

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 22, 1905

Number 1118

Commercial Credit Co., Ltd.

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GRAND RAPIDS, MICHIGAN.

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THE COMMON SCHOOLS.

Perhaps it is because of their confessed and indisputable importance that so many people are interested in the management and direction of the public schools. There is no danger that in this day and generation there will be too much of this interest. Not all of it is wise and a good deal of it is otherwise, but what there is interest in will be talked about and discussed and in the end progress will result therefrom. It is very common for people to think they could do this or that better than those whose lives have been devoted to some particular study or profession. There are some who would deny to the schools the advantages of progress and improvement which are valuable there as everywhere. Now and again somebody from a quarter to a half century behind the times rises up to remark that the new things in schools so popular nowadays are only fads and they cry out in a cracked voice for the good old days when the three R's were not only the basis but the limit of common school education. They insist that too much time and money are spent in teaching what they term "new fangled fads."

It is true in the schools as everywhere else that all changes are not improvements and it is equally true that most of them are. The public schools are many times better today than they were fifty years ago or even twenty-five years ago. They ought to be growing better all the time. Enlarging the curriculum of the common school has a value which will follow the pupil through life. If all the children could go through the academy and then through college and then take a post-graduate course in some university, it might be different. The majority must end

their education with the common schools and the more they can learn by observation and the more their horizon can be widened, the better. If they can be interested in taking better care of their bodies by gymnastic exercises and some instruction about hygiene, if they can be taught to interest themselves a little in singing and the rudiments of music, the start thus gained can be continued and they will be the better for it and surely what they learn of sewing and cooking has an important and practical value. As some one had aptly said: "After all it is not what a child learns by rote, but what sets its brains and fingers to work on their own account that is of most benefit. To cram the memory is not education. The ideal system puts the whole child to school. It instructs the eye, the ear, the hand and the judgment." It is possible to carry fads too far just as any good thing may be overdone, but to decry the enlarged curriculum of the common schools and to sigh for the old days with the three R's is an appeal to go backward.

William A. Pinkerton, the famous detective, has just returned from a visit to London. He says the most up-to-date methods of apprehending criminals are in use at Scotland Yard. The fingerprint process of identification has there been developed to an accurate science. He cites this instance of its success: Some time ago there was a jewel robbery at Windsor. No adequate description of the thief was obtained, but a cabby remembered driving a man late at night from the vicinity where the robbery had been committed. The detectives searched the cab and found a discarded newspaper. To the naked eye there was nothing on the paper. But upon the application of chemicals a finger-print of the man who held the paper was developed and it proved to be that of a well-known burglar. He was arrested and confessed to the crime and was given a long sentence.

It is said that steel rails are shipped from Chicago to Japan at the rate of 40 cents per hundred pounds, which is the same as therate between Chicago and New York. If this be true it is an item in the proof that there is real need for the law pending in Congress providing for the regulation of railroad charges.

Many an average man has been spoiled by having to live with a man who thought he was way above the average.

It is hard to find a poorer man than a rich man who never gives.

GENERAL TRADE REVIEW.

There have been enough of adverse influences in the Wall Street markets, in the proposed Standard Oil investigations, a threatened fight in one of the great insurance corporations, alarming reports of the condition of Russian politics, a threatened railway strike and prospects of higher money rates to warrant a decided reaction in prices, but the independence manifested shows that general underlying conditions are too strong for any moderate influences. There has been enough of profit taking on the part of timid operators to keep the ball rolling as to activity, but offerings are quickly taken, with the level of prices maintained. General mercantile distribution has been hindered in most Northern localities by severe storms, to an extent which lowers the rate of railway earnings decidedly, but even this seems to have little if any effect on securities and operators are willing to wait the assurance of increased movement when the hindrance is removed. At the latest the serious conditions in Russia are proving a bull influence in that the public is convinced that overtures of peace will be received with the greater prospect of their acceptance.

Reports from manufacturing centers are almost invariably encouraging. Pressure of demand in the iron and steel centers is still at the highest and, while interruption in transportation disturbs the coke supply, this is not serious enough to have much influence. In textiles the most notable changes in conditions are in the cotton goods trade, which seem to have assumed a more encouraging and natural aspect than at any time in several years past. The woolen industry maintains its healthy activity, both prices of product and material being fully maintained. Footwear is still hindered by the maintenance of prices, but the shipments from Boston continue equal to those of last year.

The will of the late Charles H. Hackley, a full summary of which appears elsewhere in this week's paper, is worthy of careful perusal and study. Aside from the bequests inspired by the generous warmheartedness and farseeing wisdom of the deceased, the reader can not refrain from commending the excellent judgment of the man in placing the management and distribution of his immense estate in the hands of an institution like the Michigan Trust Co., which possesses adequate machinery and ample executive capacity to handle the great work involved with the largest degree of accuracy, economy and judgment.

SPRING MILLINERY.

Flowers Will Be the Most Popular This Season.

In company with one of the largest milliners of Michigan, I made a visit to the Grand Rapids market the other day and, knowing that the average woman is now thinking of her Easter headgear, it seemed as though a hint of spring styles might interest her.

Naturally, the first question is, "What colors will be worn?"

Any color that becomes you. If you intend to wear the brown taffeta you bought in the fall for a spring gown, you can find a beautiful brown toque with shaded roses and foliage, to give to your old frock a new touch. Or you can buy a beautiful "Polo" turban of green foliage with a bunch of American beauty roses and green velvet ribbon at the side. A "Polo" turban, by the way, looks like the little inverted cheese box worn by the English soldier, but it is a very chic bit of head covering, and is sure to be one of the popular new shapes. Flower hats, which are often made of shaded roses, and oftener of foliage, and trimmed with roses or other flowers, will be worn for early spring. A modification of the Charlotte Corday, made of shaded roses in the new tint of blue, called Saxe, and lined underneath with blue maline, is a dainty idea which is to be worn by one of Michigan's prettiest girls.

Shaded roses, which, in the jargon of the trade, are called "rotten roses," are particularly beautiful. They are deep and rich in the center, but the outside leaves take on the peculiar tint of dead rose leaves, or rather they give you an idea of how a dead rose may look to the poet or the impressionist painter, for certainly never on land or sea were such tints seen in nature; but they have an air that the stylish woman will recognize in a moment.

While many hats are worn off the face, yet some of the most individual fancies tip over the eyes, and are perfect flower gardens across the back.

A dark blue hat of exaggerated safor type, has this engaging tilt with a great ruche of blue maline across the back combined with La France roses and purple lilacs.

All the tints of violet will be again among the spring hats and a new shade of purplish red, which shades into a pinkish lavender, is bound to be especially popular, as it can be worn by both old and young, and while bright and new in effect, it is not striking enough to be eschewed by the woman who buys only one hat a season.

None of the hats fit as closely to the head as in seasons past, the little tricons and etherialized sailors being particularly coquettish in their "perky" lines.

A tam o' Shanter of panama, with a regular flower garden at the back will make a strong bid for favor and the young woman to whom it is becoming will surely have a hat that she will not see on everybody, as it can be worn by only a certain type of girlish beauty.

Just at present Paris is sending out hats trimmed with taffeta embroidered with beads, but this kind of trimming will have to be put on by a master hand or it will remind one of the wooden sign of the Indian lady, who smiles from in front of the cigar store.

Buying millinery, with unlimited credit behind you, is really as near bliss as comes to a woman on this mundane sphere. And one is apt to think that the life of a milliner is "all beer and skittles." Think of simply gathering up roses until your arms are full and saying "Send them to me." Just imagine the fun of buying a hundred and fifty exquisite spring hats all at once. Imagine wandering about through the most wonderful straw braids, of all colors and kinds, and seeing the possibilities that linger in them. But the selling of all this finery, as Kipling says, "is another story." The woman who does not look well in a poke bonnet will be sure to want one and then think it is the fault of the milliner that she appears a fright. Pokes will be worn much later in the summer and at this moment I have in my mind's eye a young Michigan matron with piquant features, rose leaf complexion, and brown eyes, who, if she ties the tulle ties of one under her chin will be sure to tie everybody's heart within, so becoming it will be to her. But probably she will invest in a strictly tailor-made turban, and, fat, fair and forty, will try and conceal her double chin under the lacey bow. Such is fate and the average taste.

Easter will see my lady in her new spring hat and she can wear green, blue, brown, red, pink or violet with a consciousness that she is in the mode, for all these colors are strictly the fashion this spring. She must have at least one flower hat if she would be perfectly happy, however, for flowers crowning the head of lovely woman are particularly appropriate and this spring will be the cleverest as well as the most popular thing in millinery.

Idah McGlone Gibson.

Puzzle of Ptomaine Poisoning.

Just what "ptomaine poisoning" really puzzles the average man, but he is not so puzzled that he proposes to risk it in order to solve the enigma. He is quite willing to wait until the medicine sharps have drawn their deductions from the sufferings of others. "Ptomaine poisoning" is very much like appendicitis—it is almost fashionable to have it. But the ptomaines can not be toyed with as can appendicitis. They always mean business, and there must be a hurry call for the doctor when they make their presence known. Like appendicitis, too, they are charged with a great many things for which they are not responsible, and they have in the past escaped blame in cases where they deserved all the censure.

Some queer ideas are extant about ptomaines, one of the most widely spread being that they are created by the cans in which the great majority of this workaday world finds

most of its food. But one of the scientific gentlemen in the Agricultural Department will tell you, and perhaps with a superior air and some condescension, that that is just where you are most in error. In a very few minutes he can convince you that the only safe food to eat, as far as ptomaines are concerned, is canned food. Regard all others with suspicion. Of course, sometimes quite by accident, ptomaines are found in canned goods. But that is because they were in the food before it got into the can. Anyway, it is easy enough to avoid them if they are in the can. Cast your eye over the ends of the cans. If they bulge, beware. If they sink in you are safe.

"But I thought canned goods were the main cause of ptomaine poisoning?" you suggest.

"Nonsense!" is the reply. "No other form of food is safer. The reason is obvious. Canned goods are generally prepared from fresh material, used before there is opportunity for decomposition to reach the danger point, and they are further freed from danger of bacterial action by careful sterilization."

Food poisoning may be caused in various ways, the most common causes being those of meat, sausage, fish, milk and cheese poisoning, through bacterial actions producing ptomaines. These bacterial changes usually take place in the flesh before it is cured or cooked. During this time the bacteria, which act by attacking the nitrogenous portions of the food and breaking it up into other

substances, some of which are poisonous, complete their work so thoroughly that even the heat of an oven or frying-pan is insufficient to destroy their newly acquired poisonous qualities. These changes take place with great rapidity and are almost impossible to detect in their first stages. Later the decomposition is accompanied by a characteristic taste or odor, but the food may have become dangerous before these telltale evidences are noticeable.

"The remedy lies," said the professor, "in stringent laws regulating the sale of any food product that is open to suspicion—and especially in removing from every creature that has been sacrificed to the human appetite the intestinal tract, where these dangerous organisms are found in greatest abundance. The passage of such laws, based on the work of the bacteriological laboratories, has already marvelously reduced the number of reported cases of ptomaine poisoning."

Short Memories.

A lady in San Francisco engaged a Chinese cook. When he came, among other things, she asked him his name.

"My name," said the Chinaman, smiling, "is Wang Hang Ho."

"Oh, I can't remember that," she said. "I will call you John."

John smiled all over and asked:

"What's your name?"

The lady obliged him.

"Me no memble all that," remarked the cook. "Me call you Tommy."

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.

INCREASE IN VOLUME.

Orders for Hardware Heavier Than a Year Ago.

Despite the obstructions and delays in the transportation of goods, resulting from the severe storms which have prevailed in almost all parts of the country for several weeks, business in general hardware continues excellent. The mail order business has been exceptionally large within the last week, breaking all previous records for this time of year. Many of the manufacturers report that their business with domestic and foreign buyers within the last month has been at least a third in excess of that in the corresponding period of last year. This increase in orders is attributed by many leading manufacturers to the fact that jobbers and retailers found their stocks so greatly depleted after the big December trade that they were compelled to renew their supplies in order to meet the immediate needs of their customers.

Every branch of the trade is now expecting a good business throughout the remainder of the winter and well into the spring, and confidence is greatly expressed in a continuance of the present strong undertone of the market with the probability of further advances in prices within the near future. Since the prices of wire products and annealed sheets were advanced, however, many of the mills and factories engaged in manufacturing various lines of hardware have hesitated to endorse the immediate advance of prices in their finished products, although they realize that such changes will have to be made soon because of the repeated increases in the cost of raw materials. On the other hand, there is no tendency to shade prices.

With the practical ending of the trade in winter goods, the business in spring lines has boomed remarkably. Large contracts for screen doors and windows, garden hose and lawn swings, refrigerators, ice cream freezers, wheelbarrows, washing machines and all similar goods needed in warm weather are being placed daily. As the greater part of these orders are for forward delivery, the cold weather and heavy precipitation of snow is not affecting this line of business, although there is a temporary suspension in the booking of orders for immediate delivery in the Chicago district because of the delay in shipments.

Pig Iron—While considerable activity was noted last week in the Philadelphia and Pittsburg markets, where large contracts for foundry, basic and standard Bessemer were purchased by various consumers, there were few big sales made in this city. The numerous enquiries for large tonnages which flooded this market, however, assured producers and their representatives that the leading melters were still in the market for prompt, nearby and forward shipments. In addition to recording sales of 8,000 tons of foundry and forge iron for nearby delivery, the Cleveland and Buffalo markets

were also conspicuous for the big transactions in malleable Bessemer which were consummated in those districts toward the end of the week. M. A. Hanna & Co. alone booked orders for 25,000 tons of malleable Bessemer for shipment during the second and third quarters of the year and other producers secured about 5,000 tons more. The interest of most of the producers naturally centers in enquiry issued by the General Electric Co., which calls for 2,500 tons of foundry and 1,600 tons of Bessemer and those of three steel concerns in Eastern Pennsylvania, which are offering to buy lots of 4,000 tons, 7,500 tons and 18,000 tons of basic, respectively. It is believed that the General Electric Co.'s order will be placed within a few days, while the other contracts will probably be closed before the end of the month. It is also believed that the United States Steel Corporation will soon place its order for 15,000 tons of basic iron for March delivery to its Pencoyd works and will probably buy additional tonnages of standard Bessemer for its plants in the Central West.

Steel—The placing of additional orders for steel plates by the pressed steel car, locomotive and shipbuilding interests shows clearly that the recent advance in the official quotations has not tended to check the buying movement in this line, but has tended to stimulate it. The Pennsylvania Railroad has just contracted for 3,000 new freight cars and many other orders for similar equipments will soon be purchased by this and other big systems. The business in beams, angles and shapes, while still limited to small orders, is sufficiently brisk to remove any doubt about the advisability of making the recent advance in the quotations. Although no final action has yet been taken in regard to the closing of the contracts, which call for about 15,000 tons of fabricated steel, for railroad bridges, several smaller tonnages have just been placed including some for 2,000 and 3,000 tons each. Rails also continue active, a few new orders having been placed within the last few days at full prices. While it is reported that some of the mills are making concessions in the prices of light sections the leading manufacturers are holding the official quotations firmly and in some instances are obtaining moderate premiums. Among the recent transactions in standard sections was the order for 25,000 tons, placed by the Chicago & Northwestern Railroad with the Illinois Steel Co., which made the total tonnage on the books of that concern alone 500,000 tons. The Atlantic Coast Line Railroad has also contracted for 15,000 tons of standard rails and the Seaboard Air Line for 17,000 tons for delivery throughout the entire year.

Tin—The history of the spot and nearby delivery trading during last week was a record of declines, following closely upon each other as a result of the more liberal offerings and the increases in the amount afloat. The market did not drop suddenly

at the beginning of the week, as many of the largest cargoes from London and the Straits were not unloaded for several days. Small declines, however, were registered every day and as soon as the heavier tonnages were available, the market began to slump and continued to weaken up to the end of the trading Saturday.

Copper—Many of the largest producers have sold their output for the next two months and are therefore not anxious to book any orders except at full prices, while the second hands who control a large amount of the available copper for delivery within the same time are not pressing sales. It is therefore likely that the market will remain very firm for some time even if the exports to Europe become even smaller than at present, a result of the labor troubles. Exports from all the Atlantic ports last week aggregated 4,466 tons, making the shipments so far this month 9,182 tons.

Save the Kitchen Range.

The explosion of a kitchen range Monday, which resulted in serious injuries to one of the servants and started a conflagration, has set many housewives thinking about the dangers of starting fires in ranges on a cold morning and has started other inquiries as to the cause and prevention of such explosions. Said one woman yesterday: "My girl never believed that a common stove could explode, but yesterday I showed her the item in the paper and she nearly went into hysterics."

"Most of the ranges that have a water heater have a tank holding about twenty gallons placed a little distance away from the range," explained a plumber yesterday. "This tank is connected with the water supply pipe and from this tank lead the water pipes to the faucets about the house. In the firebox of the range is placed the so-called water front. This is made of metal and is usually about eighteen inches long, eight inches high and two or four inches wide. This is connected with the tank by two pipes, one letting the water into the water front from the tank and the other leading back to the tank."

"When the room becomes cold the water in these pipes will freeze solid before the tank or the 'front' freezes, but if the temperature goes lower the whole thing will sometimes become solid. Occasionally the ice will burst the pipes, but this, if annoying, is not dangerous."

When a hot fire is started in the morning the ice in the 'front' thaws before the ice in the tank or in the pipes. If the fire is very brisk the water in the front will form steam before the pipes are thawed out and the inevitable result is an explosion. This usually takes place with some violence, as in the case Monday, when the stove was wrecked, the maid's right leg was fractured and the house was set afire.

"Prevention is easy and simple. Before you start the fire in the morning try one of the spigots coming from

the tank. If the water runs the pipes are not frozen and you are safe in starting the fire. But if the water does not flow it is a sure sign that the pipes are choked and there is danger ahead. Then the only safe thing is to begin slowly and thaw the pipes, tank and water front. When the water begins to flow from the faucets you may put on the coffee pot and start the fire."

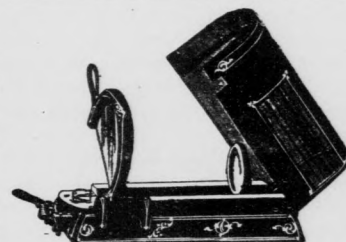
Are New York Retailers Going To Combine?

A good deal of interest is manifested in New York West Side grocery trade circles over a report in circulation to the effect that plans for the formation of a combination of Harlem retail grocers were being discussed in order to meet the competition of the chains of grocery stores operated by James A. Butler and others. One report current states that the movement in progress has the support of more than 75 per cent. of the retailers in the Harlem district, and that at a meeting of the dealers interested, held recently, a plan of campaign was formulated. The details of this plan, it is stated, have not been fully developed, and a good deal of secrecy is being maintained as to the means to be employed in meeting the Butler competition. In one quarter it was stated that the combination of Harlem grocers is to take the shape of an agreement as to prices on the more important commodities handled.

Breeding Snakes for Their Skins.

Snakes, according to the prevailing popular notion, should be killed at sight as utterly useless and positively dangerous creatures, but in Australia they are now being systematically reared for the sake of their skins, which have a considerable commercial value in London, Paris and New York. Snake skin is the fashionable material for slippers, belts, bags, purses, card cases, jewel boxes, dressing-table accessories, etc. Rabbit trappers supplement their means considerably by catching young snakes and extracting the poisonous fangs. The blacks are also expert snake catchers. To them the snake is an agreeable article of diet.

Beware of a crippled mule or a man with an unloaded gun.



Long Horn Cheese Cutter

Takes place of cheese case, cutter and computer. By use of this machine, you are able to neatly and correctly cut any amount of cheese, at any price desired, off of any weight long horn or 10 inch brick cheese. Write for prices and terms.

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Movements of Merchants.

Hudson—John Rockwell & Son, grocers, have assigned.

Cheboygan—R. M. Lewis has retired from the undertaking business.

Litchfield—W. M. Howard will shortly embark in the drug business here.

Hudson—W. E. Kelster has sold his grocery stock to G. W. Shields, of Cassopolis.

Manistee—Poskey & Lafontsee have purchased Kirsch & Svenson's cigar business.

White Cloud—Johnson & Mallery succeed J. W. Johnson & Co. in the meat business.

Otsego—John and Arthur Mylne have purchased the meat market of W. L. Grable.

Saginaw—H. G. Watz & Co. are succeeded in the drug business by Palmer & Kessel.

Holland—W. P. Scott has purchased the bazaar stock formerly owned by J. W. Brown.

Big Rapids—J. C. Jensen & Co., dealers in dry goods, will add a line of shoes in the spring.

Lansing—Collver & Chaffey have engaged in the grocery business at 408 Franklin avenue, east.

Grand Ledge—Frank S. Ewing succeeds A. W. Pratt in the jewelry, china and fancy goods business.

Saginaw—The capital stock of the Saginaw Dry Goods Co. has been increased from \$100,000 to \$125,000.

Cheboygan—The Cheboygan produce & Cold Storage Co. has increased its capital stock from \$10,000 to \$30,000.

South Lyon—E. M. Calkins has purchased the furniture stock of J. M. Phillips, possession to be given March 15.

Maple Rapids—Mrs. Carrie Alexander has purchased Mrs. Mae Casterline's millinery business and will take possession soon.

Manistique—Robert Rubin has purchased the hardware stock formerly conducted by M. J. McDonald. The consideration was \$1,300.

Tecumseh—Alva Spayde has sold his clothing stock to Lester and Floyd Heesen, who will continue the business at the same location.

Hastings—J. Homer De Pue has purchased the dry goods and grocery stock of P. G. Bennett and will continue the business at the same location.

St. Johns—Wm. Bond has sold his meat market to Arthur G. Bullard and George Karcher, who will continue the business at the same location.

Charlotte—A. B. Collins, who for the past fifteen years has been the junior partner and active manager of the drug firm known as G. V. Collins & Son, has purchased the interest of his late father at the administrator's sale and the firm from this time on will be known as A. B. Collins & Co.

Escanaba—H. C. Becker and J. L. McRae have formed a copartnership under the style of the Central Drug Store and engaged in the drug business at 816 Ludington street.

Petoskey—John Corbett has sold his interest in the tobacco business of Boyington, Corbett & Co. to his partners, who will continue the business under the style of Boyington & Beatty.

Bangor—Sherrod & Son have purchased the furniture stock of Harrison Jacobs and will move it to their building, where they will run the same in connection with their undertaking business.

Sturgis—F. L. Burdick & Co. have sold their clothing and men's furnishing goods stock to Henry C. Rehm, who will continue the business at the same location. Burdick & Co. will continue the shoe business.

Detroit—The George C. Becker Co. has formed a corporation for the purpose of dealing in house furnishings with an authorized capital stock of \$10,000, all of which has been subscribed and paid in.

Muskegon—The Alberts Hardware Co. has formed a corporation to carry on a general hardware business, with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,500 paid in.

Freeland—W. E. Saur has merged his business into a corporation for the purpose of handling farm produce, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The Brown Pharmacy Co. has been incorporated for the purpose of wholesaling and retailing drugs. The authorized capital stock of the company is \$10,000, all of which has been subscribed and paid in in cash.

Ann Arbor—Wm. J. Conlin and Albert Fiegel have purchased interests in the clothing establishment of Wadhams, Ryan & Reule. The business will hereafter be conducted under the style of Reule, Conlin & Fiegel.

South Haven—E. J. Merrifield and John C. Johnson have formed a copartnership under the style of Merrifield & Johnson to continue the implement and vehicle business heretofore conducted by each one separately.

Port Huron—Wm. J. Howard and John E. Howard, under the firm name of Howard Bros., will open a new furniture store in the Casello block. Dr. S. A. Howard and George H. Wright will be connected with the new firm.

Bangor—McKinney & Farrington have purchased the stock of groceries and crockery of C. C. Phillips and taken a lease of the Brown block, where they will move their other stock of groceries and crockery, also dry goods.

Big Rapids—A. L. Peck, of Hartford, Conn., and H. S. Peck, of Waterbury, are here for the purpose of starting the legal machinery by which they may eventually obtain possession of the Big Rapids Door & Sash Manufacturing Co., on whose property they now hold a \$10,000 mortgage.

Port Huron—Sidney J. McNutt has purchased the grocery stock of Daniel C. McNutt, 930 Military street, and will continue the business at the same location.

Clare—The local creamery plant has been leased by E. F. Dudley, of Owosso, who will utilize it as a centralizing station for this part of the State.

Elk Rapids—Spring & Amerson, dry goods and clothing dealers, have dissolved partnership. Mr. Spring will hereafter conduct the dry goods business and Mr. Amerson will continue the clothing business, occupying separate stores.

Battle Creek—The Milk Produce Co. has been incorporated for the purpose of selling milk and other farm products. The capital stock of the company is \$2,000, of which amount \$1,000 has been subscribed and \$500 paid in in cash.

Adrian—The Adrian Cold Storage Co. has been incorporated for the storage and preservation of produce, with an authorized capital stock of \$25,000, of which \$16,000 has been subscribed, \$12,000 being paid in in cash and \$4,000 in property.

Mt. Clemens—Howard C. Wade has merged his business into a corporation under the style of the Howard C. Wade Co. for the purpose of handling furniture, carpets and other merchandise. The company's capital stock is \$7,100, all of which has been subscribed and paid in.

Evart—A new firm to be known as the Evart Implement Co. and composed of W. B. Keith, of this place, and R. J. Scott, late of Brown City, has formed a partnership and purchased the farming implement business of Samuel Shore, and will continue the business at the old location. Mr. Keith has followed the same business here for several years, while Mr. Scott did so recently at Escanaba.

Caro—A meeting of the creditors of Chas. Montague was held here recently to discuss and vote upon a plan to dispose of about 4,000 acres of land, still unsold, which over a year ago was turned over to them by Mr. Montague in full settlement of their claims against him. One hundred of the 235 claimants were present and these were unanimous in supporting the plan submitted by their committee. The plan is to sell the land at public auction, allowing the full amount of the claim of any creditor to apply upon the purchase price of any parcel of land purchased by him. Judging from the voice of the meeting, the consent of the remainder of the creditors to the plan, as outlined, will be easily obtained, when the property will be offered at public auction.

Manufacturing Matters.

Ann Arbor—The Ferguson Buggy Co. has removed to Ypsilanti.

Caro—The Caro Elevator Co. has purchased the grain elevator of J. D. Wilsey.

Detroit—The Detroit Foundry & Manufacturing Co. has increased its capital stock from \$75,000 to \$110,000.

Bay City—The Smalley Motor Co., Ltd., has increased its capital stock from \$60,000 to \$80,000.

Kalamazoo—The Kalamazoo Stove Co. has increased its capital stock from \$200,000 to \$315,100.

Detroit—The capital stock of the Northern Manufacturing Co. has been increased from \$50,000 to \$150,000.

Detroit—The capital stock of the Detroit Automobile Manufacturing Co. has been increased from \$2,000 to \$25,000.

Saginaw—The manufacturing business of the Herzog Table Co. will be continued under the new style of the Herzog Art Furniture Co.

Sturgis—The Wallick Manufacturing Co. has been organized with a capital stock of \$20,000 to engage in the manufacture of refrigerators.

Traverse City—The Kelly Lumber & Shingle Co. has closed a deal with the Elk Rapids Iron Co. for its entire season's output of maple lumber.

Saginaw—The Feige Desk Co. has formed a corporation for the manufacture of furniture, with an authorized capital stock of \$50,000, of which \$35,000 is subscribed and paid in in property.

Menominee—The Menominee Brick Co. has formed a corporation and will manufacture and sell brick. The company has an authorized capital stock of \$30,000, all of which has been subscribed and \$3,000 paid in in cash.

Saginaw—The Wilcox Engineering Co. has been incorporated for the purpose of manufacturing and selling machinery, with an authorized capital of \$50,000, of which \$4,866.33 is paid in in cash and \$45,133.67 in property.

Detroit—The Stirling Automobile Co. has formed a corporation for the purpose of selling and renting automobiles. The company's authorized capital stock is \$25,000, all of which has been subscribed, \$6,440 being paid in in cash and \$6,060 in property.

Detroit—The Armstrong Regalia Co., manufacturer of uniforms, will be succeeded in business by the Greenwood-Atkinson-Armstrong Co., which will also continue the business formerly conducted by the Greenwood Co., which formerly manufactured thill couplings.

NOTICE OF DISSOLUTION.

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

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

Commercial Credit Co. Limited
CREDIT ADVISERS
COLLECTIONS AND LITIGATION
WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST WORTHLESS ACCOUNTS AND COLLECT ALL OTHERS.



The Grocery Market.

Sugar—The refined market is dull and unchanged, but there is a firm undertone in view of the stronger turn to the raw market, and it now seems to be the general opinion that there will not be any reduction in prices for the time being. As compared with last year, many jobbers say that the sale of sugar has fallen off a great deal. The high price doubtless curtailed consumption and even the decline of ten points has not revived buying materially. The future of the market is uncertain.

Tea—It is not expected that there will be much excitement until the markets open in Japan, which will be at least sixty days yet. Of course, any unusual or unexpected event in the war might have an immediate effect on the market. Importers say that the orders are coming in about as usual. Jobbers report the demand as good, but not larger than expected at this season.

Dried Fruits—Raisins show no particular change. They are firming up, as noted before, but are still "within the reach of all." The rains damaged considerable quantities of the drying fruit last year and these are being offered at a discount in California. Prunes are cheap and are moving well. There are some excellent offerings of these upon the market still in spite of the fact that there has been a general strengthening in this line for the past month or more. In some sizes there is a slight scarcity, but taken as a whole the market is pretty well supplied and anyone who wants prunes can be fitted out. A little more firmness is reported in dried apples. While it is not likely that there will be any scarcity of this staple line, it is but natural that the market should show more firmness at this season of the year when the stocks are running down. Peaches, apricots and pears are doing very well, considering that prices are high on most of the lines. There is a steady demand for peaches and apricots, no matter what the cost, and the slightly advanced price that the retailer must ask does not seem to cut down the demand materially.

Canned Goods—The market for corn and tomatoes is steady and possibly tending towards firmness, but no advances have taken place. It is generally expected that when the spring business opens up the buying of these lines will be brisk enough to advance prices somewhat. Asparagus, peas and beans are all in good demand. The first named is high in price and scarce, owing to the short pack last year. Peas and beans are plenty. Pumpkin is in moderate demand. Salmon is unchanged, but holding very firm. It is not unlikely that higher figures will be asked as soon as the spring trade gets under way. California fruits are selling in a moderate manner. Prices on some

lines are high, but the trade does not seem to mind that particularly. The supplies of home-put-up fruits are running low and the canned goods must be substituted now. Prices are unchanged.

Spices—A steady to firm market is generally noted locally, but business is reported as at a standstill in an invoice way. There is only a fair demand in a jobbing way, but it is the general belief that the trade is now working on small stocks and any renewal of demand will result in an advance in prices. Pepper is firmly held, there being no new advices from the East or European markets. Capsicums are also firm and cloves are more or less nominal in the absence of demand. Other spices are unchanged.

Rice—Dealers are firm in their views and show no disposition to shade previous prices. Advices from the South report a firm market at New Orleans. The Southern mills continue to offer sparingly and generally hold for prices too high to interest local buyers.

Syrups and Molasses—Both are firm in price, due to the high sugar market. Supplies of all grades of goods are liberal.

Getting On In Business.

Grand Rapids, Feb. 21—Let us make ON emphatic as we read over these lines. Sometimes we who are not yet fortunate enough to own a business get restive under the restraint of another. I am glad you do—it is a good sign. Dr. John Hall once gave utterance to a wise thought along this line—grasp it and use it while you are young. Here it is: "The best way for a young man to get out of a lowly position is to be conspicuously effective in the one he now is." Good advice—you could get no wiser counsel from any one. There are many things to glean by the wayside in your life and mine, but in our hurry to "get there" we too often fail to see their value. Detail can never safely be discounted. Some day all this knowledge will be available, to your great advantage.

The young man in the business world to-day may count himself happy, in having the treasures of knowledge and experience of older heads spread so lavishly before him through the various trade journals. Study them, appropriate the good they bring you, apply the knowledge to your business, become a factor in its success—a brick in the structure. Don't forget that your employer will be pleased to note your aggressiveness in applying newly acquired knowledge and ideas for the betterment of the store, as much so as to see your improvement in methods of handling the trade. Keep your eyes open, get knowledge and put it into practice. Slight nothing, however unimportant at the time; place your standard high enough and work to it and in your old age you will not regret it.

John M. Hurst.

The Hot Blast Feather Co. has increased its capital stock from \$30,000 to \$50,000.

The Produce Market.

Apples—The market is steady and unchanged at \$2.25@2.50 per bbl. Apples sold now have storage and shrinkage to be charged up against them and that adds to the price considerably.

Bananas—\$1 for small bunches and \$1.50 for large. This is hard weather on them. Every car that arrives is either frozen or over-ripe, according to one fruit man. In nearly every case the bottom layer in the car is frozen, anyway, and often the rest of the car is over-ripe. The shipments out were held up, and altogether the banana men are quite disgusted with the outlook.

Beets—40c per bu.

Butter—Creameries are higher and stronger than a week ago, commanding 33c for choice and 34c for fancy. The same is true of dairy grades, No. 1 having moved up to 27c and packing stock to 22c. Renovated is strong at 27c. There is simply a scarcity of butter. The storage houses are cleaned up and the creameries and the dairies are not making enough to fill the demand. When packing stock sells for 22c or over, as it has done the past week, it is safe to assume that the market is a sound one and a high one. As noted last week the demand keeps up wonderfully well. Not only are the cheaper grades in demand, but there is a constant call for the extra creameries at the present prices. The public certainly seems to have the money and is not afraid to spend it for butter. Almost every day the jobbers look for a break, but so far it has not come. If the weather should moderate decidedly, and the production should increase, it is likely that the market would slump rather rapidly.

