—W. H. Long has contracted for the sale of his hardware stock.

Englewood—C. C. Holderman has discontinued his harness business.

Gilboa—C. D. Rager is succeeded by Rager & Hoffman, who will carry a stock of implements, vehicles, etc.

Gloucester—Linscott & Co., who formerly conducted a racket store, are succeeded by Wolfe & Jones.

Lima—D. C. Dunn is succeeded in business by the Eagle Stave Co.

McClure—H. M. Mollett, grocer, is succeeded by Mollett & Crockett.

Miamisburg—The drug and paint business of the Gwinner-Albrecht Co. will be continued by Albrecht, Miswinger & Rogers.

Ottawa—J. J. Rampe, clothier and dealer in boots and shoes, is succeeded by A. C. Rampe.

Rockford—Borchers & Sweet, boot and shoe dealers, are succeeded by J. L. Borchers & Bro.

Rockford—J. W. Reynolds succeeds G. H. Reynolds, tinner.

Springfield—The Lyon Hardware Co. is succeeded by a corporation under the same style.

Springfield—The McVade Co. is succeeded by A. N. Levi, clothier and men's furnisher.

Springfield—James L. Welch is succeeded by Welch & Watkins in the vehicle business.

Toledo—Lamson Bros., dealers in dry goods, etc., have incorporated as the Lamson Bros. Co.

Washington C. H.—W. S. Gordy & Co., grocers, are succeeded by J. H. Chapman.

Washington—Hess & McCoy, undertakers, are succeeded by Albert McCoy.

Mansfield—A petition in bankruptcy has been filed by the creditors of the Hahn-Berno Co., retail dealer in dry goods and carpets.

Columbus—The Egyptian Chemical Co., manufacturer of extracts, has made an assignment.

Wooster—The creditors of the Wooster Preserving Co. have filed a petition in bankruptcy.

Xenia—A receiver has been appointed for Frank M. Hunt, dealer in cigars.

Wapakoneta—The clothing business of Zoofkie & Foos will be continued under the new style of the Zoofkie, Foos & Brinkmeyer Co.

He Needed It.

"Now, sir," began the agent, "this book—"

"Ain't got no use for it," snapped the busy merchant.

"Oh, yes, you have! Look at the title, 'The Art of Conversation and Correct Speech.'"

MEN OF MARK.

Perry Barker, Formerly of A. E. Brooks & Co.

Perry Barker was born on a farm near Churchville, New York, June 24, 1869, his antecedents being Yankee on both sides. When he was 5 years old his parents removed to Waterport, New York, subsequently locating at Stony Creek, Virginia, and Byron, New York. In 1884 the family removed to Hopkins Station, Mich., where the senior member engaged in general trade. Perry worked in the store six months, when he came to Grand Rapids and entered the employ of the late Geo. Mayhew as errand boy and utility man. Two years later he secured a position as



expense clerk in the freight office of the Lake Shore Railroad, where he remained three years. October 1, 1889, he entered the employ of A. E. Brooks & Co. as shipping clerk. Three months later he went on the road, subsequently retiring to take the position of book-keeper, which position he filled for seven years. On the retirement of Henry Dawley, he went on the road again, covering a territory regularly for four years. Nov. 1, 1901, he was promoted to the superintendency of the factory, which he continued to fill until Feb. 1 of this year, when he retired from the house, disposing of the interest he had acquired and retained since March 1, 1891. Mr. Barker has engaged in the merchandise brokerage business at 5 South Ionia street, which he expects to follow with his usual success.

Mr. Barker was married May 20, 1891, to Miss Sadie H. Brooks. They have one child, a boy of 9 years. They reside in their own home at 328 Lyon street.

Mr. Barker is a member of All Souls' church and is affiliated with Grand Rapids Council, No. 131, U. C. T., the Knights and Ladies of Security and the Maccabees of the World.

Mr. Barker attributes his success to hard work, to an ability to hustle and to take hold wherever there is anything to do.

Is not a hero a man who was on hand at the psychological moment?

Every woman imagines she's a perfect image of her feminine ideal.

Business Wants

BUSINESS CHANCES.

For Sale—Clean stock of general merchandise in one of the best business towns in Michigan; population 1,000. Stock invoices \$6,000. Must sell at once on account of failing health. Address Lock Box 6, Manton, Mich. 271

For Sale—\$5,500 stock men's furnishings shoes, hats, gloves, notions, etc. Have done profitable cash business for years. Rent \$35. Choice location. Other business requires immediate attention. Discount for quick sale. DeLine, 2422 Downey Ave., Los Angeles, Calif. 270

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 \$11,008.43, 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 Star lard 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

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