Cabbage—50c per doz.

Carrots—40c per bu.

Celery—30c per doz. bunches.

Cranberries—Howes, \$8 per bbl.;

Jerseys, \$7.25 per bbl.

Eggs—Dealers are looking for a slump and are careful to keep their receipts cleaned up closely. The market price has eased off considerably since a week ago, local dealers having reduced their paying prices to 24@25c and their selling prices to 27@28c. There is an excellent demand for all grades of eggs. The current receipts show improvement in quality and when candled they sell very close to the top grade.

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 \$2.75, 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. Cars of fruit were tied up at many points by the cold wave. The past week the low temperature has extended so far south as to catch cars at points hitherto considered immune from frost. As a consequence there

were more cars than usual in the roundhouses. Prices, however, are low, and as soon as the weather moderates at all it is expected that shipping will be large, as the values offered have seldom been excelled.

Parsley—45c per dozen bunches for hot house.

Potatoes—Country buyers are paying 12@15c, depending more on luck than market probabilities to get out whole. The cold weather has made handling somewhat difficult, but otherwise there is no change in the situation. The jobbers say that there are a lot of tubers in the country and that prices will be lower as soon as the weather will permit the farmers to open their pits and cellars and market the remainder of their crop.

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 1½@2c per lb. more than live. Broilers, 20c per lb.; squabs, \$2.25 per doz.

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

Squash—1½c per lb. for Hubbard.

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

Turnips—40c per bu.

When a man becomes President of the Grand Rapids Board of Trade he ceases to belong to his family, his friends or his church and becomes the common property of the community. Mr. Whitworth was no sooner booked for the Presidency of the Board of Trade than he was called upon to deliver the principal address at the annual banquet of the Retail Grocers' Association and the annual banquet of the Kalamazoo Board of Trade. Since then he has been booked for an address at the first banquet of the Hastings Board of Trade and as toastmaster at the annual banquet of the Master Butchers' Association of Grand Rapids. He will probably have an opportunity to display his ability as an orator and a thinker about once a week during the time he serves the Board as presiding officer.

A representative of Sprague's Mercantile Agency is in town again on his usual biennial pilgrimage. He claims to have caught three victims this time—Van Vleet Bros., Thompson & Son and Vogt & Cukerski—and that others will be secured before he leaves town. He called at the Tradesman office and was shown the door.

Mt. Clemens—The Mt. Clemens Sugar Co. has been incorporated for the purpose of manufacturing sugar, with an authorized capital of \$600,000, \$507,990 of which is subscribed and paid in in property.

E. D. Winchester, Secretary of the Worden Grocer Co., leaves tomorrow for Cuba, where he will remain a couple of weeks. He will be accompanied by his wife. They go via New Orleans.



Spring Merchandise Week by Week More in Evidence.

The show windows are coming more to be relied upon as an unfailing harbinger of the vernal season than the marbles of the Everlasting Small Boy. Each week shows a pronounced change from the preceding one as to the quantity of spring goods and garments displayed. Whereas, two weeks ago we were distinctly surprised at hints of the coming May, now every store in town is indicating that it possesses the desire to be "the first by whom the new is tried."

Among the modish things in Stekette & Sons' windows one sees the following names, some of them decidedly suggestive of our grandmothers' time: Toile delaine, bourette, mouseline de soie, fil de soie, barege novelty, etamine soie fantaisie, voile fantaisie, silk illumé, silk organdie, jacquard pongee, soie tailleur, mohair lustre, Graylock suiting, voile mouseline, knotted zephyr, Grecian voile and Kiota cloth.

One of the neat placards reads:
A Glimpse of Spring.

Another:

Fascinating Novelty Stuffs.
A third asks the question:

Frankly,
aren't
they
beautiful?

And, looking at these attractive goods, one can but answer in the affirmative.

Fashions and fabrics are copying those of the past so faithfully that I presume ere long every Eve's daughter will be boasting a "poke bunnit."

Among the embroideries on exhibit by this old-established firm I noticed one especially odd conceit. The design is a spray of lilies of the valley, and the nodding little cup-shaped flowers are cut out, so that the holes thus made form the separate flowers.

The Heystek & Canfield Co. and the Harvey & Seymour Co. each show some elegant styles of wall paper. Some of them are so rich and soft in texture and shading as to resemble velvet closely. Others look exactly like tapestry. In the window of the last named firm one gazes in silent admiration at the peaceful and beautiful picture, "Under the Roof of Blue Ionian Weather." The broad expanse of white marble steps and the long circular seat, together with the reposeful figures, give one a sense of rest and leisure and make it hard for him to go on in this workaday world.

In the east window Herkner has a display of a variety of articles—no two alike—calculated to strike the

popular fancy. All sorts of little toilet table, dresser and desk conveniences are here, all marked to sell at a dollar apiece.

The Baxter Co. displays some handsome weaves in white neckwear of the new generous proportions. These are as tasty as the samples of silk handkerchiefs are ugly. The latter are mostly all-over Persian patterns. These look as if intended for people of sporting proclivities. No man of quiet taste would like them. The windowful of new Dunlaps are pleasing. The fine \$2.50 silk hose are ticketed "To be embroidered."

Frederick A. Wurzburg, of the Art Store, shows what a good effect may be produced by windows containing but one sort of article in each—stock windows, so called. He is having a sale on Jap. baskets and Battenberg lace doilies, centerpieces, dresser scarfs, and the like, and these exhibits are meant as a special advertisement. The lace pieces range in price from 9c to \$3.87. The accompanying placard reads as follows:

An Immense Purchase
And Extraordinary Sale of
Battenberg Pieces
Way Under Price.

I suppose the black crinkly paper used as a floor covering is designed as a foil to the white of the lace, but it looks too funereal. To my mind, a bright rich cherry red would have been better. Nothing is more cheerful, it would have shown off the stitches of the needlework fully as well, if not better, and would have repeated the red in the baskets in the window across the entrance, thus giving two displays of the same color.

If indications go for anything, the coming summer will be a low-shoe season. Already the regular shoe stores and also the department establishments carrying footwear are showing lovely things to encase the Foot Feminine when the wearing of them shall not spell pneumonia. And the hose to go with these low shoes are certainly captivating! For the tans there is hosiery in every tint of this shade, running from light coffee color to a dark chocolate or seal. And what beauties the bright warm tones are! There are all sorts of new weaves, and stripes and clockings and embroideries galore. "You pays your money and takes your pick." Of course, the fancy shades and figures are only appropriate for house wear.

Friedman has one of his immense mahogany-paneled windows stocked entirely with notion goods. More than half the floor space is taken up with a steep flight of steps, reaching a height of about 8 feet. On these steps, the backs of which are completely covered with unfolded papers of assorted pins, are dozens of articles of the bazaar variety: All kinds of pins, needles, tape, scissors, shoe strings, corset strings, shoe buttoners, bee's-wax and ironing wax, sadiron holders, tooth brushes and nail brushes and flesh brushes and

rubber complexion brushes, elastic ribbon, combs, including that nice little device invented by His Satanic Majesty for snarling the hair—a "Frenching-comb," hairpins, dress stays, rug binding, and anything else I may have forgotten that would come under the head of "notions."

A big sign reads:

It's Notions To-day

This is quite a large placard, but the windowman, instead of placing it almost out of sight at the right behind some goods, should have given it a prominent location in the center at the top of his stairs.

Next week I intend to describe in detail a fine window of Berand Schrouder's which calls attention to a special cough remedy—I lack the space to-day. Perhaps I will be able to show a photograph. The background is the most unique that has been seen here in many a day. A picture of this exhibit of Wild Cherry Menthol Cough Drops would be of assistance to country druggists who want something out of the ordinary in a decorative background.

French Wine Exports to the United States.

The value of French wines exported to the United States has been established by the French custom house administration at \$1,598,040, \$1,437,078 and \$1,606,532 for the years 1901, 1902 and 1903, respectively. According to our own Bureau of Statistics, Department of Commerce and Labor, the value of French wines ex-

ported to the United States during the fiscal year ending June 30, 1904, was \$5,420,239. It is to be presumed that this great discrepancy arises from the fact that a large share of the French merchandise exported to the United States is transshipped in British or other ports, thus appearing in the French statistical returns as exports to the countries of transshipment, rather than to the country of consumption. The looseness in crediting exports to the countries where such exports are transshipped, rather than to the purchasing countries, has created a false impression in France in regard to the importance of the United States as a customer.

Mother-in-Law Wanted.

Mrs. Homer—I wonder where Mrs. Weeds will make her home, now that both of her daughters are married—with her son-in-law in New York or with her son-in-law in St. Louis.

Homer—I don't know, I'm sure. They both want her.

Mrs. Homer—Indeed? What dutiful sons-in-law!

Homer—Oh, not necessarily. The one in New York wants her in St. Louis, and the one in St. Louis wants her in New York.

When a Man Marries.

Jenkins—Now that you're raising a family I suppose you have to work harder. I guess it's "early to bed and early to rise" with you now.

Popley—That's right. I scarcely get settled in bed these nights before I'm up again with the baby.

Sell Quaker Flour

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

Buy Quaker Flour

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Feb. 18—It would be rather hard to tell just why the murder of the Grand Duke Sergius should have any effect on the coffee market; but it was said that the political effect would be an unsettled condition in Europe and the markets would soon show the effect. But the effect reached here sooner. Prices in a speculative way reacted some 5 points and there was no reaction. For the actual article the week has shown a fair degree of activity, and at the close the market is decidedly firm. Rio No. 7 is worth 8½¢. In store and afloat there are 4,326,939 bags, against 3,314,959 bags at the same time last year. Mild coffees sag somewhat, although the decline has hardly been perceptible. Good Cucuta, 9½¢; Bogotas, 10½¢@10¾¢. East Indias are steady and with hardly a bit of change.

It is quite generally thought that supplies of teas in the hands of retailers must be growing rather light, and with the advancing year the outlook will improve. The week has shown an average sort of trade and prices are fairly well sustained.

The market for refined sugar has ruled steady and it is the belief that prices will not be clipped in the immediate future. Most of the business passing consists of withdrawals under previous contracts and there is a very limited amount of new business going forward.

The rice market here presents no feature of interest. The sales are generally of small lots and the outlook is not especially encouraging, although dealers seem to have considerable confidence in the future.

Spices are decidedly dull, and sales are few and of small quantity. Prices show about the same level as heretofore, but the feeling is that on some lines the quotations ought to be shaded. Singapore pepper, 12¾¢@12½¢.

Grocery grades of molasses are steady, although the amount of trade is not large. Quotations are unchanged. Syrups are very quiet at former rates.

There has been little animation in the canned goods market and only small lots are changing hands. Tomatoes, perhaps, are not so easy to pick up as formerly at around 60c, but there seems to be a fair supply of Southern at 62½¢. Corn remains very quiet save for the very best grades, and these are well taken care of. There is more than enough of the lower grades and quotations have been made at 50c. Fruits are unchanged but meeting with a fairly steady call.

There is a fair trade in dried fruits and the call for prunes has been almost "lively" from the retailers. Prices on almost all lines are well

sustained and the outlook favors the seller.

The butter market shows an advancing tendency. About one cent advance has taken place within a day or so, and at the close best Western is well sustained at 34@34½¢; seconds to firsts, 31@33¢; held stock ranges from 30@32½¢; imitation creamery, 27@30¢; factory, 24@28¢; held, 22@24¢. A good demand exists for fancy renovated stock and the same is working out at 25@27¢.

In the cheese trade the situation is more favorable every day for the seller and quotations show a steady advance. For New York State full cream 13¼¢ seems to be about the correct figure, although possibly very fine stock has brought a fraction more. This for small sizes. Large stock is ¼¢ less. Little, if anything, has been done by exporters as they find prices here are too high to permit any foreign trade.

The supply of eggs has been reduced and the arrivals being light the market is firmer and the top grades of Western are now worth 35¢. Seconds, 33@34¢; thirds, 31@32¢; dirties, 28@30¢.

Pea beans are rather quiet, on the basis of \$2. Other grades are firmly sustained at about unchanged prices.

Another Fool Bill.

A bill has been introduced in the New York State Legislature, designed to prohibit the sale of undrawn poultry which has been killed more than six days. It is astonishing that legislators can be found who are induced to introduce measures, the enactment of which would cause such a revolution in trade, and work such disaster to large vested interests as this without, apparently, even the most superficial investigation of the facts. The member who proposes this measure seems utterly ignorant of the poultry business; and he could have made no enquiries among informed dealers without discovering that undrawn poultry keeps better than drawn; or that his proposed law, if enacted, would be the practical ruin of the poultry trade as well as a grave detriment to consumers. The bill has been referred to the Committee on Agriculture, where we expect it will meet the fate deserved by an asinine and ridiculous proposition.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Feb. 22—Creamery, fresh, 33@35¢; dairy, fresh, 20@28¢; poor, 18@22¢; roll, 22@25¢.

Eggs—Candled, fresh, 33¢; cold storage, 30¢; at mark, 28@29¢.

Live Poultry—Chicks, 15¢; fowls, 14@14½¢; turkeys, 17@19¢; ducks, 15@16¢; geese, 12@13¢.

Dressed Poultry—Turkeys, 20@23¢; chicks, 15@16¢; fowls, 15@15½¢; old cox, 11@12¢; ducks, 17@18¢; geese, 13@15¢.

Beans—Hand picked marrows, new, \$2.75@3; mediums, \$2.10@2.15; peas, \$1.85@1.90; red kidney, \$2.50@2.75; white kidney, \$2.75@2.90.

Potatoes—Round white, 30@35¢; mixed and red, 25@28¢.

Rea & Witzig.

MEN OF MARK.

J. H. Prout, Merchant Miller, of Howard City.

John H. Prout was born at Thorn Hill, near Toronto, Ontario, Sept. 8, 1863. His father was an Englishman, having been born in England. His mother was born in England of Scotch and Irish parentage. The lad lived in Thorn Hill until he was 12 years old, when his father removed to Howard City and engaged in the grist mill business. The boy attended school until 15, when he entered the employ of his father in the mill, remaining in that capacity until the destruction of the mill by fire in 1884.

His next move was to enter the grist mill of C. W. Rudd, at Orion,



as head miller. On the dismantling of the stone equipment and the introduction of full roller process, he took the position of second miller, remaining altogether three years. He next went to Saginaw, where he worked under R. A. Alger as milling engineer. He then returned to Howard City, where he formed a copartnership with his father under the style of T. C. Prout & Co., which firm undertook the construction of a complete roller process mill. On the death of his father, eleven years ago, the style of the firm was changed to J. H. Prout & Co. Since this mill was erected the machinery has been torn out three times and replaced with more complete equipment. Mr. Prout claims that his present plant is the most up-to-date of any milling

property on the line of the G. R. & I., north of Grand Rapids.

Mr. Prout was married in 1890 to Miss Hattie Vanneff, of Ionia, who died two years after their marriage. Seven years later Mr. Prout was married to Miss Ada Ferguson, of Howard City.

Mr. Prout is a Mason, a Maccabee and a Woodman. He attributes his success to careful attention to business, to always being on the ground, to keeping his mill up to date and purchasing every new machine necessary for the proper prosecution of the milling business.

Directions for Use.

The inventor of the new feeding bottle for infants sent out the following among his directions for using:

"When the baby is done drinking it must be unscrewed and laid in a cool place under the hydrant. If the baby does not thrive on fresh milk, it should be boiled.

4½ % Net Dividends

No Taxes—Easy Withdrawal

There is no safer or better investment than our Class "G" Pre-paid Installment Stock, issued in sums of \$20.00 and upwards and on which we pay, semi-annually, cash dividends of 4½% per annum.

Fifteen years of successful business—gilt-edged assets of
Over One-Third of a Million Dollars

Drop a card and let us send you booklet.

Capitol Investment Building & Loan Association
Lansing, Mich.

Duplicate Sales Books

Or Counter Check

\$1.75

Per Hundred

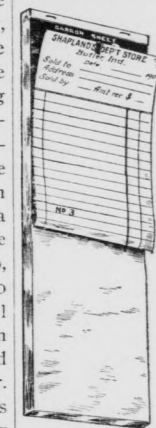
The Best Form on the market. Write for sample. State how many you use and I will save you money.

Duplicate Credit Books and Cabinets for Grocers.

The Simplest, Best, Cheapest.

If you wish an outfit or books it will pay you well to write me for sample.

L. H. HIGLEY, Printer
Butler, Ind.



Spalding Base Ball Goods

The Spalding Retailer's Protective Policy will continue on the progressive lines laid out when it was introduced on January 1, 1899. Dealers should remember that:

1. In purchasing from us you are buying from the manufacturers, and the quality of every article we turn out is uniform.
2. Our goods are advertised and sold at the same price throughout the United States, and a profit is guaranteed on every sale.
3. You can obtain everything you require in the way of athletic goods from us, and it is not necessary to mix your stock and duplicate lines in order to be able to satisfy your customers.
4. Our goods have a world-wide reputation and their quality is so well known that a lecture is not necessary in order to make a sale.
5. You need fear no unfair competition. We place all retail dealers on the same plane, and price cutting is not allowed.
6. There is no fluctuation in the prices of our goods, and you are never left at the end of the season with goods on your shelves on which the price has declined.
7. We do not solicit business from dealers who do not regularly handle some line of sporting or athletic goods. The Net Trade Price List will be mailed only to retail dealers under our definition of the term and will be ineffective in other hands.

RICHARD JACKSON, JR., Michigan Representative

A. G. SPALDING & BROS.

147 and 149 Wabash Ave.

Chicago, Ill.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, February 22, 1905

POLITICAL ASSASSINATION.

The assassination in the streets of Moscow of the Russian Grand Duke Sergius, a near relative of the Czar, has shocked people all over the civilized world, and yet it has been approved by not a few.

There is an ancient maxim made use of by Patrick Henry in one of his fiery orations to the effect that "resistance to tyrants is obedience to God," but there is nothing in it that hints of assassination, much less does it excuse or justify it.

The entire history of human liberty demonstrates that assassination of real or alleged tyrants has not only never contributed to the securing of man's freedom, but it has always resulted in riveting more tightly the fetters of autocracy upon the people who have perpetrated it.

When Brutus and his fellow-conspirators stabbed Caesar to death in the Roman Forum at the foot of Pompey's statue, their desire and intention were to save the then waning Republic by slaying the man whose ambition they believed jeopardized its safety, but their bloody act resulted in the setting up of the Roman Empire, which for nearly five centuries destroyed human liberty in Europe and left upon the human race the marks of the bloodiest tyranny under which mankind ever suffered. Many of Caesar's infamous successors were assassinated by their subjects, but the Roman Empire's bloody dominion withstood every effort of its own people to cast down the iron autocracy that had enslaved them, and it only succumbed to the assaults of the outside barbarians who swarmed upon it from the North and Far East and effaced it from among the nations of the earth.

The bloody record of the French Revolution, with its reign of assassination and wholesale murder, so far from bringing to the people who had been enslaved for centuries by a line of luxurious and reckless kings the liberty they sought, fixed on them the chains of an imperial autocracy.

It is a most interesting fact that the only popular revolution which gained for the people the liberty and

independence they sought, and was crowned with a glorious success, was carried on without the perpetration of a single assassination by the revolutionists. That nation, with its starry banner, stands to-day pre-eminent among the nations of the earth.

If the assassination of national rulers and public men were always and only done upon bloody and atrocious tyrants, it might be excused, but it is the usual rule that its victim is some innocent and in every way just, generous and benevolent person. When President Carnot, of France, was struck down in the streets of Lyons by a murderous miscreant; when the beautiful and generally beloved Empress of Austria was stabbed to death in a public place of Geneva, Switzerland; when Humbert, a really good man, and King of Italy, was murdered in the streets of Turin; when William McKinley, one of the most popular and benevolent of the presidents of this great free Republic, was cruelly murdered while receiving the friendly greetings and applause of his fellow-citizens at a world's fair in the city of Buffalo, every principle of human liberty was outraged, every true and generous sentiment of human nature was drowned in a most wicked and causeless outpouring of innocent blood.

It is said that these horrible and most outrageous murders are planned in the interest of human liberty and are executed by desperate and miserable tools of a secret oligarchy, having been deputed for the purpose under commands which are so inexorable that the wretched agents are certain of a death more terrible than any the law can wreak upon them should they fail or falter in the performance of their murderous errands.

How anyone who is not a tiger in human form can justify the assassination of harmless and innocent men and women when there is no personal end to be gained passes belief. It is, however, possible to see why such bloody tyrants as Marat and Robespierre were murdered by friends of their victims, because that is retaliation; but the assassination of public personages because they are such is an atrocity that can not be explained, much less excused. If Sergius was murdered because he had been a Robespierre or a Marat, then there is some reason in an act of revenge; but if he was killed in order to forward the cause of human liberty, it is of a piece with the other useless and fruitless assassinations. A people may rise up in hot blood and kill a bloody tyrant as do other peoples rise up and destroy a brutal ravisher of their women, but either can only be excused upon the plea that it is the destruction of a wild beast to save society from something worse. That is the only ground upon which any excuse can be found for political assassinations and for lynching.

Some people never enjoy themselves unless they are getting out an injunction on another's happiness.

No soul was ever yet caught by a steel trap smile.

THE STRENGTH OF RUSSIA.

The Polar bear is regarded by scientific men as a survival from a by-gone period of the earth's physical history. This is precisely the view that a great many sociologists, diplomats and publicists take of Russia at the present time. But there remains that stubborn force there against which the Powers of Western Europe have hurled their strength with slight result hitherto. In Frederick the Great's seven years' war, in the Napoleonic wars and in the Crimean war the same stubborn power of resistance had been, upon the whole, triumphantly asserted. None of the great Powers have gained much by fighting Russia. Carlyle finds her success in a certain sublime vis inertiae. In the battle of Zorndorf, Frederick, commanding the Prussians, and Fermor the Russians, the Germans had every strategical advantage. Frederick's troops were seasoned veterans, their commander was the greatest general of his age. But Fermor got away in solid order, with all his guns, and in twenty-four hours was in a position which rendered pursuit impracticable. The parallel is found in the battle of Liao-Yang. Kuropatkin knows his own troops, and, perhaps, equally as well those of his enemy. When he assumed command his forces were scattered far and wide throughout Manchuria. The Japanese were practically in control of the whole seaboard of the seat of war. But within a few weeks he contrived a perfect concentration, and although his army has been repeatedly forced back, it has never been demoralized, never routed.

When a careful student of the situation counts all the pieces of both sides still on the board, and when he has estimated all the possibilities of re-enforcements for the contending armies, he must still hesitate to predict the end. If Russia and Japan were allowed to fight it out to the bitter end, the probable end would be an approach to exhaustion on both sides, and interfering Powers might be in a position to dictate a settlement in the general interest. At the end of the last Turko-Russian war Europe stepped in—Great Britain leading—and Russia was checked almost in sight of her ultimate objective. Later on, when Japan had China at her mercy, a combination of the great Powers materially revised and amended the terms of peace which Japan proposed, and which would have gone into effect but for that interference. But in the present war Japan has made good her right to appear in international controversies as a principal, and especially in controversies affecting her quarter of the globe.

Meanwhile, here is this strange war going on. Never before in modern times has there been any doubt as to the ultimate result of a war between a white race and a race of any other color. But the Japanese have adopted all the material appliances of the most advanced Western civilization. They have invented nothing, discovered nothing; they have bor-

rowed everything. They have taken up the mathematical, engineering, physical and military science of Europe and America, and mastered the whole thing in fifty years. They have never in past ages pretended to be an original people. They got their alphabet, their literature, their art, and such science as they had from China. Now, within so brief a term of years, they have left China immeasurably behind, and are more than holding their own against a European nation numerically three times greater than their own.

Class the civilization of contemporary Japan with the enigmas of history; Russia furnishes another, not, perhaps, quite so novel. The Russian peasantry number about ninety millions. Morally and intellectually they stand about where they did five hundred years ago. But they are, substantially, the Russian people. Without them the Russian of to-day would vanish in the modern world like a morning mist in the light of the rising sun. What is the matter with the Russian peasant? Ignorance. No reactionary under the sun would question that answer before an intelligent public. The strength of the Russian autocracy consists in the loyalty of the peasantry; but it is very difficult to comprehend a devotion which seems to be wholly unrewarded. The Grand Duke Sergius said recently that the Russian peasants knew nothing about free institutions, nothing about suffrage; what they knew about government was all summed up in their attachment to the Czar. They have as yet no conception of the ways and means of self-government; but it is, perhaps, about time that their political education was begun.

President Hadley of Yale University in an address at Chicago made a plea for better citizenship. "There is no danger," said he, "that the country will ever feel the lack of money makers. What we do need to fear is the possibility of a lack of public spirited men who think not of themselves first. This spirit is growing in this country. We can be proud we have a President who has in a large measure lifted the presidency out of politics, who thinks not of his party nor of himself, but of the whole country. That's the kind of a man we want, whether his name be Roosevelt or something else. We want men who stand for ideals, who make life worth living."

By common consent the cigarette is the most disagreeable and dangerous form of using tobacco. A few days ago the Indiana Senate passed a bill by a vote of 35 to 7, making it unlawful "to manufacture, sell, exchange, give away or own cigarettes or the wrappers and tobacco used in making." The Hoosier lawmakers evidently are out on the cigarette and want none of it. If it could be abolished altogether, it would be a good thing for the rising generation, and as well for some of the generations that have gained their growth.

MILLIONS FOR MUSKEGON.

How the Hackley Fortune Will Be Disbursed.

The will of the late Charles H. Hackley was filed in the Muskegon Probate Court last Wednesday by Knappen, Kleinhans & Knappen, counsel for the executors and trustees. It was executed in Grand Rapids, Nov. 14, 1903, and consists of seventeen pages of typewriting and is divided into forty-seven clauses.

The Michigan Trust Company of Grand Rapids and Thomas Hume, of Muskegon, are appointed executors and trustees, and concerning them Mr. Hackley says that having unbounded confidence in their integrity and business capacity he waives their giving bonds.

Mr. Hackley directs that the partnership of Hackley & Hume shall not be dissolved by his death, and authorizes his co-partner, Thomas Hume, to carry on the business of that firm if Mr. Hume so elects for a period not exceeding ten years.

The estate is disposed of as follows: He gives to his wife, Julia E. Hackley, his homestead and all its belongings, and horses and carriages, and also the sum of \$5,000 a year while the estate is being settled.

To his adopted son, Charles Moore Hackley, \$50,000; to his grandniece, Eva Louise Graffe, \$10,000; to his niece, Helen H. Brachvogel, \$100; to his cousin, Helen C. Clark, \$5,000; to Benjamin F. Deming, of Chicago, \$5,000; to his aunt, Mary A. Clark, of Crown Point, Ind., \$300 a year during her life.

To his aunt, Martha Fuller, of Kalamazoo, a house and lot in Kalamazoo and \$1,000, and to each of her five children \$500.

To Mary Jane Herron, for her faithful services in his family, \$5,000; to his coachman, Taylor Bullis, \$500; to Mrs. Kate B. Nellis, of New York City, \$2,000; to Julia S. Wood, of Muskegon, \$1,000; to Susie M. Wood, of Muskegon, \$2,000; to Charles Henry Hackley Lee, of Muskegon, \$2,000, and if he changes his name within two years to Charles Henry Hackley, an additional sum of \$10,000.

To Thomas Hackley Hume, of Muskegon, \$1,000; to Julia Hackley Deming, of Chicago, \$100; to Ethel Hackley Smith, Helen Smith and Leigh Hackley Smith, children of his adopted daughter, Erie L. Smith, each \$1,000.

To Julia Hackley Rainbow, of Muskegon, \$100; to his cousin, Mary Citterly, of San Diego, Cal., \$2,500; to Kittie M. Lee, of Muskegon, \$25,000.

To the Muskegon Humane Union, \$15,000; to the Congregational church of Muskegon, of which his wife is a member, \$5,000.

To the Michigan Trust Company as trustee, \$250,000, to hold and invest the same and pay the net income in each year, perpetually, to the public schools of the city of Muskegon, which income is to be expended forever by the Board of Education of said public schools in providing suitable instruction free of charge to the boys and girls of Muskegon in the Hackley Manual Training school, and

for maintaining, enlarging and equipping the building of the Manual Training school.

The will declares that the testator had already given the sum of \$360,000 as an endowment fund for the Manual Training school, and the \$250,000 given by the will is to be in addition thereto, making the total endowment fund for this school \$610,000.

The will directs that whatever sums shall have been paid by the testator during his lifetime and after the date of the will, on account of this endowment fund, shall be credited on the bequest of \$250,000 and deducted therefrom.

To the Hackley hospital \$200,000 for the purpose of erecting and equipping a hospital building, and the further sum of \$300,000 as an endowment fund for the Hackley hospital. If the cost of erecting and equipping the hospital shall be less than \$200,000, the difference between the cost and the sum of \$200,000 is to be added to and become a part of the hospital endowment fund.

Whatever sums were paid by the testator in his lifetime to the Hackley hospital for these several purposes are to be credited on these respective bequests and deducted therefrom.

To the Michigan Trust Company as trustee, \$200,000, the income of which is to be paid in each year, perpetually, to the public schools of Muskegon, to be expended by the Board of Education for the support and maintenance of the Hackley public library.

To the public schools of Muskegon \$150,000, to be expended by the Board of Education in the purchase of pictures of the best kind to be placed and kept in the Hackley public library.

To the city of Muskegon \$1,000, to be invested, the net income of which is to be used in caring for the testator's mausoleum in Evergreen cemetery, and if the income in any year is more than sufficient for this purpose, the balance is to be expended in taking care of lots in this cemetery owned by non-residents, which have been neglected and need care.

To the Michigan Trust Company and Thomas Hume as trustees, \$35,000, the income of which is to be used in paying the premiums on a twenty year endowment policy for \$33,000 in the Mutual Benefit Life Insurance Company on the life of Charles Henry Hackley Lee.

All the rest and residue of his estate is designated as his "residuary estate," and is disposed of as follows:

One-half of this residuary estate is given to the Michigan Trust Company and Thomas Hume, as trustees, to hold and invest the same, and pay the net income thereof to his wife, Julia E. Hackley, during her natural life.

Mrs. Hackley is authorized to dispose of one-half of this trust estate, by her will, to such persons or corporations, and for such purposes and objects as she may desire, the same as if it were absolutely her own property, and is also authorized to

dispose, by her will, of the other half of this trust estate to the public schools of Muskegon for the enlargement, support and maintenance of the Hackley public library and the Hackley Manual Training school, and to such charitable or benevolent organizations or uses, or to such churches or church societies in Muskegon as she may, by her last will and testament, appoint.

All this trust estate which Mrs. Hackley shall not dispose of by her will is given to the Michigan Trust Company in trust to hold and invest the same forever, and to pay the net income thereof in each year, perpetually, to the public schools of Muskegon, which income is to be expended forever by the Board of Education for the enlargement, furnishing, equipment, support and maintenance of the Hackley public library and the Hackley Manual Training school, or either of them.

After deducting from one-fourth of the entire of his residuary estate any indebtedness which his adopted daughter, Erie Smith, or her husband, Leigh B. Smith, may be owing to the testator or his estate, the balance of this quarter is given to the Michigan Trust Company and to Thomas Hume as trustees, to invest the same and pay the net income thereof to his adopted daughter, Erie L. Smith, during her natural life, and after her death the principal goes to the children of Erie L. Smith, to be divided equally between them.

If Erie L. Smith leaves no children or descendants, then all the trust estate which was created in her favor is given to the Michigan Trust Company, in trust, to hold and invest the same forever, and to pay the net income thereof, in each year, perpetually, to the public schools of Muskegon, to be expended by the Board of Education for the enlargement, furnishing, equipment, support and maintenance of the Hackley public library and the Hackley Manual Training school, or either of them.

The remaining undivided one-quarter of the entire of his residuary estate is given to his friend and partner, Thomas Hume.

Most of the legacies are to draw interest at the rate of 5 per cent. per annum from the date of the testator's decease, to be paid semi-annually. The trustees are authorized to invest

in such securities and property as they may deem judicious, and to sell and convey his property.

If any legatee contests the will his legacy is to be canceled, and the amount thereof is given to the Michigan Trust Company in trust, to invest the same and pay the net income to the Board of Education for the benefit of the Hackley public library and the Hackley Manual Training school.

The amount of the residuary estate is not stated, but it is estimated the entire estate will aggregate between five and six millions of dollars.

Do You See the Moral?

In the office of a big department store, where bigwigs and littlewigs must go, there hangs a placard bearing in heavy faced print, so that all may read, the following:

Complaint was recently made to us that one of those employed by us, holding a very responsible position, and whose services to us were beyond question valuable, entertained ideas of his self-importance so as to make himself most disagreeable to the other employes of the firm, remarking to them that he was so indispensable to the house that the firm could not get along without him. We called him in and said to him:

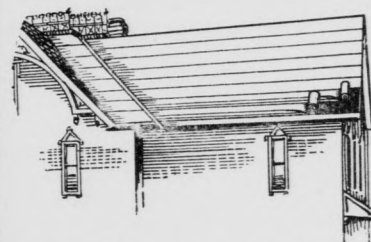
"We have been told that you have said that this house would fail if it were not for you. Now we know that your services are of great value to us, but we would really like to know if we would fail without your services. So we are going to try the experiment, and have decided to suspend your services to us for one year."

Candid Explanation.

When the young mistress of the house entered the kitchen she carried herself with great dignity. She had come to call the cook to account.

"Mary," she said, "I must insist that you keep better hours and that you have less company in the kitchen at night. Last night I was kept awake because of the uproarious laughter of one of your young women friends."

"Yis, mum, I know," Mary replied cheerfully, "but she couldn't help it. I was telling her how you tried to make cake yesterday morning."



Torpedo Ready Roofing for House Tops

Standard of Roofing Quality. Looks better, wears longer than other roofings—endures the severest conditions. Requires no painting, repairing or attention after its application—is fire resisting.

H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.

Established 1868.

Incorporated 1901.

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

Guaranteed

And fully protected is the customer who uses

H. M. R. Brand

Torpedo Ready Roofing

Has thoroughly demonstrated it is the



Observations of a Gotham Egg Man.

As usual during a period of light egg supplies, when prices are forced upward by an actual or anticipated shortage, the newspapers have lately been teeming with reports of "corners" and with the most absurd stories of "manipulation" in which the packing houses are generally credited with squeezing dollars out of the public pocket by withholding some tens or hundreds of thousands of cases of storage eggs and dribbling them out in small doses at extreme prices.

When such ignorant writings are confined to the ordinary news reporter, who can be expected to know no more about the egg trade than a howling Dervish, they arouse no feeling other than amusement; but when they are given circulation by the commercial press—by papers whose specialty is to give information of market conditions—they become somewhat disgusting.

Thus, when a Chicago newspaper talks seriously of cold storage eggs put away at various times since 1893, preventing the "southerners" from charging whatever they please for fresh eggs, and when a Pittsburg paper talks about a "corner" in which the "packers" have secured all the eggs in the country, one only smiles at a habitual ignorance. But when the New York Commercial gives space to such ignorant rant as it contained one day last week one can only wonder what kind of editorial supervision is supplied by the publishers of that supposedly "commercial" newspaper. That paper stated that the cause of the recent high prices of eggs is that the packers have cornered the market; that notwithstanding the apparent shortage in the markets the packers have some 45,000,000 eggs (125,000 cases) in storage at Chicago; that "Armour, Swift and a number of other heavy dealers secured hundreds of thousands of cases" last spring upon which they began to "reap their harvest" last fall, but that they recently ceased to market the immense quantities still on hand and that this was the cause of the advance in prices. They also stated that there is certainty of continued advance in prices and that extreme values were sure to be maintained until April first, during which time the packers would realize enormous profits on their cornered eggs.

It makes me feel a bit foolish even to rehash these silly vaporings in a column read by people who know something about the egg market and its varying conditions; but when such stuff appears in a paper devoted exclusively to commercial news it seems worth while to call attention to it.

Our egg market has continued its frequent fluctuations. Shippers who see only their own end of the proposition sometimes wonder at the

changes of tone here, and we see a good many letters which express all grades of disgust because the market here does not always go up when the writers of them think it ought to. But, as a rule, these fluctuations come about from purely natural causes. For instance, after the advance to 33c last week, Monday the price of fine fresh eggs fell back during the last three days of the week to 30c in spite of an unweakened holding at higher prices of a large quantity of stock. The fact that prices have since recovered most of this decline does not prove that it was unjustified, although it will doubtless be so considered by many shippers. If the weather had moderated instead of becoming colder and more strenuous in all producing sections there would probably have been no recovery. We had on hand in receivers' hands and in cold storage last week at least 32,000 to 35,000 cases of eggs, and jobbers had a good stock besides; our actual consumptive requirements at present prices are probably not over about 32,000 to 35,000 cases a week, so that even with current receipts of no more than 20,000 cases a week there was a prospective supply for at least two weeks to come if the limited eggs were to be sold during that time. Of course with these figures as a basis many would (and many did) regard the outlook as favorable to an actual shortage sooner or later; but there was reasonable ground for a different view—for a belief that a prompt change to mild weather might bring express shipments forward in quantity by the time they were needed in view of the decreasing demand—and receivers who had more eggs free to be sold than they could place promptly were entirely reasonable in their disposition to shade prices rather than carry surplus at their own risk at prices above 30c a dozen.

Of course, the longer these frigid weather conditions last the more probability there is of an ultimate actual shortage of eggs, for the reserve stock is steadily wearing away. The last cold wave is regarded by many as precluding any probability of even fairly liberal egg receipts this month and the outlook at the close is certainly favorable to the views of the most radical of the bulls.—N. Y. Produce Review.

That Settled It.

"Why do you think the plaintiff insane?" a witness, examined as to somebody's mental condition, was asked by counsel at a trial.

"Because," replied the witness, "he is continually going about asserting that he is the Prophet Mahomet."

"And pray, sir," retorted the learned gentleman of the wig, "do you think that when a person declares he is the Prophet Mahomet that is a clear proof of his insanity?"

"I do."

"Why?"

"Because," answered the witness, regarding his questioner with easy complacency, "I happen to be the Prophet Mahomet myself."

EGGS

We want to buy all the fresh eggs you can ship us. We will pay you the highest market price F. O. B. your station. Write or wire.

Henry Freudenberg, Wholesale Butter and Eggs

104 South Division St., Grand Rapids, Mich.

Citizens Telephone, 6948; Bell, 443

Refer by Permission to Peoples Savings Bank.

We Want Your Eggs

We want to hear from shippers who can send us eggs every week. We pay the highest market price. Correspond with us.

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison St., New York

Egg Cases and Egg Case Fillers

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

L. J. SMITH & CO., Eaton Rapids, Mich.

Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

COTTON SEED MEAL

"The Richest Milk Producing Feed in the World"

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.

WYKES-SCHROEDER CO.
GRAND RAPIDS, MICH.

Fresh Eggs Wanted

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

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

Wholesale Dealer in Butter, Eggs, Fruits and Produce

Both Phones 1300

WANTED CLOVER SEED

We buy BEANS in car loads or less.

Mail us sample BEANS you have to offer with your price.

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

Past Season's Experience No Criterion for the Future.

The course of the egg market after the first of January is no criterion of the soundness of the business policy adopted by operators during the previous nine months—a period which covers as much of the business of storage accumulation and output as can be based upon conditions that may be reasonably estimated. The fact that, owing to an abnormally small winter production since January 1st, the relatively large quantity of storage eggs carried over the turn of the year has found an outlet at better prices than were accepted earlier, and that the tail ends of the accumulations are now commanding relatively high prices, is by no means an evidence that holders were unwise in pushing their goods upon the market last November and December at cost or even at a moderate loss.

The experience of the egg trade from year to year, when accompanied by fairly reliable information as to the extent of accumulations and the rate of later output, taken in connection with the record of prices and their effect upon consumption, gives a reasonable basis upon which operators may gauge their business policy from the beginning of the storage season up to the close of the year, because during this period irregularities of weather conditions have less effect upon values. The effects of unfavorable weather upon egg production in November and December, when the lay is naturally at its smallest point, are of comparatively little moment or consequence. But from January onward the weather is sole arbiter of production; at that time the poultry, young and old, is ready to lay freely if encouraged by bare ground and moderate temperature, while opposite conditions may keep the supply extremely small for an indefinite period. There is no means of estimating these chances beforehand, and no possibility of carrying into January and February enough storage stock to supply a possible deficiency without great risk of meeting an abundant supply of fresh production which would involve heavy losses.

We call attention to these evident facts because they show that when the season of egg surplus and storage again comes around operators should base their paying prices solely upon the experience of last year's operations up to December, ignoring in toto the accidentally favorable outcome on goods carried past the latter month. Lightning rarely strikes twice in the same place.—N. Y. Produce Review.

New Way to Make Butter.

A committee of the Franklin Institute of Philadelphia has just made public its report on the Taylor process for butter-making. It is recommended that Mr. Taylor receive the John Scott medal and premium in recognition of the value of his invention.

In this new process sweet cream is poured into shallow pans the bottoms

of which are covered with absorbent pads. These pads are composed of heavy white blotting paper supported on turkish toweling, or some similar material, and absorb from the cream nearly all of its constituents except the fat. The cream fat remains as a layer on the surface of the pads and after several hours' standing it may be rolled off.

In this condition the product contains rather too much water and milk proteins; on this account, and because of the absence of salt, it does not keep well. If, however, the separated butter fat be worked and salted in the same way as the ordinary churned product the result is a fine grade of butter.

The process has the advantage of cheapness, since the pads may be used over and over again, lasting, it is said, for six months of daily use. The labor of churning is avoided and on account of the use of fresh cream instead of that which has stood to ripen for several days, the finished product keeps better than butter made in the ordinary way. The process has been patented in the United States, Canada, England, France and Germany.

Are Capons Profitable?

If the demands from a nearby city market are strong enough for capons it pays to treat the cockerels in that way, provided one can perform the operation with a minimum of loss. If the market is a small town, or is considerable distance away, it will be just as profitable to fatten the surplus cockerels in the usual way, and after dressing them attractively, sell them at usual rates for such stock. It will not pay to put much grain into the surplus stock that must be sold after they have passed the roasting age, so it will be wise to bear in mind that all such stock should be given the benefit of a good range during the summer, where they can get all possible of their living and then by a liberal ration be quickly fattened in the fall and turned on to the market. It will be a good plan to try the summer market for early hatched cockerels. Oftentimes a cockerel hatched in April or May and on a good range will bring as much in August before he has had much grain as he will a month or two later.

Marriage in Russia.

In Russia every woman of the peasant class marries, or pretends to marry. If a girl comes to the decision that no one intends to ask her to marry she leaves home, goes to some distant district and returns after a time to announce that she is a widow, that she went away to be married, and that her husband has since died. No embarrassing questions are put to her, for it is, among the peasants, considered bad form to mention a dead man to his widow.

This curious custom goes to show in what high regard the women of Russia look upon the institution of marriage.

Butter

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

E. F. DUDLEY, Owosso, Mich.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies Trade Papers and Hundreds of Shippers

Established 1873

WE ARE BUYERS OF

CLOVER SEED AND BEANS

Also in the market for

Pop Corn, Buckwheat and Field Peas

If any to offer write us.

ALFRED J. BROWN SEED CO.

GRAND RAPIDS, MICH.

BUTTER

We can furnish you with

**FANCY
FRESH-CHURNED
BUTTER**

Put up in an odor-proof one pound package. Write us for sample lot.

If you want nice eggs, write us. We can supply you.

**WASHINGTON BUTTER
AND EGG CO.**

GRAND RAPIDS, MICH.

Printing for Produce Dealers



How Shoe Customers Are Frequently Lost.

Watch that sign, "Money Cheerfully Refunded if Goods Don't Suit." Watch it closely when the "Don't Suit" goods come back to test the truthfulness of its captivating declaration, and see if it looks you boldly in the face. There is many an "I promise to pay" that keeps its word to the payee when the time expires, not always cheerfully, however, but because it must, or else take the consequences of a protest and costs. The sign in question is a well-meaning guarantee to the customer, and doubtless often influences a person to buy an article which does not altogether recommend itself to him on its merits. There is, perhaps, a small proportion of buyers who, when goods are almost forced upon them, accept them with the mental resolve to fall back upon the promise made by the sign, and expect to return with the article. Most customers, however, by a studied selection of goods, reduce to a minimum the chances of being obliged to ask for an exchange or for their money back.

The old, experienced buyer glances at the stock sign of money refunded with a smile of incredulity mingled with contempt. He remembers some former occasion when he confidently attempted to square matters in this way. Possibly it was a shoe retailer of the "rush sales" type from whom he got a misfit by being in a hurry, and had the parcel put into his hands before he fully comprehended where he "was at." There was on exhibition one of those alluring refunding signs, and although the assurance was satisfactory from the purchaser's point of view, the dealer found a weak spot in it, in "soiled bottoms," or the like. The store where goods are practically forced upon customers is not usually the one where a promise of this sort is most religiously lived up to. In fact, it is just the store where such a sign has no rightful place. But even the honest and conscientious retailer finds it rather unpleasant to live up to the letter of this broad voluntary agreement when put to the practical test. And as to the degree of whole-heartedness with which a dealer gives up money that has already become an asset, the following incident is enlightening:

A man had just ended a prolonged attempt to get an exchange in a sale which the dealer claimed was all right as a first transaction. His reasoning proving unconvincing, he tried to prevail on the customer to come in again in a few days when the desired style would be in stock. To this the customer objected, and suggested that as so much time had been wasted, it would be as well to redeem the promise of the sign. It was with great reluctance and a long face that the dealer handed over the price of the shoes. As the man was

about to leave the store he walked over to the sign, placed a finger on the word "cheerfully," and said, "Cut it out."

But, does the shoe retailer who puts up the sign realize its full meaning and its dual effect? Does he really believe that he will be cheerful, on occasion? The customer who sees this kind proposition for the first time interprets it literally. Therefore, when he has to fight for an exchange, or the refunding of his money, he departs to return no more. The loss of a customer, under these circumstances, may have serious consequences, if he has friends among other customers of the store, as he may influence these to discontinue their patronage.

Many losses of patronage in the shoe business are clearly traceable to faulty store policy. Some of these the watchful retailer discovers and corrects, but others he fails to detect.

"How are customers lost?" is a vital question for the retailer to solve, because once the causes are known, the remedies may be applied and future losses avoided. Doubtless some clerks know more about this matter than they care to communicate to their employers, being in many instances personally responsible for such a falling off in trade, by reason of inattention to the wants of customers. "I believe," said a veteran shoe dealer, "that more losses among patrons are attributable to negligence on the part of salespeople than to lack of styles, sizes, etc. Many good-natured buyers will make some allowance for the latter, and when desirous of purchasing again, will visit your store. But any neglect, real or fancied, on the part of the clerks, will be resented by loss of custom."

Women customers are sometimes lost through favoritism openly shown by clerks to patrons. A shoe retailer should never be a respecter of persons, nor should he tolerate such a characteristic in any of his employees. Says a veteran in the trade, who has a host of good friends among shoe wearers: "Never make the irreparable mistake of slighting a plainly-dressed woman. She may be a diamond in the rough, refined and cultured, but with independent ideas as to clothes. You are never safe in measuring the financial standing of a woman by her apparel alone. Do not risk it. Appearances are often deceptive, and a lack of courteous attention, based on assumed impetuosity, may make trouble. But, after all, supposing her to be just what she looks, for your own self-respect, and the reputation of your store, treat her precisely as you would a more costly attired woman. Nay, give her even greater attention and consideration, if possible, because she often needs it to put her at ease. The supposed richer patron knows well enough that she will get her rights in courteous attention, but the other simply trusts to the gallantry and impartiality of the clerk."

It is by such means that customers are lost. Favoritism never pays in a

The Top-Round Shoe

Retails \$3.50 and \$4.00

Now, Mr. Dealer, you want to be right in the lead with new styles and trade winners. Now our Top-Round line, retailing \$3.50 and \$4.00, is the best that can be produced. Our workmen are experts, our stock is the finest, shapes are leaders, and above all, our guarantee on every pair—this makes us proud of our wonderful success and increase in orders. We wish to have one dealer in each town handle our Top-Round line, and will do more than sell the dealer a bill of shoes, we help him to sell them, also protect him in our guarantee, we also send a flood of advertising matter. Write now, a postal will bring our agent with samples.

White-Dunham Shoe Co.

Brockton, Mass.

Makers of Top-Round Shoe \$3.50 and \$4.00

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.

shoe store. If you carry a miscellaneous stock of shoes, suited to the needs of all classes and conditions of humanity, you are bound by the statements in your advertisements and the silent invitation of your show windows, to give the buyer of cheap and medium grade footwear what she wishes, and with the same politeness shown to the higher-class patron. You can no more afford to lose the favor of the former than that of the latter.

Do not let that trite saying about women always wanting shoes too small for their feet take too firm hold of you, otherwise you may easily get into trouble with women customers. Be broad-minded and chivalrous. Remember that you can not "make the world to your mind," particularly the feminine portion of it.—Shoe Retailer.

Selling Pointers Relative to the Findings Department.

"There is one thing that I am going to do this spring and don't you forget it," exclaimed a young shoe dealer the other day, "and that is to buy a show case for my findings. I have been in New York, Brooklyn and one or two other Eastern towns since Christmas, and it is the findings proposition that interests me more than anything else.

"Yes, I'm going to order a show case and I'll tell you just how it's going to look and how I am going to use it.

"I've decided that this space right opposite the door is the place where it is to rest. If possible I'm going to buy a case that will move about on rollers so that I can get under it to sweep and clean. I don't think I'll have any trouble in this respect, for a findings case shouldn't be heavy. It should be about 42 inches high. I find that is the average height of a case in a cigar store, and that is just about what I want. I'm going to have a better case, though, than the kind cigar dealers use. Mine will have steel hinges, so no framework will be necessary. It will open in the back and have sliding doors. I saw a hint in the Shoe Retailer recently that I haven't forgotten. That is to have a drawer in the case. I will utilize the bottom or base of the case by having a deep drawer that will hold all my extra polish, silk laces, etc. This will relieve my shelves and I won't have any polish stolen. A case about three feet wide is the proper thing for my store. I figure that this little silent salesman is going to pay my light and fuel bills this year. Quite a number of Eastern dealers told me that they had had great success selling findings out of a show case and now that I have made up my mind to try the scheme I can hardly wait until I have placed my order.

"I am going to buy the most sensible findings in the market. I know something about buying findings, although I must admit that my selling experience in this line is limited. Foolishly, I have been giving away many dollars' worth of laces and polish every year. I have been doing

a little figuring and I am so convinced that there is big money in findings that I have written for as many as a dozen catalogues from the houses that advertise these things. I have made some of my purchases already. I'm about ready to place a good order for polish. I will sell ten-cent boxes of paste, also sets that retail for 25 cents. I have learned that the specialty shoe stores have great success selling these 25-cent combination sets and I'm going to do the same thing. Each set contains a felt polisher, a dauber and a box of paste. I could get the liquid dressing, but I believe the paste is more popular and gives a better shine.

"I have bought some individual brushes and polishers also. These look nice in the case and I am told by other dealers that they are good sellers, especially in the spring. The fact that the coming season will be a big one for tans has caused me to invest quite a sum of money in tan polish. I don't think I have made a mistake in this. I will also buy a white shoe cleaner, which should be in demand this season.

"When in New York I noticed that every shoe store window showed heel cushions. I made some enquiries and learned that cushions are big sellers. I saw in one window a cushion of cork and felt mounted on a card with a lot of printed arguments telling why people should wear such a cushion. One argument was that the cushions take the place of a rubber heel because the rubber heels give one a 'Sherlock Holmes' tread. I was wearing rubber heels and I kept thinking of Holmes all the rest of the day and I wondered if other people noticed I had on rubber heels. No doubt some people like the spring of a rubber heel, but dislike the silent tread. Heel cushions are the thing for them and I am going to lay in a stock.

"Then on my list I have shoe trees. I can make about 50 cents a pair on shoe trees and this is certainly a good profit. There are a lot of good selling arguments to be used in pushing trees and I am getting these down fine. Here are some of them as I will talk them to my customers while I am fitting on their shoes: You'll never have any more trouble with your old shoes curling up and hurting you if you keep trees in them. The trees hold the shoes in shape so that they dry out in the shape they are intended to be while on the feet. They make your shoes wear twice as long, as the leather can not crack if kept in shape. One pair of trees will last a life time and you'll never regret the cost. How does that sound?"—Shoe Retailer.

Wise Man at the Telephone.

Tibbles—How do you expect to hear what the party at the other end of the line says, unless you hold the receiver to your ear?

Baker—I don't want to hear. It's my wife I'm talking to and it isn't often I get the chance to do all the talking and none of the listening.

There is no achieving without believing.

The Lime Light of Public Opinion

has proven all we have heretofore
claimed for the

Banigan Rubbers

in that they are the

Best First and Second Quality

rubber shoe made. It is a highly significant and noteworthy fact that their popularity—their style, fit and justly celebrated wearing qualities is evidenced by constantly increased yearly sales. It may be to your interest to correspond with us in reference to what you may wish to know more about them.

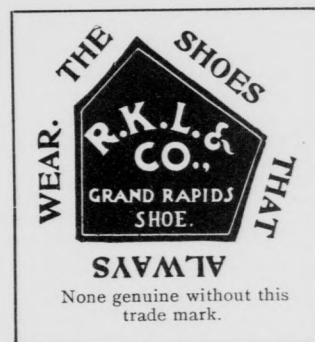
BANIGAN RUBBER CO.

GEO. S. MILLER, Pres. and Treas.

131-133 Market St.

Chicago, Ill.

The Original and Genuine Hard Pan Shoe



None genuine without this
trade mark.

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

Some Interesting Topics for Retail Shoe Dealers.

An enterprising shoe dealer in Atlanta, Ga., is capturing the trade of the young people in his neighborhood, and of those attending a school in his vicinity, in a very clever manner. "How can I interest them without incurring a large expense?" was the question he had been puzzling over for months, when a salesman for a novelty company accidentally called and gave him light on the subject.

Among other things the salesman had a sample of a "Pen and Pencil Calendar," which consisted of a card about 8 by 3 inches, down the center of which was printed a 1905 calendar. Flanking the table of the months were two elastic loops, one intended to hold a pen and the other a pencil to the card. The cards cost one dollar per hundred without pen or pencil.

The shoe man secured five hundred of the cards, and attractive pen-holders and pencils to match, these also costing one cent a piece. In the white space at the bottom of each card he stamped his store name and address with a small rubber stamp, and then displayed a half dozen among his footwear, across the front of the window. In the center was a card with this announcement:

GIVEN AWAY!

One of these attractive Pen and Pencil Calendars, equipped with pen and pencil, and fitting snugly in a pocket—just the thing for a boy or girl attending school—with every purchase amounting to

25c

or more, made in this store.

The lower portion of the card gave a list of shoe polishes, paste and other findings which could be purchased for 25 cents.

The dealer was gratified to find that his offer appealed to the school children from the start, this being due to the attractive appearance of the calendars. A large demand suddenly developed for the lower priced findings, many of which had been very slow to move before. But most satisfactory of all was the fact that quite a number of the young people came to buy, not findings, but shoes, many of them demanding three or five calendars with the purchase, which request the dealer granted. Even those who failed to take advantage of the offer were impressed with his enterprise, and an increase of business in children's goods and findings was the result of his experiment.

It is reported that the manager of a New York shoe store instructs his clerks to remove one shoe from the customer's foot as soon as he or she enters the store and conceal it. The object, of course, is to keep the patron sitting there until a satisfactory pair of shoes is shown.

This method is a very crude one and savors of "cheap John" retailing, which is always disgusting to customers. It is almost as bad as rushing out on the sidewalk and endeavoring to pull the people into the

shop. If the customer receives intelligent service he will be content to wait until three or four pairs of shoes are tried on, if necessary, but to endeavor to retain him in the store against his will is simply sacrificing his trade. After being treated in that fashion he will make a resolution not to visit your establishment again.

The recently installed shoe department of Burke, Fitzsimons, Hone & Co., of Rochester, N. Y., completes a magnificent store structure. Over 2,000 incandescent lights are used in the building, in addition to 250 arc lights. There are 120,000 square feet of floor space, all told. Two and one-half miles of tubing are required by the pneumatic system. Double fire-proof doors, which close automatically, separate the retail from the wholesale building, and a 10,000 gallon tank on the roof stands ready with its enormous water supply in case of a conflagration. Like the other departments the shoe section will have handsome, up-to-date fixtures in plate glass and rosewood.

"Rubbers cover a multitude of sins in footwear," remarked a Philadelphia shoe dealer a few days ago. "A large class of men and women wear worn shoes that would positively be unserviceable in this weather were it not for the overshoes, which furnish additional protection and hide their defects. One of the difficulties of this business is that men and women treat the shoe dealer as they do the doctor. When it comes to putting out money he is thought of last. It is a positive fact that thousands of people who would not tolerate an old hat or a shabby suit of clothes are content to walk in shoes that have lost all their shapeliness, from many months of wear. We all know this to be true of a large class of women. In the fall these people wear summer oxfords until well into November, protecting their ankles from the cold with spats. Then, when the snow season begins, rubbers furnish a splendid protection and can be worn over a pair of light shoes, often worn down at the heel, and with soles broken; which are 'good enough' for indoors. Some individuals dread visiting a shoe store as much as they do a dentist's chair, judging from their extreme reluctance to patronize us.

"Then, when they do come, they purchase a \$2.50 pair of footwear, which can be worn during the rest of the winter with rubbers and the whole of the following summer without. And that is the kind of trade many shoe dealers are cutting each other's throats to get."

This is the kind of trade that should be discouraged, since there is no money in it. When a woman enters the store and desks for a \$2.50 shoe, the clerk should be instructed to produce the article she wants, but at the same time show her a \$3 shoe, pointing out its superior leather and finish, and dwelling upon the economy of purchasing it, owing to the longer amount of wear it will stand. Economy is a splendid argument to

use with all, except the wealthiest class of women. It appeals to them instantly. All women have artistic taste and would certainly buy the superior shoe if they thought they could "afford" the expenditure of an extra half-dollar or dollar.

Here is where the diplomacy of a first-class clerk will close the sale of the \$3 or \$3.50 shoe. He tactfully suggests that the best is the cheapest, and the argument clinches a favorable decision in the mind of the customer, who has already decided that she wants the superior shoe.

If the customer is debating over the advisability of spending \$3, it is often a good plan to produce a \$3.50 shoe and try to sell it. Her decision will invariably be, "Well, I guess I will take this \$3 shoe," which is just

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1-2 x 14.
THREE COLUMNS.

2 Quires, 160 pages...	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880 invoices	\$2 00
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Tradesman Company
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 Colr 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

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.

what the clerk was striving to make her do.

This last method recalls the strategy of a clever young employe in a Philadelphia shoe house. He was being paid \$12 a week for his services, and the time had come when a "raise" was in order. He needed and wanted \$15, but knew that if he asked for that amount the head of the firm would compromise with him at \$14. So he interviewed the boss and put up such a strong talk for \$17 that the senior finally said: "I will give you \$15." Both parties believed they had gained a point, and both were satisfied.

A Washington, D. C., shoe dealer, whose store is located close to a public school, recently received a large number of blotters from his jobber. Each blotter had the jobber's name printed on it, but the shoe man overcame that difficulty. He possessed a rubber stamp, with his store name and address, and the words "Fine Shoes" thereon, which he made good use of in this case. It so happened that the blotters had a fair amount of white space, and on this he applied the stamp, using red ink.

Fortunately for his purpose, each blotter had an attractive little picture in one corner, making them desirable to children. The retailer next made use of fifty in the background of his window trim, arranging the cards in the form of a rising sun, with long rays shooting out in all directions. In the center of the ball-like "sun" was placed a window card containing this invitation:

FREE!

One of these handsome blotters will be given, free, to every boy and girl who comes in and asks for it.

The children were not backward about coming in, and the stock of blotters was so disposed of.

"I regard this as one of my best advertisements," said the shoe dealer. "Nearly every youngster exhibited his prize at home, and, of course, told his parents where he obtained it. As a result, parents and children will think favorably of this particular store, and I am inclined to think that many will give me their trade hereafter. I was about to throw the bulk of the blotters away, when the idea of turning them into store advertisements occurred to me."—A. B. Northfield in Boot and Shoe Recorder.

Frauds of Fur Dealers.

As a people we are very fond of fraud. We don't care much 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 nutra 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 lambs 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 are advised as to these details. There is a vigilance committee appointed by the London Chamber of Commerce whose duty it is to spread information against these trade frauds. We presume we need nothing of that kind in America, for here we don't mind being fooled.

Removed the Cause.

Miss Black—You weren't looking at all well when I saw you the other day; are you better now?

Mrs. Black—Yes, the dressmaker phoned that the bill she sent me the other day was meant for somebody else.

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.

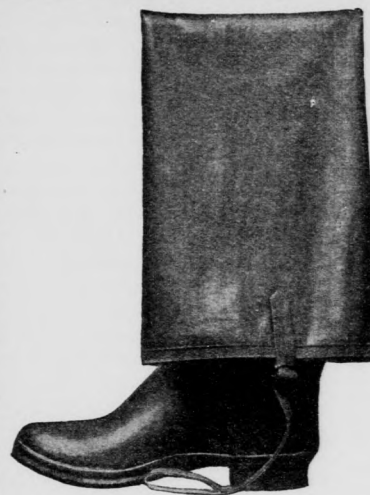
Dealers who handle our line say
we make them more money than
other manufacturers.

Write us for reasons why.

Herold-Bertsch Shoe Co.,

Makers of Shoes

Grand Rapids, Mich.



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.



Will You be "The Dealer"

who has the right to sell

Skreemer Shoes
in your town?

We want one dealer in each town to handle this factory line

of up-to-date popular priced shoes. We will send a salesman with a full line of samples.

Write to us at once and secure this opportunity of handling the best shoe on the market.

Michigan Shoe Co., Distributors
DETROIT, MICH.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

CLERKS' CORNER

Some Storekeepers Worse Than Cats in a Grocery.

Written for the Tradesman.

"I have noticed that you have been dealing recently with the question relating to the preference some grocers have for cats in their stores, as a dispeller of the mice pests, and whether or not their presence is desirable.

"But, while the actions of the feline species are certainly to be deplored, so far as their predilection for tampering with food is concerned, there is another animal—a two-legged one—whose actions about food are much more reprehensible than those of a dumb beast."

The speaker was a rising young lawyer of Grand Rapids—a man who will one day make a shining mark in the business world.

"I am extremely busy with my work," he explained, "and I have not the time to give to the details of the home. My wife is a capable little woman and is a better judge of quality than I am, whether it be clothing for the outer man or replenishment for the inner. So I leave the furnishing of the table entirely to her. She is a good cook and knows just how I like my food prepared and she always manages to set a nice table. She's a gentle little body, always amiable, always looking on the bright side of things, while I—well, I am quite inclined to speak out my mind if things don't go according to the way I think they ought to.

"The other morning my wife walked over as far as the grocery with me. My car seemed to have got hung up somewhere, so that it was all of twenty minutes I had to wait in the grocery before she hove in sight.

"My wife went to the rear of the store to look at some vegetables, while I fidgeted and fumed over the non appearance of my car. As I waited, for want of something better to do I watched the roustabout of the place as he put things to rights and dusted. Pretty soon he came over to the show case near where I was standing and stepped behind it. He ducked his head sidewise and looked along the surface with a critical eye. The finger marks on it did not seem to come up to his requirements, and he pulled out from under the next counter a piece of cloth that had once been white but was now a dingy gray. He rubbed this carefully along the show case top until the dust was all removed. Then he brought his eye once more to bear on the finger marks, which were still in evidence after the dusting.

"With that he fell to polishing the glass top.

"Well, that deck hand had his own ideas about polishing glass tops of show cases, and if they would not coincide with yours or mine, they seemed all-sufficient to him.

"I presume there must have been some water about the store—there generally is, either drinking or hydrant, about such a place—and it goes without saying he should have had recourse to this. Perhaps he did not think he had time to go and get some, wherever it was kept, and then again perhaps his early training had been defective. At any rate, on the same principle that 'Fingers were made before forks,' that fellow—you wouldn't believe it, but I saw the circumstance with my own eyes and so know it to be true—that fellow actually spit on his dust cloth and rubbed the moistened spot vigorously on one of the finger marks. His efforts seemed to meet with success on the one offending spot, for he went over the whole top of that case and got all the finger marks off as he did the first one.

"I had stood where I was some fifteen minutes by the grocery clock, ticking the moments away on the wall. And every minute I got madder and madder—first, at the delay my car was causing me, and, second, at the dirty spectacle I was witnessing.

"By the time the boy had finished his so-called cleaning my wife had finished her marketing, and she now joined me in the front of the store.

"I was unable to contain myself longer.

"'Say, see here!' I exploded, and I couldn't, for the life of me, prevent my wrath from bubbling over. 'What do you think that young feller has been doing while you've been ordering your groceries? You'd never guess so I'll tell you:

"'He's been spitting on his dust cloth and cleaning off the show case with it!'

"Wow, but I was mad!

"My wife, in her gentle little way—she always hates a fuss—tried to say something that would pour oil on the troubled waters, but I refused to be calmed.

"'If he'd do such a dirty trick with me standing right here watching him,' I forged ahead, 'the Lord only knows what crime against decency he'd commit when he was by himself. This is the very last time we ever trade in this—'

"But my little peace-maker of a frau, who, as I said, abhors a 'wumpus,' just about then was hustling me out to catch my car, which came near sailing by without me.

"The 'wumpus' appeared to settle itself for the time being, but a certain well-known storekeeper has lost the trade—completely—of one small family that I might mention—but wouldn't for the world!"

J. Jodelle.

To Keep Business Cards.

Here is a little pointer from an old Pittsburg shoeman: "For many years I let the cards of my business callers lie about my desk until they were swept into the waste basket, or mixed them up with other things in my pockets and forgot about them. Among the results of this loose but very customary practice were many

annoying delays and disappointments when addresses which the cards would have furnished were not to be had when wanted. Such a delay, which killed a profitable business deal, led me to adopt a card system. I devoted a drawer of my desk to callers' cards and made it a point to file away every card received. Later I found it worth while to arrange them in alphabetical order, and ultimately to index them. I have always at hand the means of verifying the names and addresses of practically all the people and firms I know or have occasion to refer to. I have learned the value of the system, both by urgent need and experience.

The Word of life is a lot more than words.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

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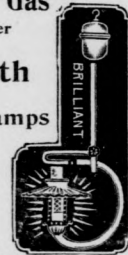
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Selecting Confectionery

Is a matter of good taste, and keeping your stock temptingly displayed is another important item.

We have the kinds that will surely please you. They also have that inviting appearance. Place an order with us now, that we may prove to you all we claim.



STRAUB BROS. & AMIOTTE, Traverse City, Mich.

Keeping Right At It

Every year this firm has been in business has been a successful year—we've forged ahead and made a name and place for ourselves.

But we have never let up—each season must show improvement. We're always striving to give our trade more in value so as to please you and increase your business with us.

Violet Cream Cakes

are very attractively packed thirty in a box in assorted flavors and will prove one of your best sellers. We will send you advertising display cards. Ask our traveling man to show you his line.

Hanselman Candy Co.
Kalamazoo, Mich.

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.

If You Have No Friends Go and Get Some.

"No one knew him, sir. He had lived with us ten years, but he had no visitors. No letters came for him. Once he told my wife that he had no friends in the world."

Such was the answer given by a witness to the coroner at an inquest held lately.

To many, the idea what the words "no friends" imply is incomprehensible, and yet not only the news items but the countless letters that come to the daily papers asking advice as to how to make acquaintances show the great number of the utterly friendless even among those who have business associates.

Not long ago there came to the editor of a popular correspondence column a wedding invitation which proved to be the last thread of a romance stranger than fiction which had passed through her hands—of course, confidentially. Incidentally, it throws some light on the friendless condition of those who dwell in great cities.

The first link in the chain was a sad little news item of a girl who had committed suicide. With it came a pathetic letter which explained that the deed was done "because people laugh at me for being so plain." Then came a strange letter with the request that the appended address be held by the editor for any one inquiring for it.

"I am ugly, too," it said. "I am so ugly that I simply frighten everybody away, and I have neither wife, sweetheart, nor friends."

Then followed an earnest appeal in which all those who were plain were warned against taking it too much to heart.

"Anyway, you cannot possibly be so ugly as I am," the letter concluded. "If you doubt it, call and see me."

Now came the amazing sequel. There was a woman who, believing that plenty of pluck, bravery, and self-sacrifice exists even although it is not heralded except among great catastrophes and on battle fields, had a romantic notion that she would marry the bravest man she could find in private life. She read the letter and said, "That man is a hero," and therewith sat down and wrote to the editor for the address. This formed the fourth link in the chain of romance, of which the wedding notice sent later on proved to be the last.

"Lonely women who are ugly because of their lack of physical attractiveness the world has in plenty," said a mission worker. "But men who are lonely on this account are rare. There are, however, plenty of men as well as women who are victims of extreme shyness and sensitiveness that cause them to shrink within themselves. Consequently we see only their worst points and don't admire them. Some people get out of touch with the world because of loss of fortune. I found a man living in the slums the other day whom I had known years ago, who was rich in

those days. When I went to see him he told an astounding story.

"I have lived here for eleven years," he said, "and you are the second person who has entered this room. The other was a burglar."

"The man had a reputation of being a miser, which accounted for his years of loneliness, and the burglar had come to get his gold. He broke into his rotten window, and was ready to slay him for the fabulous sums that he was said to possess. The 'miser' waking up calmly argued with his midnight caller, and told him he had no money, offered to and did show him all his little possessions, explained that it was useless to kill him, for he had not even any friends who would offer a reward to such would betray the assassin.

"How is it you ain't got no friends?" said the burglar, quite interested.

"I had once, when I was rich, but I found that, like you, they only came after my money. It went and so did they."

"The burglar gave a grunt and departed in the way he had arrived. 'Well, guv'nor, even I've got some pals,' he said. 'I'm sorry for you.'"

It has been remarked that a capital way to make friends is to have hobbies. Out with a camera, fishing, plant collecting, passing the time in any such way, you encounter others engaged in the same pastimes. There was a certain man who, at one period of his life, having lost all his friends and made no fresh ones, was recommended to ride horseback as a relaxation. Out one morning, going at a gallop, he collided violently with a horseman coming in the opposite direction. Each was badly injured and each through a long period of suffering thought constantly of the other.

Well, the two have been inseparable companions ever since.

If lonely people would improve even what opportunities they have for being thrown in contact with people it would more often lead to friendships than they imagine. A woman without friends or acquaintances in a city was taking a walk and was injured by falling over some obstruction left outside a tradesman's premises. She went to law, not so much to recover money as to enjoy an experience which brought her again into communication with other people. But the merchant had an eye to business and to a sensible wife. He proposed.

"Marry me and we will put the damages into a honeymoon trip abroad," he said.

And so the sequestered woman returned to civilization. Lee Heaton.

Queer Checks.

A torn linen collar, a piece of lath, a cuff and a half dozen other odd objects hang above a Philadelphia bank clerk's desk. "I have been collecting queer checks for three years," says the clerk. "That piece of lath started me. A Western bank honored the lath for \$250. It was made into a check by the owner of a sawmill who was out at the plant with his son, thirty miles from any house, and totally without paper, let alone a checkbook. The money was needed to pay off the hands. The sawmiller wrote on the lath just what a check correctly drawn has on it, and he sent his son in to the bank to get the money and to explain. The lath check was honored, after some discussion among the bank's officers."

If you are looking for a chance to love you are always finding love itself.

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

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

It's an eye-opener.

Forest City Paint & Varnish Co.
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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.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO.

You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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.



Change from Homespun to Cashmere in London.

Last year was a year of homespun. Never, since the time when homespun, hand-woven cloth ceased to be the only woolen cloth available for the manufacture of men's clothes, had there been so much of this material used. The new employment of Harris, and especially Donegal, tweeds for overcoats otherwise than true shooting coats last spring must have caused an enormous consumption of these stuffs, and although the homespun overcoat has already passed away, tweed sporting coats are still worn for a variety of purposes unconnected with sport. But it is pretty easy to perceive, as I have for some time been indicating, that the present year will see a marked diminution in the use of Scotch and Irish tweeds, and a great revival in the use of worsteds, cashmeres, vicunas and the so-called West of England cloths.

West of England manufacturers are extending their works. Worsteds and cashmeres, serges, shetlands, saxonies and all sorts of smooth cloths are being worn. The rough tweed overcoat will soon go the way of the true homespun overcoat, and Melton beaver is every day rising in popularity. Morning coats of the lighter greys are likely to be much in favor for use later in the spring as semi-dress. Tweed morning coats are not to be revived, but after grey I quite expect to see an invasion of dark fawn or possibly even of brown. Meantime there is a novelty of a very remarkable kind, of which something may be heard later, although I should hesitate to put it forward as an actual prediction. This is a morning coat in grey or other self-color, with silk lapel facings in a contrasting color. The notion has something in it which is not at all displeasing, and although its entire novelty would make it look rather strange at first, it is a thing which would soon come to be exceedingly smart. Up to now the only kind of contrasting silk-face has been the black grenadine sometimes put on a grey morning or frock coat; and this was rather offensive to most people's taste. There certainly were other contrasts, where people tried to match a grey and failed; but these were involuntary. It is easy to see that a morning coat, with a well-considered contrast in silking, and the braiding which on cutaways and them alone will be very much in evidence this year, could be made to go far. Just exactly what will be the outcome of the project I can not as yet undertake to say; but it is undoubtedly on the carpet for consideration, and men of fashion are talking about it to those very confidential advisers, their tailors, in Saville Row, Sackville Street, and the other secret haunts of fashionable mystery.

The same sort of considerations which really operated to assist more than anything the growth of public taste for homespun are concerned in its supersession. It was not only Lord Rosebery's enthusiastic and generous advocacy of the cotters' weave that produced the great demand for homespun. It was also the great Australian drought, which year after year diminished the visible supply of the raw material of other tweeds. It was so difficult to get merino staple that we, like the rest of the world—for Australia has, so far as I know, a practical monopoly of the raising of the finer sorts of wool—that we, I say, like all the rest of the world were obliged to turn our attention to other fabrics; and although men of fashion in London, in New York, in Paris, Vienna and all the capitals of the world did not know that they were being influenced by their tailors, the fact is, that as their tailors were not able to get the cloths made from Australian fleeces, they pushed the merits of rougher tweeds on public attention, and actually created the fashion which is now nearing its obsolescence all the world over. This is an absolute fact.

Braid, as already mentioned, is in for a run on morning coats, and it is thought by some observers that such coats will be correct only when braided, and braided in the orthodox style. The braid used is a fine, dull mohair, about three-eighths of an inch of it showing on the front, and the turns made with a very visible mitre. As ditto-waistcoats will not be very often worn, the question of whether pockets as well as edges on a waistcoat should be edged with braid may be neglected. No self-respecting fancy waistcoat now has any braid on it. Nor will there be braid, at all events this side of May-day, on grey coats—only on black ones, unless the contrasting silk fashion materializes in practical shape. Braid down the outer seams of evening dress trousers is again making progress. There is no chance that it will become essential; a plain style in evening dress is always correct. But more men are having braid put on their trousers than formerly. Of course, the same military set that sticks to the three-stud shirt-front has always favored the braided leg. But this set likes one row of broadish braid, while the most prevalent fancy is now for two rows of braid, rather narrower. Braided frock-coats are not in the least likely to come into use; a man in a coat of this kind looks too much like a German commercial traveler to please the British or the American taste. And above all things, silk braid is now and always an abomination.

The times are not prosperous, and there is no doubt that even people who ordinarily spend a good deal of money are looking out for economies in dress as well as in other things. It seems incredible that the West End of London should be paring its cheese; but according to some reports the process has gone pretty far.

One of the London papers gravely printed a story to the effect that the big Scotch chemical cleaners were full up with men's clothes sent to be renovated, and these of the most fashionable sort! This, of course, is frankly absurd; men of fashion do not send their clothes to be cleaned at a dyer's; but the paragraph illustrates the general sense of "hard times" which is in the air. With a general election—always bad for trade—pending, and all sorts of business enterprise hindered by the fact that in the event of the present party being returned to power anew there will be tinkering with the tariff, it is not surprising that money should be scarce at the West End, although it is not "dear" in the money market. One effect of the depression is to help on the gradual movement in favor of ready-made shoes. Until the importation of American shoes taught an amazed public the wonderful variety of widths and fittings carried in a really good stock, no man of fashion would have been in the doorway of a ready-made shoe store to save his life. But stories of the wonders effected by American manufacturers began to filter up to the clubs; and now a good many people whom no one suspects of it wear ready-made shoes, and look well enough in them. Of course, your manufacturers have not been able to keep a monopoly; the invaded industry learned a lot from its temporary conquerors, and, judging by my own practical experience with American as compared with English shoes, I should

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\$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.

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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 alms. 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.

say that there is no comparison between them in the wear. Yours look a little better when new—probably because of your superior skill in window-dressing and in getting up goods for sale, in which we are mere children comparatively; but in length of serviceable and comely wear the English shoe beats the American shoe, so far as I have tried the latter (and I made several experiments), to a complete, final and unquestioned standstill.

Full dress outfits for this season may perhaps be usefully described now, because even when you rightly and self-respectingly maintain a style of your own, I know that you like to know of our little peculiarities. The frock coat, as I told you a little time ago, is the full dress coat; a morning coat can be worn practically everywhere that a frock coat is worn, but the latter is more formal. It should be black, of a smooth, dull cloth, not too soft, public opinion having rather turned against soft fabrics, like hopsacks and diamonds, because they are thought to come too easily out of shape. The collar should not be too deep, and the lapels should be cut on the old principle, not on the new narrow pattern used so much for jackets. The coat is to be worn buttoned, so that soft-rolled fronts are, of course, obsolete. The neck-opening is of fairly high cut. The waist line is made rather high, and with a slope in it, the waist being nicely cut in, without giving too much hour-glass effect, and the skirts, although well draped, should not have nearly so much bell-effect as last spring. The cuffs have four buttons, and are single, the round seams being well marked. This coat has no external pocket. I sometimes see one with the facings (which reach to the inner end of the lapel hole) of a rich dull Barathea-like silk, very good to look upon. A grey fancy waistcoat, single-breasted and collarless, goes with this coat, and the less pattern it has in it the better. A fleecy sort of patternless woolen stuff is the most fashionable style, but it is worn only by the most correct people; others wear a very pretty basket-mat cloth with a spot pattern, rather sparse, upon it. Braidings or edgings mark the product of the "reach-me-down" merchant or ready-made clothier; they never appear on West End waistcoats.

The trousers worn with this suit are of grey cashmere, preferably with a touch of silk. The tone should be on the side of blue, and the pattern a quiet, subdued, unnoticeable check. This, in spite of all you may hear in favor of revived stripes, is going to be the style of 1905; and the kind of cashmere most fashionable is almost exactly the same weave as was used for stripes last year. These trousers will be a shade fuller than the ones worn in the flush of last autumn, and the ankles will be rather more reduced from the knee measurements, although the difference is not yet sufficient to give anything of a peg-top effect. The silk hat to wear with a full dress outfit is of a

nondescript shape this spring. It is slightly less belled perhaps than in the spring of last year; but the changes in shape are insignificant. A narrow mourning hat-band continues to be worn in place of the usual ribbon—I wonder when we shall get rid of this rather silly custom? It has a certain comeliness to recommend it, because it reduces the apparent height of the hat, the greatest cause of its unaesthetic looks. If anyone doubts this, let him take off the mourning cloth from a hat of the present fashion and observe how much higher it looks. Consequently it is a moral and sartorial certainty that when the band gives place to the ribbon, hats will be at least three-quarters of an inch lower in the crown. Hence no doubt hatters are discouraging any change; a lot of stock would be injured in value if a sudden abandonment of the band occurred on the part of men.

Kid shoes and glaces now quite rank with patent leather, and I think the latter product is in for a period of depression. I do not know whether men's feet are growing more tender, or their love of comfort greater; but I do know that they grumble a lot more than they used to about the pain caused by patent leather shoes, and the use of the other leathers I have named is certainly increasing every month. There is an attempt on foot to revive the lace-up style in place of the long-fashionable buttons, but there can be hardly said to be any definite fashion on the subject.—The Baron in Haberdasher.

Lovely Winter.

Same old winter.
Same old freeze,
Same old shiver,
Same old sneeze.
Same old microbes,
Floating round,
Same old wind-up,
Under ground.
Same old cranks who
Say it's great
Noses dripping
While they wait.
Same old garaches
Only more;
Same old hands
Chapped and sore.
Same old longing
To be where
Scent of flowers
Fill the air.
Same old fear that
They who stay
Here might get our
Jobs away.
Same old tumbles,
Same old slips;
Same old cold sores
On our lips.
Same old icy
Sheets at night.
Same old pipes all
Frozen tight.
Same old sun far
Off and small,
Hardly any;
Good at all.
Same old measles
Everywhere;
Same old smallpox
Here and there.
Same old creaking
Sleighs to hear;
Same old sidewalks
To keep clear.
Same old break-downs,
Trains all late;
Wires tagged —
Oh! it's great!
Same old lying,
Same pretense
That we like it—
What's the sense?
Let's be candid,
Let's admit
That we'd very
Gladly flit.
That we'd cut out
Snow and ice,
If we only
Had the price.
If 'twere not for
Love of gain,
Who among us
Would remain?

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

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

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

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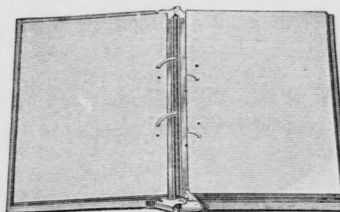
extending throughout the United States. We furnish the busy man's telephone. You give the number, we do the work.

Information regarding local exchange and toll rates cheerfully given.

C. E. WILDE, District Manager

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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.

THE COUNTRY STORE.

It Encounters New Perils and Combats New Conditions.

Standing before the door of his long-established but modest emporium, his ample form flanked by windows displaying hoes and pancake flour, boys' suits and writing paper, washboards and cigars, while a garish sign, "General Merchandise" creaked above, the pioneer proprietor pointed to a heap of freight the train now disappearing over the plains had dumped on the depot platform.

"More work of the catalogues," he commented bitterly. "Three sacks of 'em came to the post office last week,—now the folks are sending for the goods. Think they are saving money, I suppose."

"Perhaps they are?"

"Not much. If they will give me all their orders and pay cash as they have to do with the catalogue mail-order houses, I'll give 'em just as good stuff, and just as cheap. Some things they may buy cheaper, but they're cheaper goods."

"Why do they do it, then?"

"Because it's the city,—it sounds better, somehow; and the catalogues make everything look so fine. Why, the other day a farmer came here to borrow wrenches to set up a windmill he had sent to Chicago for. Then they expect me to take what's left,—or when they haven't the cash to send away. It's getting so that the farmer can live ten miles from town and even buy his groceries in St. Louis or New York and have 'em delivered without leaving the place. It means that we might as well shut up shop."

Such is the attitude of most small store-keepers in the western states. The rapid progress of the rural delivery route and the farm telephone line has brought new conditions to the section where for forty years the country merchant has attained substantial glory.

The development of the prairies during the past half century has brought rich opportunity to the country merchant. He entered with the forefront of the tide of emigration from eastern homes. Scarcely had a settlement been formed when his square-gabled store was set up and his team was hauling varied cargoes of merchandise overland from the railroad, a score of miles away. He became post-master and notary. The town hall—or "opera house," as it was most frequently called—was in the second story of his building; the first preaching service was there; the first lodge established a mysterious tabernacle in its ample space. The store became the center of the community life.

Some of these early country stores drew trade twenty miles in every direction, and their owners, investing their savings in the rapidly growing settlement around, became wealthy. The fortunes of many of the capitalists of the middle West were laid in such establishments, where the sugar barrel jostled the lace counter and

boots mingled frankly with the tinware.

Prosperity brought competition; rivals appeared, dividing the countryside trade; but usually the business grew correspondingly, so there yet remained enough. Later, as new railway lines came, and as farms took the place of ranches, other country stores were started to repeat the old experience and absorb yet more of the business. The creamery industry brought about the establishment of thousands of small stores, one at each station to which the farmers carried their milk.

Such was the record of the country store, until, with the final opening of Oklahoma, the frontier passed away, and more settled conditions were manifest in the prairie West.

Then rural mail delivery wagons began their twenty-five-mile journeys from the county seats; farm telephones entered prosperous homes, and daily papers, which had been only for the townspeople, were read before noon ten miles from the railroad. The influence of the central settlement—usually the county-seat town, because the largest in the county and the point from which radiated the rural routes and telephone lines—was resumed, after having been lost in the scattered trading points established with the incoming immigration.

This, however, merely changed the plan of the trading; it did not remove it from the locality. The merchant who had been in business at the isolated cross-roads creamery station changed to a small town, went to farming, or perhaps moved on to newer fields. The convenience of communication stimulated trade.

"This is Mr. Harvey," came over the telephone one February morning, and the groceryman recognized the voice as that of a farmer living ten miles away. "I see in the paper that you advertise some fresh lettuce,—I wish you would send out a quarter's worth by the carrier,—and what else have you that is nice?"

To the order were added other extra season eatables suggested by the dealer. Had there been no telephone there would have been no sale of that bill of goods. Multiply the incident by hundreds in every town, and the result is the impetus given to the farmer's life by modern conveniences. They have stimulated business, and have created wants before unknown. The necessity of a trip of several miles over bad roads or through storm gave good reason for foregoing many purchases that are made gladly under easier conditions.

It is fair to presume that these conveniences, by adding to the pleasures and comforts of the farmer's life, will increase the rural population and so make a larger patronage for the business men.

Substantial conditions have succeeded the experimental period of early days. In towns of practically unchanged populations fewer stores usually are doing business to-day than fifteen years ago. The transient store has passed away. It takes more

capital to succeed now than then; it takes better goods and a larger stock. Brick buildings have succeeded the frame square-gabled structures. Only in the villages or in newer portions do the old forms appear. Land has doubled in value in half a decade; the farmers are well out of debt, and are seeking the luxuries as well as the necessities of modern life. They recognize the saving grace of a bathroom and understand the good points of a furnace.

Into this fair field entered the mail-order house with its persuasive eloquence. For the asking it sent bulky catalogues containing over a thousand pages each, illustrated with as many pictures of every article that the average family of moderate means could possibly desire to purchase. These catalogues go largely to country people,—the mail-order houses do not seek city trade. The goods are selected for country people, and the prices are made as low as the buying of immense quantities can force them. It is often true that articles are sold thus for less than the modest country merchant can buy them of his wholesale jobbing houses. But that does not mean that they are the same articles in every particular, or that everything in the bill of goods the farmer orders is equally a bargain. Supposing one can save a cent a pound on ten pounds of dried prunes, what profits it if half the prunes spoil before so large a quantity can be used? It saves freight to buy large quantities of the distant

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

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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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Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

store, and the bills are generous,—more liberal, frequently, than the circumstances warrant.

Then there is not a cent of credit,—not even personal checks will be accepted. Everything is paid for when it leaves the store, and if the buyer five hundred miles away is not satisfied, he has double transportation to pay in getting an exchange. Little wonder that there is an advantage over the country merchant, with his perpetually accommodating good nature, and his many trifling accounts which often are not paid for months.

A few weeks ago I visited the largest mail-order store in Chicago, where millions of dollars' worth of merchandise is sent out every year. Its dozen floors are crowded with goods and employees—and some customers. Few of the latter are from the city. At the door stands a clerk who carefully inspects every visitor.

"From out of the city, sir?"

If the answer be "No," you may enter or not as you please,—little does the well-trained employee care.

"Yes,—from Iowa," and how the hand goes out in greeting!

"Glad to have you come in; look over the store,—and here is a ticket for the elevator to the tower."

The ticket is marked "25 cents," and you are told it costs that sum to a resident of the city. The store caters only to out-of-town visitors. Of course you may go to the tower,—you had paid gladly to reach lesser heights elsewhere. In the elevator you find people who are evidently strangers to the big town; some are farm folk making their first visit to the metropolis. "We bought all Kate's house-furnishing from here," is overheard as a group is pressed against the iron railing at the top. They are overcome by the wonders spread out far below them, and will go back home with marvelous tales of the greatness of the city and of the magnitude of this supply-house in particular, the bestower of a free elevator ride.

When the rural delivery routes were started in country communities, the mail-order houses were quick to see their advantage. They secured an order from the post-office department that the names of all patrons of the routes should be posted publicly in the lobbies of the post offices from which the routes started. In a short time they had a magnificent list of names to which to address catalogues. This order was recently rescinded.

It is probable that there is in prosperous farm life an influence that tends toward an assumption of independence of the towns. In the development period the townspeople are generally supposed to lead an easier existence than do those who are breaking the rough sod and founding homes on the new lands. When the soil has bestowed riches, the farmer becomes independent and looks at things from a new point of view.

A representative midwestern farmer addressed his state's agricultural society recently, making this plea for buying wherever he pleased: the

farmer is able to sell as well as can the man of whom he buys, and he sells for cash; hence he is entitled to buy where he can buy the cheapest. He went on: "Your nearest merchants claim the right to buy where they can buy the cheapest, whether it be of you, from Kansas City, or New York; it is also true that they exercise this right, for one day I happened in one of our home stores just as a town lady was buying some cabbage. The merchant was, of course, praising his wares, and would use his set form of speech by saying that those cabbage he had shipped in from Wisconsin. Knowing that there were plenty of cabbage for sale by farmers, we put in our oar to the extent of asking why he did not buy his produce from those who bought goods of him. 'Well, you see,' he explained, 'we can get Wisconsin cabbage laid down in our store for the same as we have to pay for home stock, and these'—giving the crate the vegetables were shipped in a kick with his foot—'are solidier than any we can buy here.' How hollow their cry, 'Buy of your home merchant, the man who takes your products,' sounded to us after hearing this bit of talk from the dealer himself.

"But does the merchant you pay money to for goods keep it at home any more than you do when you send to Kansas City or Chicago for what you want? Let us see. Suppose you want a sack of granulated sugar. Your home merchant sells you a sack for six dollars, puts a dollar of it in his own pocket for handling it for you, and sends the rest to the sugar trust in the East to pay for the sugar. On the same day you buy the sugar from your home dealer, let us suppose you send to some mail-order house for another sack of a like grade. You send away \$4.75, and when the sugar comes you pay fifty cents in freight, making it cost you \$5.25, and saving you the sum of seventy-five cents. The reason we quote no freight charges against the home dealer is because all dealers usually buy on a basis of 'delivered at your store,' but the freight charges have been added, and the consumer has to pay them no matter where the goods originally came from. You have seventy-five cents instead of the merchant having one dollar."

This is a typical argument of the mail-order house's farmer buyer, but it does not include the legitimate outcome of such a proceeding extended to an entire community. It is probable that few of the farmers who exploit so glibly the process by which seventy-five cents is kept at home would care to have their county towns come to the natural result from universal adoption of this policy. Instead of streets of brick blocks where thriving business houses bring the attendant features of modern town life, there would be only a railway station, post office, blacksmith shop, doctor's office, and grain elevator. The lawyers would have their offices in their homes or in the court house; there would be no need

of storerooms, and the county newspaper, which would contain no advertising except mail-order house announcements printed on its "patent inside," could probably occupy one end of the commodious freight depot which would be necessary to care for the many shipments of goods. The rural districts of the nation would be very dismal places were this the situation and were all the local places for distribution of the needs of the home wiped out.

It is also interesting to note the magnitude to which the central establishments for furnishing goods under such conditions would attain. They would overshadow the mightiest emporiums of the present. The railroads would be burdened with small shipments to individuals, and the mails would be heavy with orders. The few large cities would contain these great dispensing centers, and the remainder of the commercial life of the country would be practically nothing, being confined to the minor trades and needful professions. The country store would be a thing of the past; business would be centralized beyond any conditions now existing.

Some gloomy prophets seem convinced that such is to be the outcome. Here is the dark prediction of a dweller in western Nebraska:

"The future of the ordinary merchant in the country towns is very discouraging, as the mail-order business is constantly increasing, while they are on the decrease, and our

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to purchase

Soft Drink Factory

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

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

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

Address for further information,

Dept. C,

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Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

YEAST FOAM

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

PERFECT BREAD

citizens are building up the large centers.

"The mercantile interests largely make the conditions of the town, and conditions of the town generally regulate the value of the real estate. Land sells near this town from seventy to one hundred dollars per acre, while several miles out it sells for sixty dollars per acre, and yet this has no material consideration for those who are looking for immediate bargains in merchandise.

"I predict that in a few years' time all the business the small merchant will get is what coffee and sugar he can trade for stale butter and doubtful eggs, as the large commission houses will get the good eggs and the creameries the cream. He may possibly sell a little to some on 'after harvest' terms, when they have not the money to buy the money order from the rural mail clerk."

Were this true, the outlook for the country merchant would be sad indeed; but there are some things to be said on the other side.

To go back to the genesis of the country store: from the beginning, as the nucleus of the settlement life, it has become one of a dozen struggling enterprises desirous of securing the trade of the surrounding country. As the town grew and reached its permanent position among the municipalities of the state, the pioneer store, if it was managed with intelligence, retained its general character, but, branching out, took on the nature of a department store on a small scale. It yet sold washboards and millinery, but it did so in the different departments, each with a head and corps of clerks. The probabilities are that its owner has become a "mercantile company," meaning that the originator has taken into partnership some of his helpers in order to get more faithful service. These stores, of which nearly every county seat has two or more, are to the country communities what the great emporiums are to the city trade. They occupy full pages in the country weeklies, and their advertising, prepared by some bright clerk or book-keeper, does not suffer in comparison with that of high-priced "ad-smiths" who give professional service in the announcements of the city department stores. Smart delivery wagons make prompt and accommodating disposal of goods at customers' houses. Frequent visits of the proprietors to the large cities keep in evidence through carefully arranged display windows a touch of the world's newest designs.

The strength of these stores is this,—they carry large stocks; their owners are often interested in mills or elevators that buy the farmer's grain; they take all the eggs and poultry brought to town,—being the feeders for the commission houses of which the Nebraskan complains,—and they meet the prices of the mail-order houses as closely as possible. Many of them keep standing in the local papers such announcements as this:

"We will duplicate the price of any

article advertised in a mail-order catalogue."

Such a statement does not secure all the trade, but it goes a long way to convince the buyers of the value of their home store.

The vividness of the illustrated advertising done by the mail-order houses, compared with that done by the country merchants, is held by many to be responsible for the success attained in securing trade, and it is probably a most important factor. The bulky catalogue introduces its readers to hundreds of articles never before dreamed of as possibilities of the home; it pictures these goods in all their imagined beauty and describes them in terms of eulogy. The reader sees therein an opportunity for supplying a want never before suspected,—the country merchant has never suggested this line of thought to him.

Herein lies a lesson for the country merchant of to-day. The latter, with his proximity to the buyer, his acquaintance with the community needs and abilities, his weekly access to the homes through the country paper which is read from first to last column by every member of the family, his lessened freight rates on large quantities instead of single orders, has an advantage over the city merchant which he ought to utilize, and which, in many places, he is seizing as a lever for trade-bringing.

The country papers which get no local advertising from the mail-order houses (many will not admit it to their columns) help along this home buying sentiment by vigorous sermons on the value of standing up for home industries. Here is a sample of their argument:

"When your baby died, did the mail-order house send its sympathy? When your crop failed, did it offer to carry you a while? When your daughter was married, did it send a present? Has it helped build the churches, the schoolhouses, or the bridges of the community? Stand by your home merchant who has done all of these things. Help home industries and home people."

The country department store that uses modern methods in trade and advertising cannot be broken up. Its business is so interwoven with the industry of the people that it grows as the community grows; but there is not room for many such stores in a given town, not so many as there would be if the mail-order house and the city department store with its mail-order division did not exist.

Then there is the grocery store,—no mail-order house can destroy that. It is true that the master of the household may order sugar, coffee, prunes, canned goods, and oatmeal sent by freight; but the majority of the eatables must be seen by the mistress of the home before being paid for. Likewise the men's clothing store,—little that men and boys wear can be bought satisfactorily at a distance of five hundred miles. So with the hardware and implement house; the farmer may order a wind-

mill or a lot of binding twine by mail, but he gets his nails, stoves, building hardware, and implements at home. So with drugs, millinery, harness, and furniture stores,—there is a local demand for them because their articles are such that most people want to examine the goods before the order is given.

But all these lose some trade to the city. In every community many people visit the nearest big town once or twice during the year,—and those who go oftenest are usually the most generous spenders. On every trip some purchases are made, often the principal ones of the family or individual for the season.

The city buying is naturally most common in towns within short distances of the metropolis. With the frequent train service that enters the city depots the temptation to buy in the greater markets is irresistible. For fifty miles outside of St. Louis, Chicago, Cincinnati, and other large cities, there is little life visible in the business streets of the towns. Deserted store buildings are common, paint is needed,—many of the towns look as if the very life-blood had been sapped out of them. There may be beautiful residence streets and fine homes, but prosperous stores are few.

It is, naturally, impossible to put a stop to personal expenditures in the city by those who visit trade centers, except as public opinion may discourage it; but the country merchants through their business organizations endeavor to compel jobbing houses to co-operate with them in the protection of trade.

If the purchase be made of a firm that has also a wholesale department serving a merchant in the buyer's town, that home merchant is not worrying; he will get a check for the amount of his margin on the goods sold. The profit comes as surely as if he had made the sale. A good deal of public sentiment exists in the small town against city purchasing trips, and very little publicity is sought by the buyers concerning them. Everybody likes to keep up an appearance of loyalty to the home merchants, whether it be practiced or not. In one western town the leading daily paper undertook a movement to compel home buying by publishing each day the names of shoppers who went to the large city forty miles away. It was an heroic measure, and the paper soon discontinued it because of the enemies it made among subscribers,—but while the tactics continued they kept many a buyer from leaving town.

The retail trade associations—and the country merchant generally agrees with them—look with great disfavor on the parcels post, considering the scheme as another menace to their trade. "If," say they, "the rural delivery carrier is to become a hauler of express, we may as well go out of business,—the farmer now is compelled to come to town after most goods he orders by mail; then he may remain on his farm and have them brought to his door." The up-to-date country merchant, like his com-

petitor, is utilizing the rural delivery. In many counties half the people can be reached by it. Being nearer to the people, he is finding ways to combat the foreigner, and is including modern methods and better system as prominent features in his campaign.

If a wholesale dealer sells ploughs to a grocer who proposes to put in these as a side line, the officers of an association, with a thousand or more retail implement dealers as members, ask him for an explanation. If he does not wish to be blacklisted by the legitimate trade, he must regain good standing. Such is the country merchant's protest against the transference of trade from himself to the city dealer and for the specialization of business within certain bounds.

So the country merchant has friends left, and while he finds his trade curtailed and his business lessened by the wide-reaching mail-order house, he fills a place in the economy of the rural portions of the nation that cannot be taken from him. He is close to the heart of the neighborhood. He may be harassed by rivalries and annoyed by the freight shipments from the city, but he is certain to be a factor in the community life, and it is probable that he will, as he accepts the new conditions and learns how to adapt his business to the modern ways, become even more influential. There is more business to be done now than of old, and he can spare a large portion of it and yet have in his hands the making of a comfortable living. His success depends on his own aggressiveness and his own grasp of modern conditions.

Vivid in the memory of the passing generation is the old-fashioned country store. To-day, though 56,000,000 of the 84,000,000 people of this nation live outside towns of 8,000 population and over, and hence are more or less patrons of country stores, they find these business houses influenced by the advancement of the times and despoiled of much of the picturesque individuality that formerly made them such cheerful resorts, such sympathetic features of the village.

The country store we shall have always with us. Though the old-time variety is found only here and there, and has for its keeper some aged gentleman or curl-wearing gentlewoman who seems a ghost of the past among the flesh and blood of the present, the type remains. The country store shares the development of the times; it sells syrup in bottles instead of from a keg; it disposes of butter in paper packages, and of dried beef in tin cans; the cracker barrel and open coffee sack are seldom seen; breakfast-food boxes succeed the bulk oatmeal supply. It encounters the perils of city competition and combats new business conditions,—but it is yet the nearest and most intimate commercial affair for hundreds of thousands of homes. It may not be so great a factor in the life of the people as it once was, but the country store is certain to remain an essential element in our existence.—Charles Moreau Harger in *Atlantic Monthly*.

Facts for the Retail Grocer Concerning Premiums

THE retail grocer should learn to know who his friends are among the manufacturers of proprietary articles, handled by the retail grocery trade, and then be fair and consistent in his treatment of them. We have seen, in the past few months, a very bitter fight being waged—upon one side by the retail grocer of this country for his existence, and upon the other side, the largest Company engaged in the manufacture of cereals. This Company was attempting to fasten upon the retail grocers (through the medium of coupons placed in their packages) a mail order scheme, which was very distasteful to the retailer, and, in fact, threatened his very business existence, were it to become successful. We refer to the Cereta Money Saving System.

The originators of that scheme resisted every effort on the part of the retail grocer and trade press of the country to influence them to a peaceful withdrawal of this objectionable scheme. It was nearly four months from the time this fight was taken up by the retailers of the country against this scheme that this Company was compelled, by a loss of business, to announce its withdrawal.

We notice, in recent issues of the trade papers of the country, an article headed, "Endorsed by the National Grocers' Association." This article has been given a great deal of prominence, and purports to be a resolution passed by the National Grocers' Association, at their recent convention.

Why should the retailers of the country belittle themselves and their strength, when united, by passing a resolution commending this Company for doing something which they were compelled to do against their will?

Why should the retail grocer show his lack of gratitude toward the Companies who have always stood for what is right, and for the interests of the retail grocer, by the passage of such a resolution as this?

This same Company, which are trying to get back into the good graces of the retailer, by declaring that they have met their wishes squarely, regarding not giving premiums or coupons with any of their goods, are responsible for the following, which is an extract from a letter issued by this Company to the trade:

CHICAGO, ILLINOIS, January 30th.

SALES DEPARTMENT—

"We are continuing to pack our Kahla Imported Ware in ZEST, assorted as follows:

Zest 20s.....	10 cups and saucers.
	4 creamers.
	6 plates.
Zest 36s.....	18 cups.
	18 saucers.

Enclosed herewith find blank for reporting sales, which, when properly filled out and returned to us, not later than February 25th, 1905, will be duly honored."

Yours truly,

(Signed) THE AMERICAN CEREAL COMPANY,
G. A. McDONALD.

We think that comments upon the inconsistency of the methods of this Company are unnecessary. They first declare against all premiums and coupons of any kind, and have a resolution passed by the National Retail Grocers' Association, endorsing them in this position. Then, at the same time, they get out a letter to the wholesale grocery trade of the country containing the above extract.

We believe that the packing of chinaware, dishes, etc., in packages of cereals, is one of the most objectionable methods which can be used by a Company to influence trade, and is so considered by a majority of the retail grocers.

We believe that the retail grocers of the country will continue to stand back of and support, by their patronage, the manufacturer who has always been square and consistent in his treatment of them. This matter has been covered, we believe, very fully, in the following editorial, which appeared in the *Interstate Grocer*, of St. Louis, under date of January 21st:

ONE STRAY OR NINETY AND NINE; WHICH?

"Last week this paper printed a page of matter bearing upon the abolishment of part-cash cereal coupons. This page was intended to faithfully and fully inform the trade of the situation, and to put the trade in position to know just where it stood. In all justice and fairness, it was necessary to say that the American Cereal Company and the H-O Company had acceded to the demands of the retailers of the country, and had abolished such coupons and schemes. It was just as necessary and just for this paper to say that the Great Western Cereal Company had not done so and showed no disposition to do so. So much for that.

The Bible says that there was more rejoicing over the one lost sheep than over the ninety and nine. For a moral teaching that is all right, but is it entirely just to the ninety and nine good sheep who did not stray away from the pasture and get lost? I think not, and for that reason I want to call attention to one of the ninety and nine that has not strayed. That is the **EGG-O-SEE COMPANY**, which put up a good cereal food under that name. That Company has never used premiums of any kind; it has always sold its products at a reasonable price; its food was the first ten-cent package on the market, and it is still on the market at that price. Others have come and gone; others have advertised to the consumer direct, with the purpose of forcing the trade to handle their goods, willy-nilly; others have put chinaware and teapots in their packages and part-cash and other premium coupons with their goods, but the **EGG-O-SEE COMPANY** has gone on, like Tennyson's Brook, in the even tenor of its fair and square business methods. Shall we then give all the credit to the one lost sheep, or shall the good old stand-by, like the **EGG-O-SEE** concern, which has never left the pasture, never caused the shepherd any uneasiness, also come in for a meed of praise and patronage?

I maintain that the retail grocers of the country owe the ninety and nine a whole lot, and when you come to figure it down, you will find that ninety and nine is too big a count by at least ninety-five or six, for, as a matter of truth, only two or three of the cereal concerns have kept away from premium schemes, and the **EGG-O-SEE COMPANY** is one of the best of the two or three. Think it over.

LOOKING BACKWARD.

Boy's First Journey Into the Great Wide World.

Chapter XVII.

Sometimes a fellow long divorced from his regular occupation shows reluctance to buckle down to humdrum toil when it is thrust upon him. That was my fix at Portland, at the windup of a dusty promenade across Idaho and Oregon in a pair of canvas base ball shoes. The gay and debonair life of the desert wilds, freedom from convention and sleeping in the open air unfitted me for the irksome confines of civilization. At last I had become a genuine thirty-third degree hobo, but didn't exactly know what ailed me. That was the reason, perhaps, the four walls of the Portland stove foundry loomed up like a prison house.

In vain did I struggle against the desire to jump my job—the first one of its kind since leaving Leadville nearly six months before. And I needed the money, too. The canvas shoes had blown up and sprung leaks in various places below the waterline, and my overalls stood in need of repairs and laundry attention. The rest of my toilet consisted of a short coat, cotton shirt with collar attached, necktie and hat. All through my rambles I stuck to the tie—last remnant of respectability—or, rather, the tie stuck to me. The knot was jammed and I couldn't undo it, let alone losing the tie. Thus I looked nice in spite of myself.

My molding tools had gone, the Lord knows where; yet the Portland Stove Company grabbed at me when conscience impelled me to ask for work. The job was the making of lids for cook stoves. In size, weight, color and shape those cast iron lids suggested the bread I had baked for myself in the desert; and that reminder helped to render me restless and homesick. At the end of two days the longing to be free tore me away from the foundry, and I once more took the road. I beat a river boat to Kalama, from which point, it was said, the wheat trains to Tacoma, Wash., were downy beds of ease for wandering tourists.

The man who piloted me against the wheat train had not consulted the latest guide book, for the grain was sacked and loaded on flat cars; no chance there for the stowaway. I allowed three trains to depart, and then took a desperate chance, piling into the caboose of the fourth and taking a seat on the tool-box. There was no one in the caboose but the rear brakeman and the conductor. The latter paid no heed to me until the brakeman went forward; then the conductor, a young man with big, solemn eyes, looked me over and said:

"Ticket, please."

"Haven't any," I replied.

"Where are you going?"

"Tacoma."

"The fare is \$4."

"I'm broke."

The conductor seemed prepared for the worst. Without word or gesture he turned away, and sat in an armchair at the side door of the ca-

boose, hanging his heels to a crossbar higher than his head. He sat there at least an hour, looking out into the woods, while the train rumbled and jerked. I huddled on the tool box, shaken with nameless fear. Never had I met up with that kind of conductor in all my hobo career. Would he rise in slow frenzy and slam me out the open door, or merely crack me on the coco with an ax? were the agonizing questions I asked myself. Much of the time I did not breathe, and clammy moisture stood on my youthful brow. Not once did I take my eyes off the conductor's back.

At length the train halted at a small station where a creosote works was in operation. Pine timbers for wharf building were treated with creosote, in vacuum vats, to offset the ravages of the teredo, or salt water worm. The conductor went out, leaving me on the tool box. When the train started the solemn eyed railroader resumed his chair and motioned me to one near him.

"I once knew an old fisherman at Tacoma," said the conductor. "He had a wooden leg made of pine. It was his habit to stand for hours in the water washing his nets. One Sunday, on the way to church, the aged fisherman collapsed and fell on the street. The water worms had bored into the wooden leg and honeycombed it. When he fell, the splintered wood stuck out through his pants, and large numbers of people fainted at the sight. As the old fisherman was poor, his pals and the sawmill hands at Tacoma gave a benefit dance and got him a creosoted leg. It was built at the works we just passed."

After purging his system of this remarkable narrative the conductor once more lapsed into gloomy contemplation of the pine woods. Whether the story were true or the creosote works inspired it I do not know. And I was puzzled about my part—whether to laugh or to view the creosote leg as a profound scientific achievement. A giggle escaped me, and the conductor smiled. He had tried his story on the dog, and it was a success. Lucky laugh; also lucky dog.

The conductor put the pump on me, and I told him stories about my troubles and travels, after which he related some. Nothing more was said about railroad fare and tickets. We were chums, all right. It was after 6 o'clock in the evening when the train reached the outskirts of Tacoma, which town was so new it creaked. The foundry had closed for the day, but the conductor knew where the boss lived. He pointed out the house from the hurricane deck of the caboose, and slowed down the speed of the train so that I could get off and save the long walk back from the depot. After all, there is much in knowing when to laugh at the right time, but, alas, my tact availed me nit. The Tacoma foundry didn't need expert help, so next day I turned my prow to the sea.

A big wooden ship, the Martha Rideout, of Boston, was loading lumber for San Francisco. I found

its captain and another salt water skipper playing pool on a waterlogged table in a saloon. While the master of marines banged the balls I hung in the background until my skipper beat the other fellow and hoisted in some free drinks, amid great laughter. Deeming the moment propitious, I butted in and asked the pool sharp to let me work my passage to Frisco on his ship. Talk about diplomacy and smooth work! Such was the skipper's good humor he placed his hand on my shoulder and said:

"Why, certainly, young fellow; go right aboard."

I went right aboard and helped stow soggy lumber in the hold, which job lasted fourteen days, working from daylight until dark. Then we towed up Mr. Puget Sound, sailed out through the straits, and headed for the golden shores of California. Four days and nights I lay in the sail locker, the sickest hobo that ever plowed, harrowed and sowed the raging main. On the morning of the fifth day the Chinese cook slid back the door of the locker and tossed in a chunk of cold raisin duff the size of a cabbage. The lump rolled down under my nose, and I struggled feebly with the dawn of a newer and brighter life. Desire to live grew with the absorption of the duff, and in a little while the whole mass disappeared. In a day or two I felt like a new hobo. The cook made up a bed for me on his chest in the galley and when the ship neared port that heathen Chinese loaned me a pair of his overalls while I washed mine, so as to make a flash at San Francisco.

With \$1.20 in my clean overalls pocket—a purse contributed by the sailors—I passed in at the Golden Gate, which so many find hinged on mud. That was the way it swung for me. The ship discharged all hands save the captain, mate and cook, and I went ashore with the rest. In a short time I became demonetized, and there was no work in sight. Night after night I went back to the Martha Rideout and sneaked into its fore-castle, via the bows of another ship lying alongside. The Chinese cook alone knew of my presence. He kept the secret from the captain, permitted me to sleep in the fore-castle, and had always a little wooden tub of food hidden in the bunk I occupied. That Chinaman was the only friend I had in California, and when the ship cleared for more lumber it left me bankrupt and starving.

Dear old Sing Wah, I never expect to have another pal like him. When Sing sailed away I wept, but wouldn't like my old friend Dennis Kearney of Sand Lot fame to know about it. In later years Dennis and I got quite chummy, and wrote for the same paper in San Francisco. Also, I amassed a bank account in that same town. The bank busted, too, with my coin in it, but this story carries enough tough luck of its own without lugging in a Chadwicked bank.

However, after Sing Wah left I

became despondent and ill and could get nothing to lay on my stomach. It would have lain could I have got anything solid. On the afternoon of the second day without food, far out in Valencia street, I found a dime, and I've never seen a silver dollar that looked as big. Once in the possession of capital, there came the worry and care incident to safe investment and how to get the biggest returns, but I knew where to go. On lower Market street the curb was lined with fruit peddlers' wagons. Each cart had a board nailed upright on the seat, and over the board was drawn a paper bag on which the hucksters posted the odds—6 for 5, 13 for 10 and so on. After a careful inspection of the field I played a long shot—sixteen large, bug bitten Bartlett pears for a dime.

The side pockets of my coat had broken through into the lining, which mishap made a sort of blind tunnel around my spine. Into this secret cavern I poured the sixteen pears, and had a grub supply for a couple of days. Whenever hunger assailed me, which was often, I reached in and hauled out a pear.

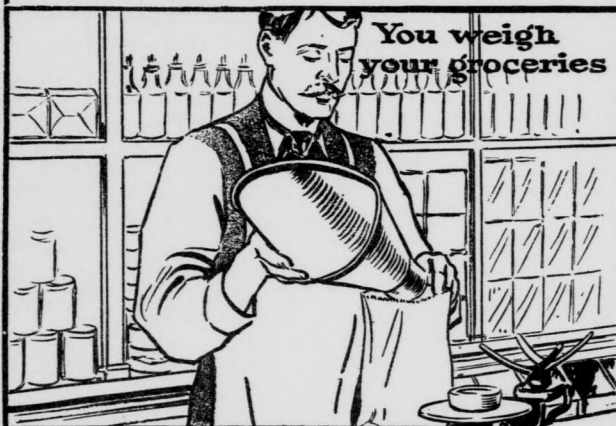
Before famine time came on again I got work in a little jobbing shop in the residence district. The foundry was attached to the owner's domicile, and he had started to splurge in the manufacture of piano plates. My first day's toil netted about \$5, piecework scale, and I asked for some money with which to pander to the unnatural cravings of a man who had agreed to board me. The boss handed out a \$5 bill, which I gave to my landlord that night. Next day about noon the job and I became separated. A retired sawmill boiler furnished steam power for our works, and any one who happened to think of it threw in coal or turned on the water. This fatal day the fellow who fired up forgot about the water, and pretty soon the boiler retired permanently from the scene.

Sand, pig iron, piano plates and mechanics littered the landscape for half a square. I landed forty feet away, with my back to the wreck, and kept right on going. At the hotel I paused long enough to coax a rebate of \$2.50 out of the \$5 given the landlord the previous evening. Then I made a bee line to Mare Island and shipped in Uncle Sam's navy—went cruising among the South Sea Islands in a warship. Life ashore was growing too strenuous for me, particularly when they fired a salute of one steam boiler just because I went to work at my legitimate trade.

Charles Dryden.

Wireless messages are now accepted at any postoffice in England for transmission to ships at sea at a rate of 13 cents a word. A schedule of the time ships equipped with the system pass the various stations along the coast is displayed in the postoffices and telegrams are accepted at all times, the risk of delivery, however, resting with the sender. Marconi says thirty words a minute is now the practical working speed of his system.

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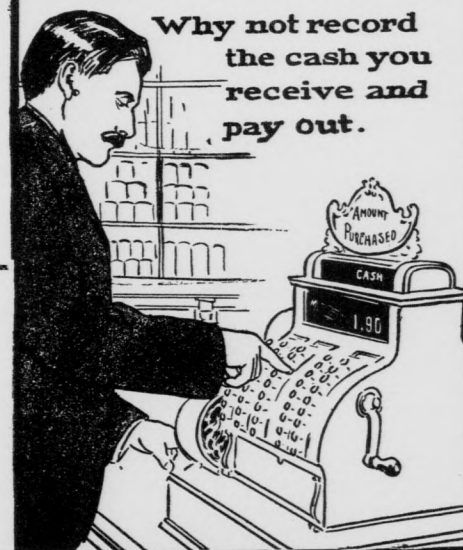
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pay out.

TAKING A NEW JOB.

Ethics Which Should Govern in Making Changes.

Many young people in business life are confronted with their first serious difficulty when, for reasons appealing only to themselves and their welfare, they are tempted to leave one employer for a better position with another. Just to the extent that the person has been faithful, his disposition is to have regard for the position of his employer and to nurse regret at the thought of leaving him. Perhaps the old adage regarding the "rolling stone" may lend its half-baked philosophy to his depression.

In such cases as these it may be taken for granted that the desire of the employee to change has come about through unexpected conditions. A sudden awakening to one's capabilities beyond any opportunity that has offered where he is may be a reason; or some new ambition aroused, or some better position or salary offered, or the mere general inducements offered in a larger business in a wider field may be the incentive to change. But of all these propositions, perhaps, none is more hard to reconcile than that one which at a moment's notice offers a new position at a larger salary.

There may be no opportunity for the employee to give timely notice—the offer is one to accept or refuse at a day's notice. At a first thought the conscientious worker is not pleased with the principle shown by one employer to take an employee away from another. If the consideration is salary only the employee may feel in his heart that if he made the other proposition known to his present employer his employer would meet the "raise;" yet it is the disposition of men not to take kindly to that sort of pressure even when yielded to. And should loyalty to an employer, who after all is getting from his employee more than he is paying for, stand in the way of a young man's progress? What is he to do?

Manifestly the employee's first duty is toward himself, all other duties having been discharged in his position. He is in business, which in itself acknowledges few ethics; it will be presumed by the employer that his employee is working to the best advantage to himself while filling a position on salary. When that position no longer is worth while to the employee, or when some other possible place overshadows it in importance and desirability, most employers will be agreed that the employee's services have reached their growth.

In the absence of a definite contract for a definite period no business man under the ordinary conditions of service can show reasons why his employee should not leave his service for the bettering of the employee's position and prospects. At sufficient inducement the employer would sell out the whole business at a moment's notice and find his reasons in mere business philosophy. Thousands of faithful employees every year wake up in the morning to find their places of employment sold from over their

heads with the first news of it in the papers.

But in those cases where mere salary is the attraction in another place where the capabilities and methods of the prospective candidate have not been tried out the employee should consider a few possible conditions in his own place of business.

He asks, perhaps, Why am I not paid a bigger salary? He looks to his employer as one who has been acting unjustly with him. Somebody else who does not know his merits at all will pay him more salary for easier work in a more dignified position. Why should not the employer knowing him from long ago have advanced this salary even beyond the prospective mark?

Perhaps an incident known to the writer may serve to illustrate some of these employees' positions. A young man employed as assistant chief clerk in a big Chicago house had become dissatisfied with his position and his pay. He felt that the capabilities of the chief clerk made promotion unlikely, while his own pay as assistant was not enough. He advertised for a position to his liking and received several answers, chief of which was an answer from his own house! He had asked for \$5 more a week than he was getting, with opportunity to advance, and he was shocked to find that his employers were more than willing to pay the increase in salary and to urge the prospects of advancement to a man capable of taking interest and initiative in the work! It was a new point of view and its effect was to send the assistant chief clerk back to his desk with so much determination that today he is Secretary and Treasurer of the incorporated concern.

Increasing the salary of a man at a certain desk is a serious proposition beyond its first aspect. No matter how deserving may be the individual who has benefited by the increase, no person ever before in the position got as much and in all probability no person ever again may earn as much in the place. But this increase of salary of an individual always thereafter attaches to the position itself, and to promote a man to a vacancy in such a place, cutting the pay, is at once a dash of cold water and a profound discouragement. It is always easy to raise a salary and always hard to cut it. In many a position in the business world the ill effects of a phenomenally large salary paid to a phenomenal employee in that work have gone down the line to a dozen after employees, making dissatisfaction for every one of them. "Oh, yes; this position used to pay 30 per cent. more than it pays now." How many persons hearing this plaint ever needed to have it interpreted further?

It will be granted that most employees are looking out for larger salaries and greater profits. It may be overlooked by the average employee that the employer's one recourse in this direction is in cutting salaries, getting larger returns from his employees in service received, or at the

least in keeping salaries at their fixed levels. All this applies necessarily to the average salaried employee who has more or less a fixed routine and work; it is scarcely within his powers by even Titanic efforts to increase his employer's income until an increase in salary will appear a bagatelle; the opportunity to accomplish such results is further up the line of promotions. He is in the position of doing the fixed work that scores and hundreds of thousands may do almost as well for as little and for even less money; he is one of the many who must work for as little as they will in order that the employer can pay the few as much as they demand.

To the young person in business life who is considering a change of employers and not of employment, his own welfare must be of first consequence to him; he will be allowed the privilege of considering it unless he shall allow himself to stoop to underhand methods. Let him be well assured of his own reasons for change and in this it should not be forgotten that money is frequently a poor measure of the desirability. There are positions in the business world so full of opportunity that individuals adapted to them might well afford to take the places without salary. Yet more places than these will number have flattened out in the hands of the workers. These are the men who are asking, Why do I not have a bigger salary?

It is a truism passed into triteness that a man in a position can get a

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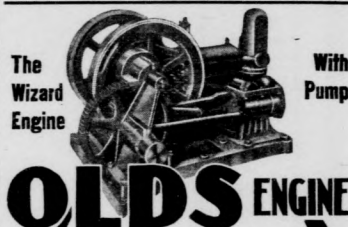
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CHICAGO

job easier than a man who is out of one. There are several reasons for it. First, an employer is inclined to ask the applicant why he left his last place; he would rather have a man step from an established place into the vacancy in his own house, and for this reason more men seek the new place before letting go of the old. Again, one of the best possible lines for a young man to have out is a wide and agreeable circle of acquaintances in his own field; these friends make the best references and are the best advertisers for the young man who may be seeking betterment of his condition.

But in the main the young man seeking new opportunities will find individuality in the want advertisements a paying venture. His efforts in this field may be made without interfering with his duties where he is, and especially if he have his position as long as he may care to hold it, this method of seeking new opportunities is wide and is comparatively inexpensive.

If you got your position in a business way on your business merits and are not tied down by contract, change when you will and when you are ready, being just to yourself; for in the widest sense in being just to yourself you can not afford to be unjust to your present employer.

John A. Howland.

Minds Wrecked by Weeds.

Marihuana is a weed used by Mexicans of the lower classes and sometimes by soldiers, but those who make larger use of it are prisoners sentenced to long terms. The use of the weed and its sale, especially in barracks and prisons, are severely punished, yet it has many adepts, and Indian women cultivate it because they can sell it at rather high prices.

The dry leaves of marihuana, alone or mixed with tobacco, make the smoker wilder than a wild beast. It is said that immediately after the first three or four draughts of smoke smokers begin to feel a slight headache, then they see everything moving, and finally they lose control of their mental faculties. Everything, the smokers say, takes the shape of a monster, and men look like devils. They begin to fight and, of course, everything smashed is a "monster" killed. But there are imaginary beings whom the wild man can not kill, and these inspire fear, until the man is panic-stricken and runs.

Not long ago a man who had smoked a marihuana cigarette attacked and killed a policeman and badly wounded three others; six policemen were needed to disarm him and march him to the police station, where he had to be put into a straitjacket. Such occurrences are frequent.

There are other plants equally dangerous, among them the "tolvache," a kind of loco weed. The seeds of this plant, boiled and drunk as tea, will make a person insane. Among some classes of Mexico a report is current that Carlotta, the Empress of Mexico, lost her mind because she was given tolvache in a refreshment.

There is in the State of Michoacan

another plant the effects of which upon the human organism are curious. The plant grows wild in some parts of Michoacan and natives have observed that whenever one traverses a field where there are many such plants he forgets where he is going to, where the place is and even where he is and what he is doing there. It takes from three to four hours for a person affected by the smell of the plants to recover the full control of his mental faculties.

Another curious plant is the one called "de las Carreras" in some places where it grows. When a person drinks a brew of the leaves or seeds of the plant he feels an impulse to run, and will run until he drops dead or exhausted.

Freaks of the Lightning.

One of the fantastic tricks which lightning plays upon its unfortunate victims is a kind of flashlight photography. There are numerous instances of this which are more or less authenticated, but they seem almost too wonderful to be believed. One of these is of a young man in New Jersey who was struck by lightning and was taken in an ambulance to the hospital at once. There seemed to be no wound except a small mark on the back, but while the doctors and nurses were examining him a picture began to develop on the skin. Soon before the wondering eyes of the watchers appeared a perfect figure of Christ nailed to the cross. The explanation is that on the wall opposite the bed on which the young man lay was the picture which was reproduced on his skin.

Another instance is of a man who was struck by lightning and on his chest were red marks, resembling the tree, with its branches, under which the man was standing when he was killed. From France comes the story of a peasant girl who was driving a cow from a pasture when she was overtaken by a storm and she and the cow took refuge under the tree. A bolt of lightning killed the cow and stunned the girl. When she recovered consciousness she found on her chest a picture of the cow she had been driving.

The chatelaine of the castle of Penatonnaire was sitting in a chair in her salon when the chateau was struck by lightning. She was uninjured, but on the back of her dress was found a perfect copy of the chair on which she had been sitting, down to its minutest ornament. These are a few of the many strange pranks which lightning plays.

The Two Ages of Woman.

Blobbs—Shakespeare told us about the seven ages of man, but he didn't say anything about the two ages of woman.

Slobbs—And what are the two ages of woman?

Blobbs—The age she says she is and her real age.

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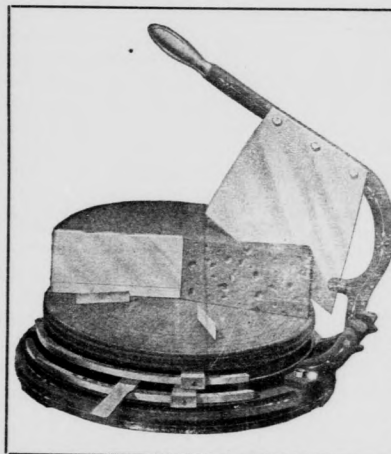
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Why the Young Man Fights Shy of the Rich Girl.

If the average man would tell the truth he would confess that the most unpleasant quarter of an hour that he ever spent was that in which he faced a cold and unromantic father and asked him for his daughter's hand. Of course, if there were extenuating circumstances in the way of money or position—if he could offer the girl automobiles and a cottage at Newport—the situation was robbed of most of its terrors, and the parental blessing a foregone conclusion. If, however, he was an impecunious youth, with nothing to give his wife but the love of his heart, and the work of his hands, he would sooner have faced a Gatling gun than the old man's stern enquiry: "Young man, can you support my daughter in the style in which she has been accustomed to live?"

A father always thinks that it is his first duty to ask that momentous question, and the majority of them feel that they should move heaven and earth to keep their daughters from marrying if the young man says "No." It's reasonable, too, from their point of view, and a hard-headed old business man is not going to take any young man to support, not if he knows it. Moreover, he considers that a girl is simply throwing herself away to marry a fellow whose entire salary would not much more than pay for her silk petticoats, and that he is just as much bound to keep her from doing it as he would be to prevent her from committing suicide in any other way. So he pooh-poohs the very suggestion so scornfully that the young man, hurt and insulted at the intimation that he is a fortune hunter, and that he is asking too much of a sacrifice of the woman he wants to marry, has to be either exceptionally tenacious of purpose, or excessively in love, if he does not abandon his suit right then and there. Many a rich old maid owes her lonely life, and her loss of a good husband, to her father's determination that she should not marry any man who was not standing ready to offer her just as many frills as she was used to having.

Of course, a father is doing no more than his duty, and is strictly within his rights when he tries to protect his daughter from grinding poverty, but when he goes further than that, and objects to a worthy man simply because he can not offer a girl all the luxuries that she has been accustomed to—the trips abroad, the summers at the sea, the opera box and the house on a fashionable street—he is going too far. He is demanding that the young man start where he is leaving off. It has taken him many years of hard work to be able to afford his family the luxury in which they live now, and it is absurd to expect any young man to have

achieved that much success. If Jack has a bank account to match Maud's father's, he is bound to have inherited it for himself. Simply looking at the matter from a business point of view and with reference to Maud's bread and butter, it is a strange thing that it does not oftener strike fathers that the young man who has successfully held the same place in the office or store for four or five years, and saved up a thousand or two dollars while "clerking it," is a thousand times better match for any girl than the youth who never earned a dollar in his life, who neither knows how to make money or save it, and whose star performance and his claim to recognition consist in having been born the son of a rich man.

It is one of the queerest things on earth why so many American parents seem to have such a horror of their children ever being brought into actual contact with the practical side of life. Ninety-nine times out of a hundred Maud's wealthy father began life as a poor boy. He clerked for somebody; he saved up a little money and got an interest in a business for himself; he married the girl he loved, and they went to house-keeping in an humble cottage in a back street, where his wife helped him to economize and work, and they were happy as happy could be. It was an experience out of which they brought nothing but good, but the very idea that Maud should go through it is appalling to Maud's father, who sets up a kind of diamond sunburst and opera box standard for her suitors, and expects them to either put up or shut up.

So he turns a cold and unfriendly eye on Jack, who modestly tells him that he has a good situation, with a chance of being taken into the firm in a year or two, and sternly remarks that when he married he was able to support his wife in the style in which she had been accustomed to live. He forgets that he took his bride to a cottage, while he expects Jack to install Maud in a fine mansion. He forgets that his wife, in their early days, did her own cooking and made her own frocks, while he demands that Maud's husband shall provide her with a retinue of servants and dresses from Paris.

It is not to be denied that the parental attitude towards poor Jack is pretty hard on Maud, and enormously increase her chances of being an old maid. If she is not to marry, except in defiance of her family, any man who can not provide her with all the luxuries to which she has been accustomed, it narrows down her chances to a few gilded youths who have been unfortunate enough to inherit money, and, alas, there are never enough of these in any community to go around. Moreover, such is the inconsistency of fortune, it frequently happens that Maud, who bestowed her hand on young Dives in her youth, because he could give her the truffles and champagne to which she was accustomed, finds by middle life that he is quite unable to give her plain bread and butter, while Jack

has reached that pith of success in business that he could feed his family on humming birds' tongues and peacocks' brains, if they happened to relish those dainties. This is not a phase of the subject that Maud's father considers very often, but it happens so frequently that the choice in marrying a rich young man, or a poor, hard-working young man, almost reduces itself to the question of whether you would rather be well off while you were young or have plenty and comfort for middle life and old age, and before Jack is sent about his business it is just as well to try to solve this conundrum.

Maud's father says, and truly, that he has nothing but her happiness at heart. He believes that she will be perfectly miserable, living in less style, with fewer clothes and plainer surroundings than she is accustomed to. That depends on Maud. If she is the kind of girl whose heart is cut on the bias and frilled in the middle, and whose soul will go to Paris when she dies, she will never be indiscreet enough to fall in love with a man who isn't strictly eligible from a worldly point of view. She is just as incapable of adoring a man without a big bank account as she would be of falling in love with a man without a nose. But the girl whose true heart beats just as faithfully and warm under velvet as it would under linsey wolsey, whose eyes, unblinded by wealth and fashion, are keen to see the man and not the position, and who is willing to exchange a few of the trappings that

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money can buy for good, honest love and respect, knows what she is about when she picks out her own particular Jack and refers him to papa. And papa makes the mistake of his life if he refuses his blessing for no other reason than because the suitor can not support Maud in the style in which she is accustomed to live.

There is, also, the other point of view, that if Maud's father has raised her with such luxurious tastes that she can not be happy on the income that an ordinarily successful man can offer her, it is nothing but common fairness for her fond and foolish parent to provide her with a dowry that will offset her demand for frills. That is one way around the question, and certainly it is quite as just as to expect the young man to be able to humor the unreasonable extravagance and wastefulness in which the daughters of so many rich parents are reared. As it is, the average worthy young man is apt to fight shy of the rich girl. The idea of breaking into a family where you are not desired because you are poor is not alluring, neither is it consoling to feel that your wife will be considered as a martyr for marrying you. The modern father must adopt a kinder attitude if he does not want to be left with a lot of old maid daughters on his hands. Dorothy Dix.

Charity is more than dropping a crust in the slot in the expectation of drawing out a three layer cake.

Some Facts About the Sunset Kingdom.

Written for the Tradesman.

In 1853 your countryman, Commodore Perry, whom we regard as the great apostle of Western civilization, knocked at the door of Japan. She was then asleep, but she heard his voice calling her to awake and she arose and welcomed him. This was the awakening of our nation—the Sunrise in the "Sunrise Kingdom." Ever since that time Japan has regarded America as her great benefactor, educator and example. Previous to that time only Chinese and Hollanders were admitted to our country; now her doors are open to all peoples.

The wonderful progress which has been made by Japan in the last fifty years is due to her adoption of Western civilization, its ideas and improvements. Europeans are wont to say that the civilization of Japan is but veneer—only skin-deep. This is not true. She has passed the third stage in her progress: First, importation; second, adoption; third, assimilation. Thirty years ago we had no railroads. When the first locomotives were imported it was necessary to employ American and German engineers to run them. Now our own men are competent to manage them. Our gunpowder was first imported from America; now we make our own, and it is the best on earth. If you don't believe it, ask the Russians. Thirty years ago we had no public schools; now our public school system is modeled after

those of America and Germany. Eighty-five per cent. of the children of school age attend school; 92 per cent. of the adults can read and write, and 100 per cent. of our men can fight.

The "little Jap" averages but two inches less in height than the men of America and our women average three inches less than your women.

Some people ask me: "Do you have ice cream in Japan? Do you have foot-ball?" and questions like that. I sometimes tell them to sit down and find out for themselves. If they read their own books and papers they will know all about it. Whatever you see here in the way of mechanical improvements, that we have in Japan, even to electric street cars and automobiles. If you should go into a school in Japan you would see yellow-skinned children with very black hair, and that would be the main difference between a school there and here. In my school days at home I sat on a seat made at Dayton, Ohio, and we had blackboards and other appurtenances. The school children eat peanuts and whisper when the teacher's back is turned.

Japan has about the same area as California and the climate resembles that State in many respects. We have some snow in the northern part, but nothing like the snowdrifts here to-day.

Should Russia win in the present war it would mean a turning back of Western progress and civilization. It would mean the supremacy of the Greek-Catholic religion, absolutism

and despotism in the East. Japan is not fighting for her own freedom alone.

It is said that Russia is a Christian country and Japan a heathen. Let us see: The constitution of Japan guarantees freedom of religious faith and free speech. She welcomes Christian missionaries and teachers. She acts like a Christian nation. Russia denies freedom of faith and speech, oppresses Christian Armenians and expels Jews. Her Christianity is only a profession.

As the United States has been the agent of Divine Providence to deliver Cuba, Puerto Rico and the Philippines from Spanish tyranny and lead them forward in civilization, so Japan deems it her duty to introduce Western civilization to Corea and China. She is now teaching them patriotism and lessons in military science. The Japanese school boy is taught to drill in the schools, and he loves it as well as base ball.

Buddhism and Brahmanism are still religions of Japan, yet she has 250,000 members of Christian churches, Seven colleges were established last year.

A Japanese in the United States had a sick friend in a hospital whom he wished to visit. Not knowing the English word for hospital he said: "Where sick man by and by all right again house?" This represented the speaker's difficulty in expressing his ideas, so the hearer often needed to supply the words desired to be used. Kiyo Sue Inui.

First Highest Award

The complete exhibit of the

Dayton Moneyweight Scales

at St. Louis World's Fair, 1904, received the

Highest Award and Gold Medal

from the jury of awards and their decision has been approved and sustained.

The Templeton Cheese Cutter

received the

Gold Medal—Highest and Only Award

The Grand Prize was awarded to our scales and cheese cutters as a store equipment in connection with the "Model Grocery Exhibit."

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.

Send a postal to Dep't "Y" for free booklet.

Manufactured by
Computing Scale Co., Dayton, Ohio.

Moneyweight Scale Co.
47 State St., Chicago

HARDWARE

The Greatest Question Before the Retail Trade.

While there has been a great deal said already, I think the largest part is yet untold. As retail dealers we find ourselves hampered by two kinds of catalogue competition.

First, is the catalogue house known as retailers, who send their catalogues broadcast just for the asking. This class of competition can be met only by the aid of the jobber, and I am sorry to say that but few have come to our assistance yet. The retail dealer is willing, and I believe will be glad to do the business for a small compensation if the jobber would but meet the catalogue price on such lines as are fully identified. The only hope in the past, and for the future, as well, to avoid this competition, is the special brands of jobbers and factories who do not permit their brands to be handled by illegitimate competition. This field has not been fully covered yet and we must handle some lines handled by this competition. There are a great many low grade goods handled by the catalogue house that are not furnished by the regular trade, and a great many dealers know but little of them. These goods ought to be handled by the regular hardware jobber; it supplies the retail dealer with unquestionable proof of like quality. There are but few sold, the effect can not be denied.

I hope I will not be misunderstood when I say that the only way to meet this competition is to make the price. As before stated, we must have the aid of our jobbers, and why this aid is withheld is something I can not understand. I am afraid the jobber does not understand our present danger. Inroads have been made upon us by this action on their part. I have quite often asked jobbers to make a price so I could meet this competition. In most cases the sad news would come back, "We do not pay any attention to this class of competition."

We might ask, where did the catalogue house come from? I am not finding fault with the jobber, it is his method of doing business. I believe he wants to be our friend if he only knew how. And if he will make us the price and furnish us the goods I, for one, will be willing to give him the middle of the road.

We often hear of cases where dealers secure orders by meeting catalogue competition and lose money by so doing. How many such deals will it take to finish a common everyday hardware man? If there is anything I dislike, it is to have a customer tell me he can buy goods cheaper than I can. I have done a great deal of advertising along this line of meeting catalogue competition in the way of catalogues and circulars.

I have always given the trade to

understand that I take no back seat for any competition. I have gone so far as to advertise that I make prices in my line on every market in the United States, in all cases will save the remittance, in some cases part of the freight, in others all the freight, money to accompany the order. Money to accompany the order should never be left out. By this advertising I have secured the business of some of the best catalogue customers; but am sorry to say, that in almost every case I lost money, except where I could coax a jobber to credit me back. A few jobbers will do this now; many will not. And if you make a fuss about it they will tell you, this is the retailer's fight.

We might compromise with the catalogue house by giving them our business. Some dealers do. But is not this a deplorable condition, playing traitor, going into the enemy's camp? I hope no dealer will be guilty of this again.

Catalogue houses are not to blame for being in business. We are to blame for permitting them to remain. If every dealer would do his part there would be a wonderful change. The method which the catalogue house has of doing business is easy. If they advertise a sewing machine for \$8.25, advertise one for \$7.65. I do this. That means \$5.90 at Chicago. Some might ask, where do you buy your machines? The factory is generally out where orders are most numerous. Be sure you have plenty of other good standard brands in stock. We should remember that catalogue houses sell very few of their low priced goods. This ought to be a good lesson for us.

Second, we have the catalogue house jobber. I believe I will be permitted to speak of this class of catalogue competition also. These people parade in our locality as jobbers, that is, if the dealer in that locality buys of them. In other localities where the dealer does not buy of them they are retailers, that is, they sell goods to the consumer at jobbing prices. This, I consider the most low, degrading competition with which we have to contend. This has been practiced in my territory for years. Where one house is satisfied, another is not, so there always seems to be one left to sell to the consumer.

A short time ago I took this matter up with one of these houses, which claims to be one of the largest jobbing houses of sporting goods in the world. I tried to get them to explain to me how they could be jobbers and retailers at the same time. I also told them I thought it very unfair for them to sell goods to the consumer at jobbing prices. Here is the reply which I received:

We are in receipt of yours of the 17th, and in reply would state that we can not find any trace on our books where you have any claims upon us, either one way or the other. If we have ever been favored with any orders, we fail to find any record of them on our books. It must be quite evident to you that you are assuming a great deal when you attempt to regulate our business when you are, in fact, an entire stranger,

and have not at any time seen fit to give us a dollar's worth of support. Until you can establish some claim that you may have upon us, we ask that you release us from any responsibility concerning the matter.

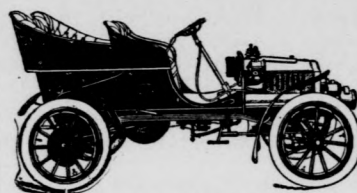
We feel that we are justified in saying to you that we have been in business for half a century, handling sporting goods exclusively. We make prices that are equal and in some respects perhaps better than those of any other concern handling the same lines of goods that we do, and just why we should not have at least a small portion of your support is something that is not clear to us, and under the circumstances we must ask that you permit us to continue our plan of conducting this business in the interests of those who have helped to establish and support it.

According to this letter we must believe that their business has been established by the consumer. If this be true, what claim have they upon the retailer and what claim have they that they are jobbers? How can any house become a jobber without the retailer? Do they not betray their trust when they retail?

There seem to be a great many of these concerns playing this two-handed game and are making the retailer considerable trouble. These cases ought to receive due consideration. It ought to be understood among retail dealers that when any jobber sells to the consumer he has no claim upon the retail dealer. Until we adopt this plan we will be imposed upon by this class of jobbers.

I might ask, how are we to meet this class of competition? As this is a question of great importance—

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

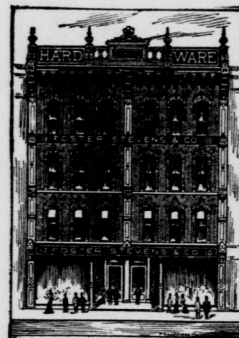
12 and 14 W. Bridge St., Grand Rapids, Mich.



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 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.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

GLASS

WINDOW GLASS
PLATE GLASS STORE FRONTS
BENT GLASS. Any Size or pattern.

If you are figuring on remodelling your store front, we can supply sketch for modern front.

Grand Rapids Glass & Bending Co.

Factory and warehouse, Kent & Newberry Sts.

GRAND RAPIDS, MICH.

meeting catalogue competition—I would suggest that we use every honorable means for classification of buying, jobber first, retailer next. No jobber must retail. If this can not be done and quantity of buying must rule, there is nothing left for us to do but to buy through our organization, as we are unable to meet this class of competition any other way. Our field of operations has been interfered with from time to time with unbusinesslike principles and now we ought to be prepared for a defense without mercy.

I want to say to every dealer, never buy of any jobber or manufacturer any brand that is sold to catalogue houses, department stores, or grocers, or to any one else, outside of the regular hardware trade. So far as possible, draw the line to the limit. Life is too short for us to introduce any brand for the benefit of one one else. M. A. Hargleroad.

India Ink Is a Secret.

With all their modern improvements and all their science, none of the advanced nations has been able to produce the equals of the Chinese and Japanese lacquers or India inks. Chemists, ink manufacturers and artists have tried for generations to discover the secret that enables the Chinese, with primitive processes, to produce these materials in such perfect form, but the secrets still are secrets.

The manufacture of India ink in particular has baffled all foreigners. It is made in China to-day practically as it was four generations ago, when Chen Ki Sonen invented the process.

The oil is pressed out of the seeds of a certain plant and then set to simmer, while the workman adds a mixture of powdered redwood, grated sandalwood and seeds of almonds and other powders.

After the simmering is ended the result is filtered and set aside for a long time to settle. Then it is put into tiny earthen dishes, each of which has a wick made out of a reed. A great quantity of these little dishes are set on bricks, and over each is placed a funnel-shaped clay cover. Then the wicks are lighted and the soot produced by the burning mass is caught on its inside.

This is so delicate an operation that the workmen watch the slightest change in the weather, for a small difference in temperature will make a big difference in the quality of the soot. The finest soot is prepared in rooms that are absolutely airtight. If there are any windows in them they are covered with paper pasted over them so as to close every crack in the walls.

Every little while the workman goes cautiously to a dish and dusts the gathered soot off with a feather. Although it is so soft and fine that it will float in the air, it still is not fine enough for the Chinamen. They put it through sieves, and only after it has passed through them is it considered fit for mixing with the liquid material that turns it into India ink. Nobody outside of the China-

men in the secret knows what this liquid substance is.

After it has been mixed it is kneaded for many hours, and then ground fine again in mortars, which stand in water baths so that there shall not be the slightest change in the temperature.

Then the stuff is shaped into the sticks that we know and is beaten with little hammers until each stick is perfect. After this the sticks are placed in wooden forms to harden. The forms have raised letters carved on them and these impress themselves on the sticks, making the trade-marks which are familiar to all users of India ink.

Even after the sticks are hard and apparently perfect the Chinaman is not satisfied. Each stick is wrapped with fine silk paper and then they are laid into a box. The spaces between them are filled with ashes obtained from rice straw. Every day the ashes are taken out and new ashes put in, until every bit of moisture has been extracted. Then the sticks are unwrapped again, brushed, rubbed and finally polished with a polisher made of agate.

After that the India ink is considered ready for market.

Value of China's Trade.

Commerce between the United States and China during ten months of 1904 shows a larger total, both in imports and exports, than in the corresponding months of any earlier year. Recent reports issued by the department of commerce and labor through its bureau of statistics place the total imports into the United States from China during the ten months ending with October, 1904, at \$23,993,324, which exceeds by more than \$3,000,000 the largest total in the corresponding period of any earlier year; and the exports from the United States to China in the ten months ending with October, 1904, at \$20,557,184, which exceeds by about \$500,000 the largest total in the corresponding period of any earlier year.

This is especially interesting in view of the fact that trade with China, particularly as relates to exports to that country, has been materially reduced during the past one or two years, due presumably to the hostilities in progress in that part of the world.

This increase in our exportations to China in the last few months seems to strengthen the belief expressed during the last year that the fall in exports to that country was temporary and due to the special conditions prevailing in that section of the world, and especially in the northern part of China which had been looked upon as the final destination of a large part of the merchandise from the United States.

Racial Characteristics.

As illustrating a difference in characteristics it is officially noted that twice as many people in Scotland as in Ireland choose to go to prison for minor offenses rather than pay a fine. In Ireland they pay the fine.

A Case With A Conscience



A Word About Brackets

Now, we'll admit we haven't always used this bracket we're showing.

Frankly, we didn't invent it; but as soon as we saw it we "cinched" it.

We couldn't stay in business if we didn't absorb the good things.

No man should think of buying a case without reading what follows.

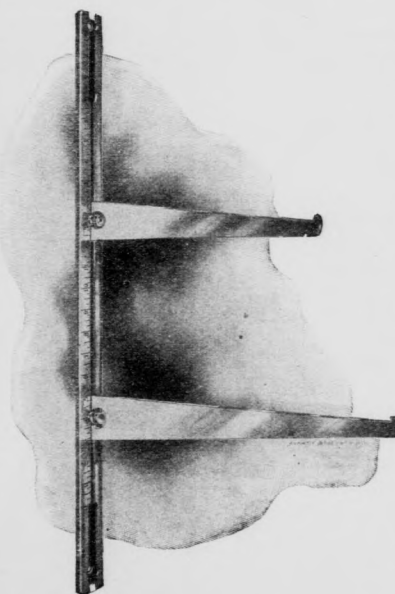
Then he will do as he likes, but we think we know what he'll like.

These brackets and standards are made entirely of wrought steel, heavily nickel plated. They can be removed from either end of the standard and can be adjusted with the fingers. The set screws can be fastened more securely by using a wire nail, and when fastened in this way the brackets are perfectly safe for any weight of goods.

The standards are ruled to quarter inches as shown in the illustration, making it very convenient to set the shelf at any desired height.

When glass shelves are used, the brackets are fitted with tight fitting steel rests. This prevents the shelves from sliding off from the brackets.

In shipment the brackets are packed in the base of the show case, the standards being in position inside the case all ready for use. We carry these brackets in stock in 6, 8, 10, 12, 14 and 16 inch lengths.



Grand Rapids Fixtures Co.

S. Ionia and
Bartlett Sts.

GRAND RAPIDS,
MICHIGAN

NEW YORK OFFICE:
724 Broadway

BOSTON OFFICE:
125 Summer St.

THE STORY OF HARRIS.

Was It Worth While To Succeed in His Way?

The way that Harris reached success is scarcely to be recommended as the proper one to the young man who is still drifting uncertainly without the gates that open only for the successful. It is merely an incident in the great world of commerce. But because it is a true incident, and because it is typical of business as it is conducted nowadays in certain circles, it has a place of its own in any "success" symposium.

The world is overloaded with the story of the upright young man, beginning at the foot of the ladder, working his way up through sheer integrity and honesty (always he is scrupulously honest) through each successive stage of a great firm's employ, until at last he sits, white whiskered and sacred, in the private office of the proprietor and rules his establishment with great justice and wisdom.

It is a good story that, a fine story for the young man beginning to work his way up on four per, and it has done its work. We know through this story that there are none but upright and honest men in the chief offices of our great firms. So we write and talk and print about our "prominent citizens," and are glad that they have all started in life as poor lads and, according to the reading matter that goes with their photos, worked up through sheer integrity, merit, honesty, etc.

It would be a bad world to live in were it not that we know the men who rise in the world are all honest, and just, and wise; for these men have much power, and it would not be pleasant to know this if we had suspicions as to their honesty. But it is well to know, also, that some of the men who rise in the world owe some of their progress to not scrupulous honesty.

There are always two sides to a question. The phrase is trite, but it has the saving grace of being true. The story of Harris, which is as far away from his right name as any can be, is the reverse of the "nice" success story. Harris is a big man with his firm now. Some day he will occupy the private office of the firm's president. He belongs to several clubs, helps to support a church or two and is eminently successful. Perhaps he is honest now, as honest and good as his writeups make him. But there was a time Harris was once a clerk. This was long ago, before fortune beamed graciously upon him and placed him in affluence. He was even the typical, hardup clerk of the comic papers, was Harris, because the salaries of the invoice department of Blank & Blank were never big, and Harris was only a minor bill clerk. His salary, if it is permissible to call it a salary, was then \$10 per week. His board bill was \$5.50. There was 60 cents to take out for car fare, \$1 for laundry, 90 cents for luncheon, and the munificent balance was all his own to buy clothes with

and disport himself gayly in the life of the metropolis.

There were times then when he was broke long before pay day. He had no set of rules of conduct as have had all the successful men from time immemorial. He laid by no stated sum each week. He was often late to work and he never cheerfully pursued his clerical duties into the far night, as have other great men. He was just a cheap, ill-paid clerk in those days, who not seldom was forced to the free lunch counter bill of fare to piece the week out and who even occasionally borrowed money without repaying it. This was Harris as he was when he drew \$10 per week from the invoice department of the house he will soon be the head of.

The story of his climb from then on should, according to tradition, be one long, steady grind of hard work, and of success finally coming where success was due. But this story is to be all true. Harris made little progress through work and conscientious effort. He did his work satisfactorily to the head of the invoice department, or he would not have held his job. He worked hard, because the invoice department of Blank & Blank is always short of help and it is up to the clerks thereof to work hard during the day or complete the day's work on their own time afterwards.

But no one noticed anything particularly conscientious about his work in those days. He was neither remarkable for his efficiency nor for his ability to shirk. He was much as the other clerks in the department. He managed to get his salary raised to \$12 a week at the end of the first year, because it was the custom of Blank & Blank to raise employees thus who were satisfactory. But at \$12 he stopped in his career of upward progress in the invoice department. Twelve dollars was the limit for clerks there. It was not that a man might not be worth more, agreed the head of the firm, but there was so much allotted as the

cost of getting the invoices out, and it called for clerks at \$12 a week as the limit.

Three years rolled away with Harris still at \$12 per week. Harris was ambitious, and he properly had the idea firmly fixed in his mind that if he remained long enough with the firm he would be given his chance to rise. He was right in this. His chance finally came. But it did not come along the channels that tradition has marked for the young man's chance of success to come. It did not come through the doing of an unusual amount of work; through an exhibition of unquestionable honesty; through exceptional fidelity to his firm. On the contrary, it came because the head clerk in the invoice department was scrupulously honest, and because Harris was not.

The business of Blank & Blank might have been in paints, oils and painters' supplies if it had not been in something entirely different. It was an old firm, established shortly after the civil war, and it stood then and stands to-day foremost of the firms of the city in the matter of credit and good reputation. It announces boldly that it makes one price to all and sells its goods strictly on merit. There was never suspicion of fraud or graft entertained

by any one in connection with the name of Blank & Blank.

Blank & Blank always did a large contracting business. Their contract department is the best equipped in the world. They are and always were ready and anxious to furnish estimates and bids on the cost of the material for painting anything from a woodshed to a town. Their salesmen are the best in the country, and they get contracts for furnishing the material for painting large buildings, plants and institutions in a way that bewilders their competitors. State institutions and similar establishments are the rich fish for which the contract salesmen angle most energetically and they get them.

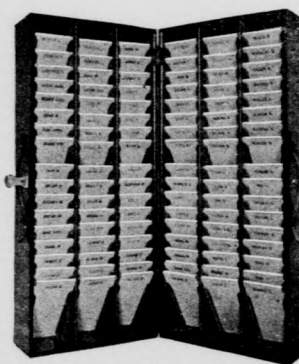
Perhaps—but suffice it to say that they get them. There might be a story in the manner of how they got the contract for furnishing materials for the painting of a large asylum in another state, but the contract department leaves no trace of its workings. Had the invoice department been as beautifully adjusted Harris might never have secured the opportunity to distinguish himself. But the latter department was new in the handling of such matters.

The man who was responsible for the contract for the materials was what is technically known as a

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



Pat. March 8, 1898, June 14, 1898, March 19, 1901.

It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.

Golden Essence of Corn

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

Karo

CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago

"hog." He was "seen" by the contract department when the awards were to be made, and, not satisfied with this, he wished to also bleed the state for which he was working. His invoice, properly, footed up to \$11,500. His instructions to Blank & Blank were to render him an invoice for \$19,500. Blank & Blank were to receive \$11,500, and it was to be paid in cash. The other \$8,000 of the complete invoice was—well, some one was to get it.

But there arose a difficulty when it came to rendering the false invoice. The invoice department, the order department, and the shipping department were not possessed of the fineness of the contracting and of the house. They quite simply got out the order, priced each item with its proper price, and checked it out thus. So when the order sheet came to the chief clerk of the invoice department for billing it footed up the vicarious figures, \$11,500.

The head clerk was an honest man and he knew nothing of the "special" conditions of this particular contract. He began to check prices and made the total footing of the order preparatory to giving it out to his clerks for invoicing. To him, while he was thus engaged and before any of the clerks had seen the sheet, came the Vice-President in a great flurry.

"Step into my private office, will you, Pearson?" he called to the chief clerk. "Bring that order sheet with you."

Once in the seclusion of his office, he went to the point with great directness.

"The terms under which this contract was secured, Pearson, are quite special," said he. "The asylum department of the State of—has a system of book-keeping of its own. Thus this contract is to be invoiced \$19,500. Change prices on various items so that the total will foot this figure. Bring the completed invoice to me for mailing. You understand, Pearson?"

But Pearson understood too well the significance of the "special" terms of the contract. It happened that Pearson was honest.

"I can't change those prices," he said to the Vice-President.

"You won't change them?"

"No. You may be able to get plenty of people to do this kind of work, Mr. Blank, but you can't get me to do it."

"Well, it means your position if you don't," was the harsh rejoinder. "Our chief clerk must be a man whom we—whom we can—trust."

Pearson went sullenly out, threw the order sheet on his desk and quit. Out from the Vice-President's office, where he had accidentally been behind a door where the conversation of Mr. Blank and the chief clerk was all plain to him, came Harris at Pearson's exit. He realized the sense of the Vice-President's words, and he realized further that the chance for him to gain favor with the big man had come. He beat Blank to the sheet by a few short steps.

"If you wish this invoiced, as you

told Pearson to, I'll do it," said Harris, going hot and cold at the risk he was running.

His employer looked him over. Then he turned abruptly. "Bring it to me instantly when completed," he said over his shoulder.

So it cost one state \$8,000 because the contract for painting the asylum fell in the hands of dishonest men. The \$8,000 was only an incident, however. The fact of great importance is that Harris was instantly made chief clerk. He was a man whom Blank & Blank could "trust."

His rise was rapid after that. As mentioned before, he will some day in the near future be President of the firm. What became of Pearson no one seems to have bothered to know. He is probably only a clerk still, while Harris is great.

But Harris has a queer, strained look in his eyes as if he did not sleep entirely well. William Fisher.

Recent Trade Changes in the Hoosier State.

Albany—N. Osborne & Co., retail milliners, have sold out to Barley & Co.

Bethlehem—G. W. Huffstetter is succeeded by D. M. Jessup in the general store business.

Bluffton—Chas. I. Root has discontinued his meat business.

Buena Vista—The Pioneer Milling Co. has incorporated with a capital stock of \$5,000.

Corydon—Rosenberger & Elbert succeed Wm. H. Rosenberger in the restaurant and confectionery business.

De Motto—J. L. Tyler will continue the drug business formerly conducted by J. L. Tyler & Co.

Fort Ritner—Hughes & Dodds, who formerly did a general store business, are succeeded by Dodds & Weaver.

Fort Wayne—The Superior Manufacturing Co., manufacturer of ladies' skirts, is going out of business.

Indianapolis—The Hub Manufacturing Co., manufacturer of hubs and spokes, has reduced its authorized capital stock to \$5,000.

Indianapolis—The Jos. Keller Co-operative Co. has incorporated under the new style of the Jos. Keller Dry Goods Co.

Indianapolis—The Robert Keller Co-operative Trading Co. will be succeeded by Robert Keller, individually, who will conduct a department store.

Indianapolis—Henry Techentin, of the firm of Techentin & Freiberg, retail harness dealers, is dead.

Laconia—T. F. Elbert, who formerly conducted a general store, has moved the stock to Corydon.

Metz—Waller & Gaskill will discontinue their general store business.

South Bend—Dell F. Beach has sold his interest in the firm of Beach & Losey, jewelers.

Ann Arbor—Wadhams, Ryan & Reule, dealers in clothing, hats, caps, etc., have changed their name to the Reule, Conlin & Fiegel Co.

Clarenceville—Eugene S. Grace is succeeded in the general store business by John Jackson.

Muskegon—Wagner & Spike are succeeded by Garrett Wagner, grocer.

Niles—Salisbury & Selfridge succeed Salisbury & Burns in the hardware business.

Saginaw—Mitts Benson, grocer, is succeeded by Schultz & Schroder.

Battle Creek—The creditors of the United States Food Co., manufacturer, have filed a petition in bankruptcy.

Sold Again.

An auctioneer had an intimate friend who frequently accompanied him to the auction rooms. On one occasion the friend indulged in his taste for mimicry, at the expense of the auctioneer, during a sale of horses conducted by the latter. "The first lot, gentlemen," said the auctioneer, "is a fine young horse."

"The first lot, gentlemen," echoed his friend, in precisely the same tone of voice, "is a fine young horse."

The auctioneer looked annoyed, but proceeded:

"What shall we say to begin with?"

"What shall we say to begin with?" replied the echo.

Still endeavoring to conceal his vexation the auctioneer called out, inquiringly:

"Five hundred dollars?"

"Five hundred dollars?" echoed his friend.

"Thank you, sir!" cried the auctioneer, bringing down the hammer; "the horse is yours."

The smooth man has a hard road ahead of him.

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

Convex and Flat

Sleigh Shoe Steel

Bob Runners

Cutter Shoes

Delivery Bobs

Cutters and Sleighs

Write for our prices.

Sherwood Hall Co.

Limited

Grand Rapids, Michigan



Superior Stock Food

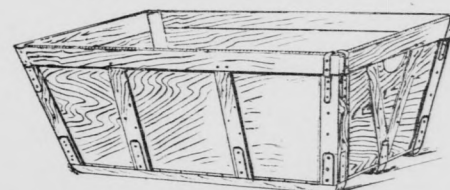
Superior to any other stock food on the market. Merchants can guarantee this stock food to fatten hogs better and in a shorter time than any other food known. It will also keep all other stock in fine condition. We want a merchant in every town to handle our stock food. Write to us.

Superior Stock Food Co., Limited

Plainwell, Mich.

The Wilcox Perfected Delivery Box

BUILT LIKE A BATTLE SHIP



They contain all the advantages of the best basket: square corners, easy to handle, fit nicely in your delivery wagon, no tipping over and spilling of goods, always neat and hold their shape. We guarantee one to outlast a dozen ordinary baskets. If your jobber doesn't handle them send your order direct to the factory.

Manufactured by Wilcox Brothers, Cadillac, Mich.

THE SAVINGS HABIT.

Success Is Difficult Unless It Is Acquired.

A young man who had been five years teller in one of the West's largest banks began to suffer physically from the close confinement. An opportunity came to him to travel for the bank, selling bonds. The chance for the necessary change of employment had come and there seemed no reason why he should not start at once, and yet he hesitated. Upon being asked the cause, he said, ruefully: "Well, it seems to me I ought to have at least \$50 to start on a trip like that, and I haven't 50 cents." And yet he was a young man of so-called "good habits," and had held a steady position on a fairly good salary for five years.

This is the secret of the failure and discontent of half of the young men—they do not save money. They are wishing all the time for a better position, instead of making the position they hold a good one, and they grow dissatisfied and grumble over the lack of chance and the uselessness of trying to do anything on so small a salary. They want to make money in a big way, they want to go West or East. They pull and try at the strings that bind them, fretting under the restraint of office routine, instead of doing the thing necessary to insure a better future.

The first lesson a man is given to learn when he enrolls in the school which qualifies for success is to put by part of his salary every week. The truest friend in times of adversity is the bank account and the surest foundation upon which to build a fortune is the accumulated savings of months and years. The habit of putting money away is reflex in its action. The money itself is a valuable accessory, and the quality of mind and character developed through this habit makes for ultimate success.

The man who can calmly pass by the tinsel and glitter of civilized life, whose money is not drawn from his pockets by every tinkling sound, is a man who will have small cause for complaint at the world's treatment. He will develop beyond the influence of trifles.

A man past 40 remarked: "If I only had a little money I could make a fortune out of this device."

He was sadly mistaken. The fact that he had reached 40 on a salaried position without having saved money was proof positive that he had not enough of resistance successfully to handle any kind of an enterprise. Sharper, shrewder people would get his money away from him, just as they had been getting it away from him for twenty years. When a man's ambition is not a stronger force with him than theaters, cigars, fancy ties, expensive boarding houses, slot machines, and such agencies, his life will be devoted to supporting parasites.

A man who can not withstand trivial temptations to spend money has not in him a stiff enough backbone to make a success of any venture. He could be turned aside from his un-

dertaking by the first bauble that caught his eye, like some infant enthralled with a toy balloon. The stores, the streets, the places of amusement, all furnish temptation to a young man to part with his money. If his ideal, the purpose within him, is not stronger than these outside inducements his salary will be frittered away on unnecessary expenditures, and his life will be a failure. It is the order of mind such a course of action indicates that spells failure, not the mere fact of being without money, although the possession of a small sum of money has often made ultimate success possible.

One of the greatest millionaires of our country lived, before he made his millions, on \$8 a week, and at a time when his income was \$10,000 a year. He saved all the rest of his salary for judicious investments. He had been a poor boy, accustomed to a frugal mode of life. He began his career in the city sweeping out a store for \$3.50 a week. Later he was advanced to \$7.50. The mode of living which he was obliged to adopt as a boy he considered quite good enough for later years, especially when he saw that by denying himself for awhile longer he might make the experiences and hard knocks he had gained count for more than a mere living. He might have argued that he was doing pretty well to earn \$10,000 a year, and that he deserved to enjoy it. But he preferred to use his earnings to make more money, that some day he might be able to dispense with a salaried position altogether. And this man had a wife, too, who was far-sighted enough to be willing to live on a small sum when it meant an easier road for both by and by.

Ready cash is the greatest moving force in the business world. It speaks with the loudest voice, and its possession represents business acumen. Of course, there are exceptions, in cases of inheritance, etc., but the exception only proves the rule.

Cornelius Vanderbilt worked day and night, saving every penny, until he had \$3,000, the nest egg about which gathered one of the largest fortunes ever amassed in America. The principles of thrift inculcated by those hard, self-denying years made him a great financier.

When George W. Childs was a boy, working for \$2 a week on the Philadelphia Ledger, he dreamed of some day owning the great building in which the paper was published. He got employment in a book store and put aside every cent not actually needed to keep soul and body together. Year after year he worked, until, little upon little, he saved nearly a thousand dollars. Then he boldly launched out for himself as a publisher. He was successful, and later was able to purchase the Ledger, and thus to fulfill the dream of his boyhood.

John Wanamaker earned his first money in a book store in Philadelphia, where he worked for \$1.20 a week, walking four miles to and from work each day. He saved most

of what he earned, and added to it in larger additions, as his wages increased, and upon this capital he built his gigantic fortune.

James A. Garfield taught school all winter at \$12 a month; out of that salary he was able to save \$48, which he spent at the rate of 31 cents a week, to support himself while studying at college.

All men who have amassed fortunes have worked for a purpose, and applied their earnings to the carrying out of this purpose. Not one of them had as easy a time making his money as the clerk, salesman, stenographer, or factory hand of to-day. They had hardships to endure, and trivial things could not entice their hard earned money away from them.

There are thousands of temptations to spend money, but, after all, these are but minor things which a wise man will put to one side.

Be thrifty. Earn all you can and save all you can, if you would get something more out of life than a mere living. Use your money to some purpose. Don't be like the foolish Indians who will pick hops all through the heat of the summer, and spend in a day their entire earnings for glass beads, while all the time winter is coming on, and no blankets and warm clothing are provided. Be economical, which does not mean to be stingy or miserly, but to administer well your income, your estate.

Prudence in expenditure is evidence of sanity, of right living, and right thinking. Men are to-day at a disadvantage compared with their fathers in this respect. The necessities and many of the luxuries come too easily. They live in the cities in hothouse comfort, and there is lacking a hardy development. In earlier days the cold winters of the North and the stony farms of the East produced men that counted because the battle for existence made them strong.

The greatest curse in the world to-day is debt, and this curse is fed and nourished by the great army of spenders who lay not up for the future, who accumulate no capital, who are but driftwood clogging the stream of progress.

A man should be with his business as the Arab with his horse; as the captain with his ship; as the ag-

riculturist with his farm; as the mother with her babe. He should be glad to sacrifice himself for it, and hardship for its sake should be no denial. He should love his business and keep his dates with it promptly. If he does this, he will plan for it, and save for it and it will become his life monument. Otherwise he will be a mere time killer, yawning over the slow passage of the hours.

What you possess to-day is evidence of what you did without yesterday.

A. S. Monroe.

Spiders That Sham Death.

An investigation has been carried out by an Australian scientist on the phenomenon of the sham death of spiders. Certain of the spiders, when their web is jarred or torn, always pull their legs under them and feign death. In this rigid condition they are readily overlooked and many times escape destruction on this account. A study of the behavior of these animals after the removal of certain portions of their nervous systems shows that the action is a reflex one. That is to say, the spider assumes the immobile conditions, not as the result of any intelligent action of an animal seeking to save itself, but as the result of the nature of its nervous system. The act is performed after the spider is decapitated.

It is probable, therefore, that this trick is not the result of intelligence, but is carried out because the animal is built that way and can not help himself. This, of course, may have absolutely no bearing on the "playing possum" of the higher animals, their action may be due to intelligent volition.

It takes some men a long time to discover their unimportance.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

Unless You Know

the superior quality of our

New Silver Leaf Flour

you should send us a trial order at once. It will not only increase your flour sales, but will help your general business by bringing new customers to your store.

Muskegon Milling Co.

Muskegon, Mich.

Trapping Ghosts Is Novel Way of Making a Living.

One of the strangest ways yet on record of making a living has been followed for the last few years by a man who owns a bit of ground in Eastern Pennsylvania. He is an ex-deputy sheriff, and he still pursues his calling of running people down, only that instead of hunting the usual order of criminals he now spends his time in rounding up ghosts.

"Do I believe in ghosts?" said this man, who is a tall, hollow chested individual, gaunt and loose limbed, with piercing black eyes, and an enormous bony chin. "Well, I should say so, with all my heart. That is, I believe in their flesh and blood reality enough to know that there is money to be got out of them. The fact that I own this little place free of mortgage is not due to the income that I have been able to get out of it, but to the fact that it happens to be in a country that is literally infested with 'spooks.' The farmhouses, country places and public houses scattered through here, which are deserted through half the year and sometimes for years together, so often become 'haunted' that they scare caretakers and tenants until often the matter gets to be serious to the owners.

"I took up the business quite by accident. The owner of a large lonely place in the mountains, a few miles from here, died and there was a lawsuit about the will, which kept it unoccupied. It stood for two or three years, stripped of its furniture and without care. After the suit was settled, the nephew who inherited it put in a caretaker. He only stayed one night, for at 2 o'clock in the morning he was terrified to hear a heavy chain being dragged along the halls and stairways. Others followed him, and one even stayed a week, but a groaning sound right in his bedroom sent him flying in only half of his clothes to the nearest cottage he could find. It was then the advertisement appeared that drew my attention. It read:

"The owner of Rutland Grange on the Ralston road will give a reward of \$200 to anyone who will reside in that house and solve the mystery of its being 'haunted.'"

"I went to the house and did not find much trouble in solving the riddle. The place had once been well stocked with game, and now the deserted grounds were running over with game of all kinds. It had escaped trespassers evidently, until lately, but investigation showed that numbers of fresh snares and traps had been set. 'Poachers' evidently was the meaning of the mystery. I got two men and posted them among the bushes.

"At 11 o'clock at night I went to the room where I was to sleep, and kept the lamp alight for half an hour, extinguished it, and crept out of the house. At half past 12 o'clock I heard footsteps, and a man came along carrying what looked like a long pole. He got on a wall, hoisted the 'pole'—really a long tin tube—so that its mouth went into the open

window of the room where he thought I was asleep, and then began to groan through it. But it was a loud yell he gave when I seized him firmly by the ankles.

"Well, I sat on my man and blew a whistle, when up came my assistants, with another whom they had taken while he was in the act of visiting the traps, calmly smoking a pipe. The pair had just started in to make a good thing out of the place, and had laid in a perfect store of chains, white sheets, phosphorus, and other things, at the top of the house, with which they had been frightening away the successive caretakers.

"The job brought me not only the \$200 but a fresh commission. This time a summer hotel that was left with a small force during the winter months was haunted. The servants were being terribly frightened by mysterious knockings that were heard now and then at night. Going to the hotel, I went to bed upon the ground floor, but had to wait two or three nights before the mysterious sounds were heard.

"One night after we had been having heavy rains all day, the knocking began right underneath my room. With the heavy stick that I carried I knocked back. Nothing happened except that the signals, instead of stopping for the time, as I had supposed they might, kept up the same as before. Getting tired of answering knocks I got up and dressed and finally took up a board in the floor. The first thing that I discovered was water, and as the hotel overhung a river I roughly guessed at the cause of the ghostly sounds.

"Waiting until daybreak, with help I took up the flooring and found that a small bay, long forgotten, but once used for storing boats, ran back under the house. In this was floating an empty mineral water crate. There was a lock in the river below the hotel, and every night when the lock gates were shut the river rose. The previous evening there had also been much wind and rain, so that the water got high enough for the crate to bump against the floor, thus producing the noises. There had been many rains and much high water that spring, and this had been the cause of all the mystery.

"This account, like the first, got into the papers, and soon I had more work. I won't take all my cases of 'ghost laying,' but will pick out one or two. There was a country place that for a long time was avoided because it got the reputation of having a specter. Within a week I saw it twice, gliding about the grounds, but it was too nimble for me to catch. Then I put on a white cloak myself and tried haunting the ghost. This ruse succeeded in frightening the apparition, as, when we met face to face one night, it was the other ghost that fled. Who the fellow was I should have never heard, probably, as he was so fleet that I could not overtake him, only that in his flight somewhere he fell and hurt his leg, and when he consulted the doctor the whole story

came out. He was a neighboring farmer who wanted to get hold of the adjoining property, and hoped by giving it the reputation of being haunted to depreciate the value enough to buy it at a low price.

"On another occasion in the garden of a big farmhouse 'to rent,' I rushed into the ghost who had been seen there, and he made off. In the darkness I lost sight of him and he fell over something and I shouted: 'Keep still, you've upset a beehive. Keep your head covered or you'll be stung to death.' And there he lay perfectly motionless until I came up with him, and he found that he had only upset a wheelbarrow.

"He was simply a practical joker, and in most of the cases which I have

unearthed where it was not somebody who had something to gain by playing ghost it was usually somebody who was enjoying himself by playing on the fears and credulity of others. I had one tragic case of specter stalking which was the result of a man's habit of practical joking. He had been playing upon the imagination of his brother and the night that I had arrived he had leaped out on him from ambush, and the brother had dropped dead from fright."

B. E. Clarke.

First deacon—I wonder why it is that we have so many pennies in the collection?

Second deacon—The only reason I know of is because we have no smaller coins.

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again.

We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

GOLDEN REWARDS.

Fields of Opportunity Now Open to Electrical Experts.

Some time ago a good deal of interest was aroused in local electrical engineering circles when a fond father appeared at a meeting to ask advice relative to his choice of electrical engineering as a vocation for his son. The basis of the father's choice was the boy's aptness in the use of tools. The lad was only 9 years old!

The absurdity of the father's premature anxiety was illustrated at once when a professor of electrical engineering in a Chicago school arose and told of the experience of one of his former students who had long reached his own elective age. This student had come to Chicago determined upon becoming an electrical engineer, but after a few weeks had been shown the error of his choice, and at the present moment he is a promising student in a theological seminary!

Yet the field of electrical engineering is offering more to the young man to-day than ever it offered before and when its prospects are compared with the worldly opportunities in so many other lines of endeavor, it is the most inviting within the scope of engineering. But in the light of this fact, the instructors in the universities and technical schools are entering protest against the extreme youth of hundreds of those in the student body.

"Give me a class of men," insists a well known professor of electrical engineering. "That old simile of taking the child mind when it is like soft mortar and then making the lasting impression upon it has been exploded by modern methods. There is nothing teachable that the average adult mind will not grasp quicker and better than the average juvenile mind. Occasionally I hear a man say: 'Well, I don't know why it is, but when I was a youngster in school it was no trouble for me to learn, while now everything seems to come much harder.' The truth is that the adult is learning faster than he ever did in his life, and yet is not satisfied with the pace. In his youth he was willing to learn by rote and to be satisfied with parrotlike repetitions of statements that might have been all theory; in his maturity he is after facts, and nothing but facts will satisfy him."

This speech has marked bearings upon the condition of the young man who may feel that he has made a wrong move in life, and who may be considering the possibilities of success in electrical engineering. This is the speech of the new professor of instruction. It is suggestive of the newer education, where education is for the willing and the deserving rather than for the children of fortune. It is the spirit of protest against the dawdling day classes in institutions where parents may have chosen careers for their sons, and it is in the same breath the expression of sympathy and fellowship for the night classes, where earnest man-

hood is grappling with a new future for usefulness and accomplishment.

It was to one of these instructors a few years ago that a Detroit patternmaker came, leaving behind him the salary of \$100 a month, which was all that he might hope to derive from the position and the work. His employers had objected to his leaving them, saying that they were paying him more money than they had ever paid before for the work. His answer was that still it was not money enough for him; that he was going to prepare for something better.

He came to Chicago and took up electrical engineering. He admitted to his instructor that it was a hard row to hoe, giving up a salary of \$100 a month and taking up a work where he had to spend nearly as much instead. But he was in earnest and he remained two years in the Chicago school. One day a telegram came to him from his old employers, asking that he meet them at a downtown hotel the next evening. He went and when the consultation was ended he had been re-employed by the house at a salary of \$4,000 a year. It was rather late in life, but this man had "found himself" unmistakably. He took the true road to his success, however, in that he discovered his tastes and his talents for engineering and followed them rather than sitting down and making his "choice" of a livelihood out of hand. The argument will be made by the electrical engineer that the candidate for the work must first of all be an engineer in capacity, after which he can become an electrician; the mere electrician is a cripple in the race.

To the expert in these days there is a certain sense of absurdity in the way the word "engineer" has been used and abused. To the average reader the term "mechanical engineer" is connected with the work of a mere machinist in steam engineering, when in reality it is a general term covering steam, civil, electrical, mining, agricultural and chemical engineering.

Not long ago in Chicago an occasion arose in which a dozen electrical engineers were called together. In conversation among themselves it developed that every man of the group had been graduated from college with the degree of bachelor of science and afterward had gone back to special schools for his electrical engineering. Long ago the degree "B. S." passed into the realms of the unmeaning. That degree belonged to the age of education when all instruction was theory, and it has no place in the present, when all instruction is practice. To-day, for the young man taking up electrical engineering, for instance, there is no theory.

Taking up the work as he should, he will consider every basic principle of it. A few years ago a night school in Chicago decided to give special courses in street railway and lighting branches. It was discovered at once that the branch instruction prompted

the student to pass by the basic course and devote himself to the specialty, and in consequence the special work was dropped from the course.

The night school in Chicago technological courses has come to be an institution outclassing the corresponding day classes in many respects. Frequently there may be 200 in a day class and 1,200 in the night classes. Many of those in night engineering classes are carrying on their day work unimpeded by the study. In one school there is a group of motormen from a street railway, and the instructor finds them among his brightest students; they are practical in every way and from their work they get just enough exercise to keep them in good physical condition at all times. Time and again it has been the experience of the theorist before these night classes that he has been pulled to pieces at the mere threshold of an evening.

It is through the night school that the belated ones seeking electrical engineering science may hope to achieve their ambitions. In the better schools both class and laboratory work are equally available and at terms within reach of the person earning fair compensation during the day. In the mere application to a school for matriculation, the ambitious one may gain benefits through the advice of an instructor whose heart may be in his work. Men apply for admission to classes in electrical engineering who are unable to drive a nail with a hammer. It is not so much that an electrical engineer should know how to drive nails or temper a cold chisel, but it is pretty well settled that the adult who has not some adaptability in handling tools has not the qualifications necessary to become a competent electrical engineer.

The night school has its decided advantages in many cases. It has been argued for and against whether it be profitable for a man to take a year in school, then a year in the shop, and another year in the school. A Chicago authority is expressly opposed to the scheme, advising always against the student's leaving the school for the shop. He argues that it is too hard for an active man to leave a shop where he has been earning something and go back to the more or less impracticable school work that is not counting for anything materially in the world's accomplishments.

The necessity for the proper grounding in English, however, can not be overemphasized. The rock on which so many otherwise competent electrical engineers are grounding is that stubborn shoal of inefficient English. A meeting of electrical engineers anywhere will demonstrate this lack of the mastery of English, even to the extent of their verbs failing to agree with their subjects in all respects. The electrical engineer will have fixed upon him always the burden of making reports to superior officers in a great establishment. The men who will receive these reports in the natural order of things are

men whose time is valuable not only from a salary point of view but from the natural pressure of other work. Under these conditions the engineer who can come in, make his clear, convincing report upon something that is done or to be done, or that might profitably be done, is the man who will succeed in the position.

Looking over some of the successes in the electrical field in Chicago and over some of the possibilities of the future toward the perfecting of the science, an authority has said:

"A few years more will see the development of a third and better prepared generation of electrical experts, and it is safe to say that they will be the result of a combination of a practical training, thoroughly mixed with a theoretical education." The authority admits that much of the knowledge in the field to-day has been acquired in the school of "hard knocks," yet out of 100 men who are at the top of the electrical engineer's art in Chicago at this time, he has prepared a striking list bearing upon their ages and their salaries.

The average age of these men is 33½ years, the extreme running from 27 years to 45 years, and indicating that the business is in charge of young men. At 27 years old the young man is worth \$2,170 a year, increasing until at 38 years old, the average salary is \$4,000. In groups, five of the 100 men have salaries of more than \$10,000 a year; nine have incomes between \$5,000 and \$10,000, sixty-six have incomes between \$2,400 and \$5,000; and twenty have incomes under \$2,400. With these 100 men selected the tabulator says that at least 100 more in Chicago will average quite as high, thus giving 200 men to Chicago in electrical engineering with salaries averaging \$3,440 annually.

The fields of opportunity now open to the electrical expert in their order have been suggested as electric railway work, telephony, transmission, electro-chemistry, power applications, lighting developments, manufacturing, central station work, and consulting engineering.

Hollis W. Field.

Cigar Store Trust Joins Forces With Tabard Inn Co.

A novel premium scheme has been adopted by the United Cigar Stores Co. in connection with the Tabard Inn Library. In exchange for fifty of its certificates, the company gives a subscription to the library. The subscription is valued at \$1.50, and it gives to the holder, according to the well-known Tabard system, one book, which may be exchanged on payment of 5 cents at any of the library's numerous booths. In this case the books will be exchangeable at a number of the United stores, as well as at the regular booths, and the company hopes thus to attract many desirable customers.

This is not the only world that is callous to the man who goes around looking for a chance to put his feelings under the other fellow's feet.

Recent Business Changes in the
Buckeye State.

Bellevue — McLaughlin & Bierbricken have sold their flour mill business to the W. H. Gardner Grain Co.

Cincinnati—The Enterprise Hardware Co. is succeeded by a partnership which will conduct a retail business under the same style.

Cincinnati — Fried & Rutowitz, men's furnisners, are succeeded by R. Rutowitz.

Cincinnati—The Grossman & Hooe Saddlery Co. has formed a corporation under the same style.

Cincinnati—The business of Kleine, Klonne & Co., importers and jobbers of woollens, will be continued under the style of Klonne & Schulte.

Cincinnati—The business of C. E. Littell, manufacturer of porch columns, will be conducted under the new style of the C. E. Littell Co.

Cincinnati — The Globe Brass Works succeeds M. T. McDonald, brass founder.

Cincinnati—Waldman, Hoffman & Co., retailers of wall paper, have dissolved partnership and are succeeded in business by A. W. Waldman.

Cincinnati—The business of the Weatherhead Pharmacy will be continued by the Weatherhead Pharmacy Co.

Circleville—O. S. Howard will continue the furniture business formerly conducted by E. L. Howard & Bro.

Cleveland—Stein & Forney are succeeded by W. F. Walters & Co., who will carry a line of cloaks and suits.

Cuyahoga Falls—The L. W. Loomis Hardware Co. has sustained a loss on its stock by fire.

Dayton—Elder & Johnson, dealers in dry goods and notions, have formed a corporation under the same style.

Fredericksburg — H. C. Barnes, dealer in implements, is succeeded by C. F. Rumbaugh.

Liberty—D. Swartzel is succeeded by J. E. Clem, retail grocer.

Lima—Horner & Sons, grocers and meat dealers, have sold out their business.

Lima—The J. Swan Co., machinist, has changed its style to the Lima Gas Engine Co.

Prospect—Wottring Bros., who did a planing mill business, are succeeded by the Prospect Lumber Co.

Van Wert—J. F. Sidle & Son, dealers in furniture and musical instruments, are succeeded by Sidle, Bonewitz & Needler.

Vickery—J. M. Hamilton will be succeeded by Hamilton & Dise in the implement business.

Warren—The Warren Furniture & Fixture Co. has changed its name to the King Furniture Co.

Wengerlau—C. D. Yount is succeeded in the general store business by Alonzo Gray.

West Lafayette—Burt Bros. are succeeded by Bell & McClain in the general store business.

Cleveland—A petition in bankruptcy has been filed by the creditors of the Cleveland Dry Goods Co. and a receiver has been appointed.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
126	4	1 1/2	6	10
135	4 1/4	1 1/2	5	10
154	4 1/2	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/2	6	12
265	3 1/2	1 1/2	5	12
264	3 3/4	1 1/2	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	15 00			
Garden	33 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow	60			
Chain				
1/4 in 5-16 in. 3/8 in. 1/2 in.				
Common	7 c.	8 c.	6 c.	4 1/2 c.
BB	8 1/2 c.	7 1/2 c.	6 1/4 c.	6 c.
BBB	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/2 c.
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List	12 13 14 15 16 17			
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3	dis 60 & 10			
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
Horse Nails				
Au Sable	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japaned Tinware	30 & 10			

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd. No. 24-27	10 80
"B" Wood's pat. plan'd. No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 15 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	50
2 advance	50
Fine 3 advance	15
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
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
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
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Wright	80-10
Screw Nyes	80-10
Hooks	80-10
Gate Hooks and Nyes	80-10
Wrenches	
Baxter's Adjustable, Nickel	20
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	56
8 gal. each	70
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, ball, per doz	85
1 gal. fireproof ball, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	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.	
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, CVrimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—The dress goods market has during the past week experienced no changes of importance. Business is reported to be, on the whole, quite satisfactory and little more can be expected at this time, when the lightweight season is drawing to a close and a new heavyweight season to be inaugurated in the course of three or four weeks. The general opinion is that the new lines will begin to be shown about the middle of next month. Panama cloths and mohairs retain their popularity and are the largest sellers. The thin, sheer fabric has been immensely popular during the past season.

Mercerized Goods—There has been a great deal of speculation as to the ultimate position of mercerized goods. Much has been said and written regarding these fabrics, telling in some cases of the great volume of orders placed upon them and at other times cases have been remarked of where certain clothiers have unequivocally stated that they would not, under any conditions, make use of any mercerized fabrics or any other cloths which contained cotton. That is, in cases where the cotton was on the face of the cloth, as in mercerized worsteds, they would deny them, and cloths which by an acid or other test showed carded cotton they would not accept. So here in the first case we find one class of buyers placing large orders and another class absolutely refusing to place any orders on mercerized goods. But to-day we find many cases showing a change of heart. The mercerized goods still have their friends of the first class, but the list has been added to because of many of the buyers in the second class swinging over and joining the first purchasers of cloths cheapened in price by the use of mercerized cotton.

Ginghams—Under the influence of strong buying in the jobbing markets interest in ginghams has been general. The sales in the primary market of standard staple ginghams in checks, stripes and conventional designs indicate that the secondary markets are but sparingly supplied for the spring trade. It is the selling agents' belief that for the coming fortnight, or through to the middle of March, business on ginghams for spot delivery will show a steady increase and that the spring totals will show business to be of equal volume with last year. Prices are being maintained as it is not the policy of mills to cater for trade by sacrificing profits. The mills that are well sold are not obliged to book additional business in order to come out successfully and the mills that are in a position to take more orders can not accept them at prices below the present market. Fine dress ginghams are reported as being in strong de-

mand in the jobbing market and this has caused them to be called for during the week for immediate delivery to keep up their stocks for the balance of the spring season.

White Goods—Fancy sheer fabrics in point of sales hold the center of the stage. These goods are held at full value and, as the general market is firm, buyers have no way of evading the payment of the prices demanded. Goods in large figured patterns have come into prominence, and are stated as being called for in nearly every order now being received. Staples, such as India linons, French and Persian lawns and goods of similar style are not selling with as much strength as earlier in the season. This is due to the fact that buyers took larger supplies of these goods on initial order than they did of the fancy and novelty offerings.

Cotton Underwear—Orders for fleeces and ribs continue to be placed in a small way. It is surprising that the season continues to drag along as it does, without embarrassing either the knitter or the jobber. It seems certain that more or less difficulty will be experienced with deliveries, especially with duplicate goods, and it is safe to say that when the lightweight goods are placed many mills will be obliged to cut off a good deal of old business that they may have on hand. On standard 12 and 13 pound fleeces the basis continues to be \$3.25. Knitters are working to make all duplicate business on the basis of \$3.37½ and there is a good chance of this being done. The majority of initial orders on standard lines have been placed and perhaps the volume of business on lines below standard fleeces exceeds the amount of business done in the first grade. There is still, nevertheless, much business to be done before all mills are sold up, and if jobbers so desire it they can sell up the mills in the course of only a short time.

Woolen and Worsted Underwear—Woolen, worsted and merino underwear knitters have experienced a very heavy business thus far this season, although prices have been somewhat against the efforts towards profit taking. Many lines have been withdrawn through overselling and many others are very nearly sold up. Merino lines are the leaders in heavy underwear, especially in lines that contain from 40 to 60 per cent. of wool.

Cotton Hosiery—Hosiery in all cotton grades is growing in a stronger position as the season advances. In half and full lengths, in goods retailing from 25 cents and upwards, the bulk of the business has been done. Many mills are running on lightweights and will do so from January to January. In full length hosiery much business is being done in lace effects. From all appearances the public are about to create another fad of no short duration. Embroidered goods are not taking as strongly as previously. Tans continue to hold their own. The best sellers are plain lises and lises with

A GOOD STOCK



of soft hats always proves to be a good investment. We are at present showing a very complete assortment for the spring and summer trade. Prices range as follows:

Men's soft hats, medium width brim, @ \$2.25 per dozen.

Men's cowboy style @ \$4.50, \$6.00, \$7.50 and \$9.00 per dozen.

Men's soft hats, both high and medium crowns, in black, brown, pearl, navy pearl and side nutria @ \$4.50 per dozen.

Boys' soft hats, black or browns, @ \$4.25 per dozen.

Men's soft hats in black or browns @ \$9.00, \$12.00 and \$18.00 per dozen.

We also have a fine assortment of caps for spring trade @ \$2.25, \$4.50 and \$9.00 per dozen.

Place your order now while the assortment is complete.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.

Hats and Caps



A big line of Boys' and Men's Hats and Caps for spring delivery.

Men's Felt and Wool Hats from \$4.50 to \$18.00.

Boys' Felt and Wool hats from \$2.25 to \$4.50.

Men's Caps from \$2.25 to \$4.50.

Boys' Caps from \$2.25 to \$4.50.

Also a large line of Men's, Ladies', Boys' and Girls' Straw Hats at from 45c to \$9.00 the dozen.

Try a few of our numbers and be convinced that they are right.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Egyptian soles or feet. Split foot effects are improving.

Worsted and Woolen Hosiery—Worsted and woolen hosiery has as a rule been sold up. Knitters are busy on first orders and are not anxious for further business at the prevailing rates. A general advance is looked for on duplicate orders.

Eiderdowns and Stockinettes—Mills running on flat goods for the cutting-up and manufacturing trade are busy as a rule. On stockinettes the principal buyers have been the rubber shoe trade and manufacturers of beach jackets. Heavy stockinettes, napped to resemble wool skins, are being made for the jacket trade as well. Manufacturers of flat goods of all kinds have been unable to get any higher prices for their goods than they did last season, and consequently they have been compelled to cheapen their product. Eiderdown makers are very busy and a very active and prosperous season is looked for. Many mills are making their goods into garments and selling direct to the retail trade.

Sweaters and Jackets—The numerous sweater and jacket mills throughout the country are very active. Plenty of orders have been booked, but the prices obtained have been very unsatisfactory. Woolen sweaters are about on a par with worsted goods, while woolen jackets are more active than those made of worsted.

Carpets—A very much better tone has been imparted by the quite general advance in price which has been announced by many of the prominent weavers during the last two or three weeks. But as far as immediate pecuniary benefit is concerned the increase in prices exercises but little effect. A large part of the spring season business has been placed or will have been placed by the time the new schedules go into effect, the date of most of the new prices being February 15. The immediate benefit of the higher prices has been to increase the amount of business under the old schedules, by hastening the placing of additional orders and reorders. When it becomes apparent that prices were to be quite generally advanced, many buyers concluded to cover their needs as far as practicable before February 15. Such action has generally improved the position of the mills making three-quarters goods. Many lines are reported as already sold up for the season, and most of the mills have enough orders to keep their plants running for some time to come. It will probably develop, however, after the new schedules are in effect, that duplicate orders can be placed on some lines which have been repored as sold up. Instances like the following have come to our notice within recent days: A jobber would send in a reorder of several lines of carpets. Reply would be received that certain lines could not be supplied. A little investigation would result in the jobber learning that if he would take twenty-five rolls of the specified line instead, say of five, his order would be accepted and an early delivery be made which certainly in-

dicates that the mill in question had idle looms. On the other hand, such incidents indicate that the mills are so comfortably supplied with orders as to be a little independent, and not eager to accept new business, unless the orders are large enough to take up the entire output of a loom. This also is directly in line with what has been said previously in this column concerning the conservative attitude of the mills this season, that they are running very closely to orders received and are allowing little surplus to accumulate.

Increasing the Value of Gems.

"Skinning a pearl" is a phrase which may appear to the lay reader as a misprint. "Skinning" the purchaser of a pearl is as old as the lapidary's art; that the pearl itself may be "skinned," sometimes to the effect of multiplying its former face value several times over, may be a revelation.

The pearl is constituted along the general lines of the Spanish onion. Its origin is supposed to be due to the introduction of certain irritating foreign matter in the shell of the oyster or of the mussel, and its formation is supposed to depend upon the creature's covering the offending substance with the layer like secretions which make the substance and the beauty of the pearl.

In at least one respect the pearl stands alone in the category of precious stones. At the moment it is picked from the shell the discoverer looks upon it to recognize the greatest beauty and value of the pearl. The lapidary is not looked to for its perfection, as in the case of one who may pick up a diamond in the rough, or a ruby, or a sapphire. The beauty of these stones is created by the lapidary; in the case of the pearl the lapidary is disposed to regard the oyster as the better judge of its perfections. Only now and then does the lapidary disagree with nature and suggest the "skinning" of the gem.

There is only one man in Chicago who attempts this work—at the risk of the pearl owner. As to how he does it one might as well ask the sphinx. But for the adventurous owner of the pearl, the charge ranges from \$7.50 to \$12, and the other day, after paying \$7.50 for this work, the owner of a pearl cleared just \$192.50 by the transaction.

It was a pearl set in a ring and the owner was willing to sell the pearl if he could get within a few dollars of the amount he had paid for it. He took it to a friend who is at the head of the diamond and pearl department in a jewelry store.

"We don't want the pearl," said the expert; "I can show you one in the case here that we will sell you for \$50, yet I wouldn't trade it for yours. If I were you I'd risk having it 'skinned.'"

Explanations followed and the friend took the risk. Three days later he called to learn of the success of the operation and was offered \$250 for the skinned pearl, after the fee

of \$7.50 had been paid. The gem was only slightly smaller, but an indentation that was in the original was gone; the pearl was beautifully rounded and a spot brighter than the rest of the stone that had marred its original surface had disappeared altogether.

Ordinarily in the pearl markets the gem is regarded for the perfection indicated as it comes from the shell. The dealer, as a rule, does not bank upon the perfecting of it by the skinning process. But occasionally a pearl of considerable size is not round, and yet in luster is promising. These "button" pearls are bought cheaply enough for the buyer occasionally to risk "skinning." And not infrequently the worker is rewarded richly.

Isadore Levy.

Women Better Witnesses.

"For purposes of identification women are better and more reliable witnesses than men," declared a prominent lawyer. "In anything pertaining to dress or personal appearance women are much more observant than the sterner sex and that makes them especially valuable as witnesses in cases which hinge on a point of identity. The average man, if he was suddenly questioned on the subject, could hardly tell the color

of his best friend's eyes, his favorite style of neckwear, whether he had any peculiarity in the conformation of his teeth or be sure of any of the hundred and one little details of individuality that a woman would notice at a glance. Men don't see those things, but the feminine eye seizes on them instantly. Woman's proclivity for making a mental photograph of her neighbor's attire and appearance in one peep has been a favorite subject of jest, but it has often helped lawyers out of difficult situations. I never had a woman witness go wrong on a question of identity, while on the other hand I've known dozens of men to go up in the air in attempting to describe people whose appearance and characteristics they ought to have been perfectly familiar with."

Knows His Business.

She—Don't you think a man ought to say what he thinks to his wife?

He—Generally, perhaps, but when I think a young woman is particularly attractive I find it better not to say so to my wife. Why should I breed ill-feeling between two women?

Some political candidates own themselves—but they are rare.

The Latest in Style



The
Most Comfortable
In Design
and
The Best in Value

Retailing at One Dollar

PURITAN CORSET CO.

KALAMAZOO, MICH.

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE.
No E 90 AS SHOWN 24 LBS.
No T 90 WITH TIN SCOOP.
No 92 1/2 BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.



Michigan Knights of the Grip.
President, Geo. H. Randall, Bay City;
Secretary, Chas. J. Lewis, Flint; Treas-
urer, W. V. Gawley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, De-
troit; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, S. H. Simmons; Se-
cretary and Treasurer, O. F. Jackson.

Pertinent Pointers on How To Handle Customers.

While in Ohio last week the editor of the Tradesman ran across a man who was sending out instructions to his salesmen in the line of store specialties. While the specific advice is not directly applicable to all lines of trade, the hints and comparisons are so suggestive that the Tradesman is inclined to reproduce the instructions entire:

At the outset the writer desires it understood that in what he shall say in the following pages he does not assume that he knows it all. As manager of the business he has learned many things by experience which he is glad to give you the benefit of, knowing that your success means the success of the company. We can all learn something from others and the person who is so wise that he never learns anything more never will succeed in anything he undertakes. We take it that before you read this and you are in possession of your samples and price list and, if so, the first thing to do is to look over your samples, check them up, mark them with your cost mark in cipher, so that you will know the prices readily without having to refer to your price list. Don't refer to your price list in the presence of a customer, but have articles so marked that you can tell at a glance what the price is. After a while you will come to know the prices without looking at the marks. This gives out the impression that you know your business, which always pleases a business man. Read your price list through and through and then read it through again. Every reading will disclose some new point you overlooked before. We ask you to do this because it will familiarize you with the business. "Knowledge is power," and it is the knowledge of your line that will give you power to sell it. Instead of reading a newspaper or novel on the train, read your price list. When you are familiar with prices and the various articles, you will need to study the several articles and figure out to what uses they can be put; who can use this particular design of calendar; what particular line of trade this novelty will appeal to, etc. This is an endless job, and if you stay in the business all your life you will be discovering some new purpose for which a particular sign, novelty or calendar may be used. It may be compared to a kaleidoscope which you may turn over a thousand times, and each time

it will show a different figure. The business and advertising world is your school of duty, and school commences early in the morning, lasts until late at night, and never lets up from January 1 to December 31.

When you start out the first question will be, whom shall I call on? Our answer and advice is, call on everybody who is in business, and don't get your idea of the business world restricted to the man who owns a grocery, dry goods store, hardware store or bank, or who has an office on the square or main business street of a city or town. Sometimes the largest and best orders are to be had from real estate dealers and insurance agents whose offices are upstairs, or manufactories whose place of business is a mile or two from the business center. Work a place thoroughly before you leave it. Remember the story of the two boys who went to pick blackberries. One skipped from bush to bush, getting a berry here and there, and finally got to the end of the patch without getting his pail full, while the other one picked his bush clean before he went to another, with the result that he secured his bucketful and returned to his home before the one who skipped over the bushes picking here and there arrived at the end of the patch.

Work every place thoroughly before you leave it. If there is anything you can't close up, report it to us and if possible we will land it from this end.

Every good salesman, in addition to studying his line and understanding it, must get a confidence in his line—must believe in it and his house—or he never will be able to talk for it with that sincerity that always carries conviction to your customer. We would say to you in all fairness in the outset, that if, after looking over and studying our line, you have no confidence in it, don't waste your time nor destroy our opportunity in your territory, but ship your samples back at once. Confidence is the salesman's greatest asset. He must first have it in his house and his line, and in the same degree that he has it will he be enabled to impart it to his customers. Many traveling men to-day imagine themselves to be salesmen when in fact they never made a real sale in their lives. They either sold what a person wanted or offered some article at such a low price that there was no profit in the sale, which caused the customer to buy. Neither of these sales indicated salesmanship. Salesmanship is the selling of something to a customer that he does not want to buy, at a profit. Anybody can take an order for goods when the customer tells you that he wants some particular article you handle and a fool can give goods away. A salesman whose only argument in favor of his goods is price does not appreciate the situation. Is there nothing else to be said about your goods? Can't you study out many other good points that more than overcome the price point? Shown in the right way the price proposition

melts away like the snow before the sun. Address yourself to this task, and when confronted with it be prepared to put up an argument in favor of your goods that will convince the most doubting Thomas. Remember the salesman is a person who persuades the customer, and who does not permit the customer to persuade him.

You have many signs, novelties and calendars in your line, enough to suit the most fastidious, yet we receive letters from salesmen asking whether we can not furnish so and so, proving conclusively that the customer persuaded the salesman instead of the salesman persuading him to buy something in his line. Make up your mind to do the persuading, and don't let the other fellow persuade you.

When you get started and have your prices and samples well in hand, the next thing you need is someone to show your line to. To do this you must first get his attention, and this is where a great many fall down. If you don't get attention you might as well try to fly as to make a sale. Your daily report blank has a blank showing how many persons you called on, how many you showed your samples to, and correctly filled out they indicate the degree in which you have succeeded in getting attention. The getting attention is a thing to be acquired and no general rule laid down will apply to all persons. When you see your man you must size him up and make up your mind how to go at him. No one needs to be a student of human nature more than a salesman. You will learn to know the jovial fellow, the irascible man, the erratic, the lymphatic, the dyspeptic, and the nervous man, and your contact with one will teach you how to handle others of like nature. Whether it is good policy to present a card upon meeting a person is a question upon which salesmen divide. Many times it is necessary to send in your card to get an audience, and if the person who receives it is busy or does not want to see you particularly, he simply sends word back that he can not see you. Your card had disclosed your business to him. Other times by presenting a card at first it gives the party an opportunity to put you off by saying he has all the advertising matter he needs at present. What you want is an opportunity to show your line, for therein lies your only chance to sell that party. Personally the writer believes that a card should only be used to leave with the person you call on to enable him to write you or your house in case he wants to order later on. Some of our best salesmen use few, if any, cards, but of course we furnish you all you need, and if you can get attention this way, all right. We suppose cards are a little like some medicine; some people it will make well, while others it will make sicker.

Sometimes the taking of two or three grips into a place of business scares the business manager who imagines it will take him all day to look at them; and to get out of it

and save time he will invent all kinds of excuses, straining the truth in many instances. A good idea is to leave them outside until you have your customer interested and then retire and bring in your samples. A salesman ought to keep many small samples, such as trays, leather goods, match boxes, etc., in his pockets so that he can throw them out readily, and in many cases something nice will attract the buyer's attention. Then is the time to get up his interest. You should always carry one of our catalogues in your pocket, as it enables you in a hurried way to leaf it through and show that we have a most complete line, and this in itself will interest most anybody.

After you have his attention, then your knowledge of your subject will come into play, and you should bring out all your points and be prepared to meet any objections offered. And right here we want to say that the truth will be your greatest weapon. Some may have the idea that in order to sell goods one must be tricky and deceive his customer, but you will find that there is but one way to get the confidence of your customers, and that is to be absolutely square. Don't be afraid to look your customer in the eye. When you can do this and tell him the truth about your line, you will never fear to meet your customer again, and you will always be welcomed back.

But one asks, "How am I to interest my customer when I get his attention?" You must first set his mind to working. Everything in this world set in motion is done with a force behind it. To set the mind in motion requires suggestion. Suggestions are of two kinds: those that come from within and those that come from without. When one thinks for himself, and something suggests itself to him, this is a suggestion which an inner force has set in motion. Where one man thinks for himself, or rather suggests to himself, nine get their thoughts from others; which leads us to the statement that suggestion rules the world, whether it be in the domain of business, politics, religion or fashion. This, then, is one of the salesman's most potent weapons, and whenever he has secured attention, the next thing is to suggest to the other's mind something that will help him in advertising his business. Naturally you will need to study the various kinds of business and business men, and their

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.

needs, to enable you to do this. With some you will find that advertising has got into a sort of rut, out of which it is hard to get them. One man will say, "I never use anything but fans to advertise my business." Another will say, "I only use newspapers," etc. They need to receive suggestions from the outside. Possibly if you looked at this man's advertisement in the newspaper you would find that it was the same from January to December. He wants to be shown that there are many sides to his business to be shown up, and many different kinds of trade to be appealed to. Therefore, he should use more than one way of reaching the public, to suggest to them the value of his wares. The writer when a boy remembers he used to go fishing with a single pole, hook and line, and it took a long while to catch a string of fish. An old shoemaker who was a great fisherman used to fish in the same stream, and the writer noticed he always drove to the river with ten or a dozen poles and always brought back all the fish the whole neighborhood needed. How did he do it? By setting all his poles, and catering to all the fish for a quarter of a mile in the stream, instead of using but one. This is the same rule every successful business man applies in business. Set all the poles you can, watch, and when you get the "corks to bobbin'" land your fish. Many have never thought how to increase their business. You only have to show some men how they can do a thing, and nine times out of ten, if it appeals to them as a reasonable proposition, they will follow your advice.

In your talks upon the various articles, try not to have a sameness in all you say. We remember one salesman who invariably introduced every article with, "This is a fine thing," until it got monotonous and really ceased to mean anything to his hearers. Get your points well in hand and then talk to the point. Don't talk too much. Many a sale has been spoiled after a customer was talked into it by the salesman talking too much and virtually talking him out of it. If you have all points at your fingers' ends you can present them one after another in the most convincing manner, and then stop and allow your customer to do the rest. For instance, a pin tray is shown. In the first place it has the first essential of an advertising novelty, being a useful thing for homes or places of business. It can be used for pins on the office desk, or for an ash tray. As an ornament in the home it will be highly prized by the ladies. Being made of metal it will last for many years, and the advertisement, which is the main thing your customer is interested in, will be there as long as it lasts, suggesting his wares to who reads it.

Don't go to seed on one article. Frequently we get salesmen who only sell one thing. You will never be a salesman until you can sell the whole line. Be as ready to talk calendars, yardsticks or leather goods as you are to talk metal, paraffined card board or fibre signs. We find that

many salesmen neglect signs, especially metal signs, because they don't understand how to figure out the price. To make it clear we have given examples and worked it out in the price list. We want you to study it, and above all things, if you don't understand, ask about it. We will gladly explain, because it is to our interest to equip you in the best possible manner to go after business. If you have enquiries for larger amounts than are quoted, write in or if necessary, wire us, using the telegraph code in back part of your price list.

So many salesmen continually find fault with the line they have and blame the line because their sales are not more. This is a little like the husband who is always complaining about his own home and always thinking that somebody else has a better one. He can see everything good in somebody else's, but nothing bad. This is a trait not to be encouraged by anybody. If that person would devote half as much time trying to see the good things instead of the bad things, he would accomplish more for himself as well as his house. Grumblers never succeed, and the world pays little if any attention to them. If you lose a sale, don't waste your time worrying over the loss. Redouble your efforts in some other direction. The next time it will be your inning and the other fellow will lose. Cultivate a spirit of cheerfulness and let it pervade your whole being. Cheerfulness is a species of magnetism that attracts in whatever you undertake. If you fail to make a sale, don't carry your disappointment and chagrin to the next door with you. Put it behind you when you shut the door, and don't give it any more thought, and above all things, whether you work for us or not, remember the manager has troubles enough of his own without receiving eight page letters of complaints about this person having bought from so and so such and such an article at such and such a price, etc. If you believe in your line and believe in your house, you will not become addicted to this habit. We hope you are not of this kind. If you are, CUT IT OUT; because we never knew a grumbler in any business who didn't finally go to the bad. We don't mean to have you infer that we will not accept any suggestions—far from it. On the contrary, we invite suggestions to help better our line, but there is a wide difference between suggestions and grumbling.

Will Use Moral Suasion.

Lansing, Feb. 21—The Lansing Retail Grocers' Association met last night and elected the following officers:

President—E. A. Gilkey.
Vice-President—A. P. Walker.
Secretary and Treasurer—D. Glenn.

A committee consisting of President Gilkey and M. R. Carrier, and another business man to be chosen by them, was appointed to canvass the city merchants who have contracts to give trading stamps, in an effort to have them sign an agreement to discontinue their use.

Packers Opposed to Use of Jobbers' Labels.

The marked increase in the use of jobbers' labels on canned goods and other products has been brought into considerable prominence as a result of the aggressive action of the New York Wholesale Grocers' Association in the matter of manufacturers selling direct to the retail trade. The growth of the jobbers' label on canned goods in particular is pointed to as distinct menace to the canner in that it tends to minimize his importance as a factor in the production of the goods. Packers in the West are reported as strenuously opposed to the practice, as they consider it a business mistake for the canner to build up the names and reputations of the jobbers at the expense of their own.

One of the leading packers in the West recently remarked: "If you look around in the jobbing houses you will find a marked increase in the use of jobbers' labels. There is hardly a jobber who does not advertise goods under his own label, and while from one point of view this might seem to favor the canner in that a jobber using his own label is bound to push this label before the consumer, the fact remains that the jobber's label is detrimental to the best interests of the packer."

"There are many brands of canned goods that packers have built up reputations for at the expense of much time and money. The introduction of these goods has been stopped largely by the use of jobbers' own labels, and so serious has the inroad of the latter become that many well-known brands have been pushed from the market."

"The label sells the goods where the label has an established reputation, is not so much a truism now as it used to be. Price cuts more of a figure than it did, and where a packer selling his own brands must compete with a jobber selling under his own label goods identical in quality with the brand of the packer the difficulties can be appreciated."

"The jobber furnishes his own label, but at the same time he exacts pay

from the packer for such labels. The most that any jobber should do is, if a customer wishes to introduce his own label, let him furnish it at his own expense, and not at the expense of the packer, whose business it is intended to injure, or does injure whether so intended or not."

Gripsack Brigade.

F. W. Welch, city salesman for the Davenport Co., has been called to Ionia by the serious illness of his mother, who is attacked with pneumonia.

L. M. Mills (Hazeltine & Perkins Drug Co.) contemplates spending a month with his daughter in Seattle during June and July. He has taken no vacation for several years and proposes to enjoy the cumulative rest due him this year. He will be accompanied by his wife and son.

Harry Mayer, who has been employed by the Aikman Baking Co., of Port Huron, for the past three years as traveling salesman, has accepted a position with A. E. Brooks & Co., wholesale confectioners, to act in the same capacity for that house. He will reside at 418 Horton avenue, Grand Rapids.

"I think you ought to say a good word for the landlady of the Elston House, at Charlevoix," remarked Richard Jackson (A. G. Spalding & Bros.) the other day. "A number of traveling men got in there at 2 o'clock in the morning, six hours late, cold, hungry and ill-natured. We received an unexpected reception in the shape of hot coffee and warm doughnuts, prepared by the deft hand of the landlady, and I understand she makes a practice of doing such things whenever the boys get stalled on the road and arrive in the middle of the night or between meals."

Monkeys Work Eight Hours.

The Nebraska Senate has passed the house bill for protection of animals in domestic service against cruelty. Among its provisions is one that monkeys employed by organ grinders shall not be worked over eight hours a day, on pain of fine and imprisonment of both the monkey and the grinder.

A Good Investment Citizens Telephone Co.'s Stock

has for years earned and paid quarterly cash dividends of 2 per cent. and has paid the taxes.

You Can Buy Some

Further information or stock can be secured on addressing the company at Grand Rapids, Michigan

E. B. FISHER, Secretary

Right Time
to Buy

POTATO BAGS

Right Kind. Right Prices. Sell Twine Also.

Write The Davenport CO., Grand Rapids, Mich.
Citz. Phone 3365 Bell Phone 2265



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 Is. and, June 26 and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
Secretary—W. H. Burke, Detroit.
Treasurer—E. E. Russell, Jackson.
Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seltzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

About the Cost of Doing Business.

A Georgia druggist reports that he is greatly interested in our drug-store arithmetic proposition. He says the figures named by a Massachusetts druggist surprised him, as his experience is somewhat different. On sales of \$11,060 for the year his expenses run up to \$2,080, without figuring any compensation for himself. Including a small salary for himself his expense of doing business for the year would be \$2,860, or a fraction over 25 per cent. of the receipts. The Massachusetts druggist's annual sales were \$16,000 and his expense (\$1,726.57, exclusive of salary for himself) \$2,506.57, including a small salary as compensation for the proprietor, making the percentage cost of doing business a fraction over 15.

This Georgia druggist furnishes us an itemized statement of his expenses, which are as follows: Rent, \$480; clerk at \$15 a week, \$780; clerk at \$5 a week, \$260; porter at \$3 a week, \$156; insurance, \$63; lights, fuel, etc., \$144; advertising, gifts to charity, etc., \$125; total \$2,008, to which we have added \$780 as salary of the proprietor, making the total expense \$2,860, as above stated. This gives a 25 per cent. cost of doing business on sales of \$11,060 a year, and from the standpoint of those who believe that this percentage is a bar to success as a retail druggist in this age of drug-trade merchandising there is one of two things wrong in the way this business is conducted. The expense is either too high for the sales reported, or the sales are too small for the expense incurred.

Let us examine the matter more in detail. There are four men in the store, including the porter. The sales average a little less than \$35.50 for each week day. This would be less than \$8 a day to each man. Is this doing business on a twentieth-century basis? It looks as though the error in the problem was in the volume of sales, and in order to bring the business to a paying basis it would be necessary to add profitable side lines that will so augment sales as to increase the \$8 a day to \$16 a day for each man. The alternative is to reduce the store force to

the proprietor, who should be registered, and the \$5-a-week assistant; this would give a percentage of expense to sales of a little over 16.

In discussing drug-store administration it is well to remember that old conditions are passing away, and new ones are forcing their way to the front whether we approve of the innovation or not. In many of the city stores the average sales per man employed are \$50 a day. This sets a swift pace—a pace which the country druggist can not meet, but it nevertheless behooves him to quit slow-mule trade tactics and do the best his situation will allow in selling as large a quantity of goods at as small a cost and as large a profit as possible.

The retail drug business to-day, except in extremely favored localities, furnishes a problem to be studied and one that requires the highest business and professional abilities. It is altogether too easy for young men to get into the drug business, hence there is an oversupply of drug stores, which can only be weeded out through the operation of the law of "the survival of the fit"—and it is becoming axiomatic that a store that can not run on less than a 30 per cent. (possibly still less) cost of doing business is not "fit" to live in an age in which utility is so strong a factor in determining what shall be and shall not be permanent. The 25-per cent. man may be able to "stay in business" under present and probable future conditions, but the 10- to 16-per-cent. men will be the ones that can accumulate competencies and make places for themselves among "the solid men" of their respective communities.—N. A. R. D. Notes.

The Drug Market.

Opium—Is very firm with another advance probable. The news has been confirmed that the frost has killed the fall sowings, and that there will be a very small crop this year.

Morphine—Is unchanged, but another advance in opium would warrant higher prices.

Quinine—Is very firm on account of small offerings at the next Amsterdam sale of the bark.

Bromides—War among the manufacturers of bromides still continues, the German Syndicate maintaining their cut. There are rumors that peace will be patched up this week and higher prices will rule.

Cantharides, Russian—Are nearly out of market. Very high prices rule.

Cocaine—The situation is unchanged, although it would warrant higher prices.

Cod Liver Oil—Has declined on account of the new crop of oil now being pressed.

Glycerine—Is weak and tending lower.

Iodine—Has been again advanced by the Syndicate, the advance being 3c per ounce, or 55c per pound, for re-sublimed.

Iodoform—Has advanced 50c per pound.

Potassium Iodide—Has advanced 40c per pound.

Oil Peppermint—Is tending lower on account of lower prices from the distillers.

Gum Camphor—Continues firm at the last advance. Only limited contracts will be entered by the refiners.

Sunflower Seed—Is getting scarce and another advance is certain.

Gum Shellac—Has declined.

Never Have the Leisure.

"Do you believe that people who marry in haste repent at leisure?"

"No!" answered Miss Cayenne. "Sometimes they are kept so busy finding fault that they never have any leisure."

What She Said.

Margaret—Mrs. Tinker called while you were away, mem.

Mrs. Morgan—Well, thank the Lord that I was out!

Margaret—That's what she said, mem.

You will make no mistake if you reserve your orders for

**Hammocks
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

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-sawed 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.

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second-hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids

Foley's Honey and Tar

The Original and Genuine
LAXATIVE Cough Remedy

Make No Mistake. See that you are buying Foley's Honey and Tar the original, the kind that you know will give satisfaction.

Prepared only by

Foley & Company

Chicago, Ill.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Evechthitos		Tinctures	
Aceticum	60 2	Erigeron	1 00 1 10	Aconitum Nap's R	60
Benzoinum, Ger.	70 75	Gaultheria	1 00 1 10	Aconitum Nap's F	50
Boricum	17	Gossypii Sem gal	50 60	Aloes	60
Carbolicum	26 29	Hedera	1 40 1 50	America	50
Citricum	38 40	Junipera	40 1 20	Aloes & Myrrh	50
Hydrochlor	3 5	Lavandula	90 2 75	Asafoetida	50
Nitrosum	8 10	Limonia	90 2 75	Aurant Belladonna	50
Oxalicum	10 12	Mentha Piper	4 25 4 50	Aurant Cortex	50
Phosphoricum, dil.	12 15	Mentha Verid	5 00 5 50	Benzoin	50
Salicylicum	42 45	Morhuale gal	1 50 2 25	Benzoin Co	50
Sulphuricum	1 1 1 1 1 1	Myrcia	3 00 3 30	Barosma	50
Tannicum	75 80	Picis Liquida	10 12	Cantharides	75
Tartaricum	38 40	Picis Liquida gal	10 12	Capsicum	50
Ammonia		Ricina	92 98	Cardamon	75
Aqua, 18 deg	4 6	Rosmarini	1 00	Cardamon Co	75
Aqua, 20 deg	6 8	Rosae oz	5 00 6 00	Castor	1 00
Carbonas	18 15	Succini	40 45	Catechu	50
Chloridum	12 14	Sabina	50 1 00	Cinchona	50
Aniline		Santal	2 25 4 50	Cinchona Co	50
Black	2 00 2 25	Sassafras	90 1 00	Columba	50
Brown	80 1 00	Sinapis, ess. oz.	6 65	Cubebae	50
Red	45 50	Tigli	10 12	Cassia Acutifol	50
Yellow	2 50 3 00	Thyme	40 50	Cassia Acutifol Co	50
Baccae		Thyme, opt	15 20	Digitalis	50
Cubebae .po. 20	15 18	Theobromas	15 20	Ergot	35
Juniperus	5 6	Potassium		Ferri Chloridum	50
Xanthoxylum	30 35	Bi-Carb	15 18	Gentian	50
Balsamum		Bichromate	13 15	Gentian Co.	50
Copaiba	45 50	Bromide	23 25	Gulaca	50
Peru	21 50	Carb	12 15	Gulaca ammon	50
Terabin, Canada	60 65	Chlorate .po.	12 14	Hyoscyamus	50
Tolutan	35 40	Cyanide	34 38	Iodine	75
Cortex		Iodide	60 65	Iodine, colorless	75
Abies, Canadian	18	Potassa, Bitart pr	30 32	Kino	50
Cassiae	20	Potass Nitras opt	7 10	Lobelia	50
Cinchona, Clava	18	Potass Nitras	6 8	Myrrh	50
Buonymus atro	30	ruisslate	23 26	Nux Vomica	50
Myrica Cerifera	20	Sulphate po	15 18	Opil, camphorated	50
Prunus Virgini	15	Radix		Opil, deodorized	50
Quillaia, gr'd	12	Aconitum	20 25	Quassia	50
Sassafras .po. 25	24	Althae	30 33	Rhatany	50
Ulmus	40	Anchusa	10 12	Rhei	50
Extractum		Arum po	25	Sanguinaria	50
Glycyrrhiza Gla.	24 30	Calamus	20 40	Serpentaria	50
Glycyrrhiza, po.	28 30	Gentiana, po 15	12 15	Strogonium	50
Haematox	11 12	Glycyrrhiza, pv 15	16 18	Tolutan	60
Haematox, 1s	13 14	Hydrastis, Canada	1 90	Valeriana	50
Haematox, 1/2s	14 15	Hydrastis, Can. po	2 00	Veratrum Veride	50
Haematox, 1/4s	16 17	Hellebore, Alba	12 15	Zingiber	20
Ferru		Inula, po	18 22	Miscellaneous	
Carbonate Precip.	15	Ipecac, po.	20 22	Aether, Spts Nit 3f	30 35
Citrate and Quina	2 55	Iris plox	35 40	Aether, Spts Nit 4f	34 38
Citrate Soluble	15	Jalapra, pr	25 30	Alumen, grd po 7	3 4
Ferrocyanidum S.	15	Maranta, 1/2s	30 35	Annatto	40 50
Solut. Chloride	2	Podophyllum po.	15 18	Antimoni, po	4 5
Sulphate, com'l	2	Rhei, cut	1 00 1 25	Antimoni et po T	40 50
Sulphate, com'l, by	70	Rhei, pv	75 100	Antipyrin	20
bbl. per cwt	7	Sigella	30 35	Antifebrin	20
Sulphate, pure	7	Sanguinari, po 24	50 55	Argent Nitras oz	48
Flora		Serpentaria	85 90	Arsenicum	10 12
Arnica	15 18	Senega	85 90	Balm Gilead buds	60 65
Anthemis	22 25	Smlax, off's H.	40	Bismuth S N .2	80 2 85
Matricaria	30 35	Smlax, M	25	Calcium Chlor, 1s	9
Folia		Scilla po 35	10 12	Calcium Chlor, 1/2s	10
Barosma	30 33	Symplocarpus	25	Calcium Chlor, 1/4s	12
Cassia Acutifol	15 20	Valeriana Eng	25	Cantharides, Rus.	1 15
Tinnevely	25 30	Zingiber, Ger	15 20	Capsici Fruc's af	20
Cassia, Acutifol	25 30	Zingiber j	16 20	Capsici Fruc's po	22
Salvia officinalis	18 20	Semen		Cap'i Fruc's B po	15
1/2s and 1/4s	18 20	Anisum po. 20	15	Carophyllus	20 22
Uva Ursi	8 10	Apium (gravel's)	13 15	Carmin, No. 40	4 25
Gummi		Bird, 1s	4 6	Cera Alba	50 55
Acacia, 1st pld.	45	Carui po 15	10 11	Cera Flava	40 42
Acacia, 2nd pld.	45	Cardamon	70 90	Crocus	1 75 1 80
Acacia, 3rd pld.	45	Coriandrum	12 14	Cassia Fructus	35
Acacia, sifted sts.	45	Cannabis Sativa	5 7	Centraria	10
Acacia, po	12 14	Cydonium	75 100	Cataceum	35
Aloe, Barb	12 14	Chenopodium	25 30	Chloroform	42 52
Aloe, Cape	25	Dipterix Odorate	80 100	Chloro'm, Squibbs	95
Aloe, Socotri	45	Foeniculum	7 18	Chloral Hyd Crst 1	35 1 60
Ammoniac	55 60	Foenugreek, po.	7 8	Chondrus	20 25
Asafoetida	35 40	Lini	4 6	Cinchonid'e Germ	38 48
Benzoinum	50 55	Lini, gr'd bbl. 2%	3 6	Cocaine	30 4 50
Catechu, 1s	13	Lobelia	75 80	Corks list d p c	75
Catechu, 1/2s	14	Pharlaris Cana'n	9 10	Creosotum	45
Catechu, 1/4s	15	Rapa	5 6	Creta	75
Camphorae	93 1 00	Sinapis Alba	7 9	Creta, prep	9 11
Euphorbium	40	Sinapis Nigra	9 10	Creta, Rubra	8
Galbanum	1 00	Spiritus		Crocus	1 75 1 80
Gamboge .po. 1	25 1 35	Frumentum W D .2	00 2 50	Cudbear	24
Guaiaacum .po. 35	45	Frumentum	1 25 1 50	Cupri Sulph	6 8
Kino .po. 45c	45	Juniperis Co O T 1	65 2 00	Dextrose	7 10
Mastic	60	Juniperis Co	1 75 3 50	Emery, all Nos.	8
Myrrh .po. 50	45	Saccharum N E 1	90 2 10	Emery, po	6
Opil	25 35	Spt Vini Galli	1 75 6 50	Ergota .po. 65	60 65
Shellac	40 50	Vini Oporto	1 25 2 00	Ether Sulph	70 80
Shellac, bleached	45 50	Vina Alba	1 25 2 00	Flake White	12 15
Tragacanth	70 1 00	Sponges		Galla	23
Herba		Florida Sheep's wl	00 3 50	Gambler	8 9
Absinthium oz pk	25	Nassau sheep's wl	3 50 3 75	Gelatin, Cooper	60
Eupatorium oz pk	20	carriage	3 50 3 75	Gelatin, French	35 40
Lobelia .oz pk	20	Velvet extra shps'	2 00	Glassware, ft box	75
Majorum .oz pk	28	wool, carriage	2 00	Less than box	70
Mentha Pip oz pk	23	Extra yellow shps'	1 25	Glue, brown	11 13
Mentha Ver oz pk	25	wool carriage	1 25	Glue, white	15 25
Rue .oz pk	25	Grass sheep's wl	1 25	Glycerina	16 20
Tanacetum V	22	carriage	1 25	Grana Paradisi	25
Thymus V oz pk	25	Hard, slate use	1 00	Humulus	35 60
Magnesia		Yellow slate use	1 40	Hydrarg Ch Mt.	95
Calcined, Pat	55 60	Syrups		Hydrarg Ch Cor	90
Carbonate, Pat	18 20	Acacia	50	Hydrarg Ox Ru'm	1 05
Carbonate K-M.	18 20	Aurant Cortex	50	Hydrarg Ammo'l	1 15
Carbonate	18 20	Zingiber	50	Hydrarg Ungue'm	50 60
Oleum		Ipecac	50	Hydrargyrum	75
Absinthium	4 90 5 00	Ferri Iod	50	Ichthyobolla, Am.	90 1 00
Amygdalae, Dulc.	50 60	Rhei Arom	50	Indigo	75 1 00
Amygdalae, Ama.	8 00 8 25	Smlax Off's	50 60	Iodine, Resubi	4 85 4 90
Anisi	1 45 1 50	Senega	50	Iodoform	90 5 00
Aurant Cortex	2 20 2 40	Scilla	50	Lupulin	40
Bergamli	2 85 3 25	Scilla Co	50	Lycopodium	1 15 1 20
Cajiputi	85 90	Tolutan	50	Macle	65 75
Caryophilli	85 90	Prunus virg	50	Liquor Arsen et	25
Cedar	50 90	Lard, extra		Hydrarg Iod	10 12
Chenopadii	2 50	Lard, No. 1		Liq Potass Arsinlt	10 12
Cinnamoni	1 00 1 10	Lard, pure raw		Magnesia, Sulph.	2 3
Citronella	50 60	Lard, yel Ber		Magnesia, Sulph bbl.	1 1 1 1
Conium Mac	80 90	Putty, commer'l		Paints	
Copaiba	1 15 1 25	Putty, strictly pr		American	13 15
Cubebae	1 20 1 30	Vermillion, Prime		Ochre, yel Mars	2 4

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

By Columns	Col	1		2	
		AXLE GREASE		Plums	
A		Aurora	55 6 00	Plums	85
		Castor Oil	55	Pineapple	25@2 75
		Diamond	50 4 25	Sliced	1 35@2 55
		Frazer's	75 9 00	Pumpkin	
		IXL Golden	75 9 00	Fair	70
B		BAKED BEANS		Good	70
		Columbia Brand		Fancy	1 00
		1lb. can, per doz	93	Gallon	2 00
		2lb. can, per doz	1 40	Raspberries	@2 00
		3lb. can, per doz	1 80	Standard	@
C		BATH BRICK		Russian Caviar	
		American	75	1/2 lb. cans	3 75
		English	85	1/2 lb. cans	7 00
		BROOMS		1lb cans	12 00
		No. 1 Carpet	2 75	Salmon	
		No. 2 Carpet	2 35	Col'a River, tails	@1 75
		No. 3 Carpet	2 15	Col'a River, flats	85@1 90
		No. 4 Carpet	1 75	Red Alaska	1 35@1 45
		Parlor Gem	2 40	Pink Alaska	@ 95
		Common Whisk	85	Sardines	
		Fancy Whisk	1 20	Domestic, 1/4s	3 1/2 @ 3 1/2
		Warehouse	3 00	Domestic, 1/2s	5
		BRUSHES		Domestic, Must'd 6	@ 9
		Solid Back, 8 in	75	California, 1/4s	11@14
		Solid Back, 1 in	95	California, 1/2s	17@24
		Pointed ends	85	French, 1/4s	7@14
		STOVE		French, 1/2s	18@28
		No. 3	75	Shrimps	
		No. 2	1 10	Standard	1 20@1 40
		No. 1	1 75	Succotash	95
		SHOE		Good	1 10
		No. 8	1 00	Fancy	1 25@1 40
		No. 7	1 30	Strawberries	
		No. 4	1 70	Standard	1 10
		No. 3	1 90	Fancy	1 40
		BUTTER COLOR		Tomatoes	
		W. R. & Co's, 15c size	1 25	Fair	@ 80
		W. R. & Co's, 25c size	2 00	Good	@ 85
		CANDLES		Fancy	1 15@1 45
		Electric Light, 8s	9 1/2	Gallons	2 50@2 60
		Electric Light, 16s	10	CARBON OILS	
		Paraffine, 6s	9	Barrels	
		Paraffine, 12s	9 1/2	Perfection	@10 1/2
		Wicking	23	Water White	@1
		CANNED GOODS		D. S. Gasoline	@13
		3 lb. Standards	75@ 80	Deodor'd Nap'a	@11 1/2
		Gals. Standards	1 90@2 00	Cylinder	29 @34 1/2
		Blac' berries		Engine	16 @22
		Standards	85	Black, winter	9 @10 1/2
		Beans		Columbia, 25 pts.	4 50
		Baked	80@1 30	Columbia, 25 1/2 pts.	2 60
		Red Kidney	85@ 95	Snider's quarts	3 25
		String	70@ 15	Snider's pints	2 25
		Wax	75@1 25	Snider's 1/2 pints	1 30
		Blueberries		CHEESE	
		Standard	@ 1 40	Acme	@14
		Brook Trout		Carson City	@14
		Gallon	@ 5 75	Peerless	@14
		2lb. cans, s. piced	1 90	Elsie	@15 1/2
		Clams		Emblem	@14
		Little Neck, 1lb. 1 00@1 25		Gem	@14
		Little Neck, 2lb.	@1 50	Ideal	@13 1/2
		Clam Bouillon		Jersey	@14
		Burnham's, 1/2 pt	1 90	Riverside	@14
		Burnham's, pts	3 60	Warner's	@14
		Burnham's, qts	7 20	Brick	@15
		Cherries		Edam	@90
		Red Standards	1 30@1 50	Leiden	@15
		White	1 50	Limburger	@15
		Corn		Pineapple	40 @60
		Fair	85@90	Sap Sago	@20
		Good	1 00	Swiss, domestic	@14 1/2
		Fancy	1 25	Swiss, imported	@20
		French Peas		CHEWING GUM	
		Sur Extra Fine	22	American Flag Spruce	55
		Extra Fine	19	Beeman's Pepsin	60
		Fine	15	Black Jack	55
		Moyen	11	Largest Gum Made	60
		Gooseberries		Sen Sen	55
		Standard	90	Sen Sen Breath Perf.	1 00
		Hominy		Sugar Loaf	55
		Standard	85	Yucatan	55
		Lobster		CHICORY	
		Star, 1/2 lb.	2 15	Bulk	5
		Star, 1lb.	3 75	Red	7
		Picnic Tails	2 60	Eagle	4
		Mackerel		Frank's	7
		Mustard, 1lb.	1 80	Schener's	6
		Mustard, 2lb.	2 80	CHOCOLATE	
		Soused, 1 1/2	1 80	Walter Baker & Co's	
		Soused, 2lb.	2 80	German Sweet	22
		Tomato, 1lb.	1 80	Premium	28
		Tomato, 2lb.	2 80	Vanilla	41
		Mushrooms		Caracas	35
		Hotels	15@ 20	Eagle	28
		Buttons	22@ 25	CLOTHES LINES	
		Oysters		Sisal	
		Coe, 1lb.	@ 90	60ft. 3 thread, extra	1 00
		Cove, 2lb.	@1 70	72ft. 3 thread, extra	1 40
		Cove, 1lb. Oval	@1 00	90ft. 3 thread, extra	1 70
		Peaches		80ft. 6 thread, extra	1 29
		Pie	1 10@1 15	12ft. 6 thread, extra	1 50
		Yellow	1 65@2 00	Cotton Victor	
		Pears		50ft.	1 10
		Standard	1 00@1 35	60ft.	1 85
		Fancy	@2 00		
		Peas			
		Marrowfat	90@1 00		
		Early June	90@1 60		
		Early June Sifted	1 65		

3

10ft.	Cotton Windsor	1 60
50ft.		1 30
60ft.		1 44
70ft.		1 80
80ft.		2 00
40ft.	Cotton Braided	95
50ft.		1 35
60ft.		1 65
No. 20, each 100ft. long	1 90	
No. 19, each 100ft. long	2 10	
COCOA		
Baker's	35	
Cleveland	41	
Colonial, 1/4s	35	
Colonial, 1/2s	33	
Eppe's	42	
Huyler	45	
Van Houten, 1/4s	12	
Van Houten, 1/2s	20	
Van Houten, 1s	40	
Webb	72	
Wilbur, 1/4s	41	
Wilbur, 1/2s	42	
COCOANUT		
Dunham's 1/4s	26	
Dunham's 1/2s & 1/4s	26 1/2	
Dunham's 1/2s	27	
Dunham's 1/4s	28	
Bulk	13	
COCOA SHELLS		
20lb. bags	2 1/2	
Less quantity	3	
Pound packages	4	
COFFEE		
Rio		
Common	12	
Fair	13	
Choice	15	
Fancy	18	
Santos		
Common	12 1/2	
Fair	13 1/2	
Choice	15	
Fancy	18	
Peaberry		
Maracaibo		
Fair	15	
Choice	18	
Mexican		
Choice	16 1/2	
Fancy	19	
Guatemala		
Choice	15	
Java		
African	12	
Fancy African	17	
O. G.	25	
P. G.	31	
Mocha		
Arabian	21	
New York Basis		
Arbuckle	14 00	
Dillworth	12 50	
Jersey	14 00	
Lion	14 00	
McLaughlin's XXXX		
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		
Extract		
Holland, 1/2 gro boxes	95	
Felix, 1/2 gross	1 15	
Hummel's foil, 1/2 gro.	85	
Hummel's tin, 1/2 gro.	1 43	
CRACKERS		
National Biscuit Company's		
Brands		
Butter		
Seymour Butters	6 1/2	
N Y Butters	6 1/2	
Salted Butters	6 1/2	
Family Butters	6 1/2	
Soda		
N B C Soaps	6 1/2	
Select	8	
Saratoga Flakes	13	
Oyster		
Round Oysters	6 1/2	
Square Oysters	6 1/2	
Faust	7 1/2	
Argo	7	
Extra Farina	7 1/2	
Sweet Goods		
Animals	10	
Assorted Cake	11	
Bagley Gems	9	
Belle Rose	9	
Bent's Water	17	
Butter Thin	13	
Chocolate Drops	17	
Coco Bar	11	
Cocoanut Taffy	12	
Coffee Cake, N. B. C.	10	
Coffee Cake, Iced	10	
Cocoanut Macaroons	18	
Cracknels	16	
Current Fruit	11	
Chocolate Dainty	17	
Cartwheels	10	
Dixie Cookie	9	
Fluted Cocoanut	11	
Frosted Creams	9	
Ginger Gems	9	
Ginger Snaps, N B C	7 1/2	
Grandma Sandwich	11	
Graham Crackers	9	
Honey Fingers, Iced	12	
Honey Jumbles	12	
Iced Honey Crumple	12	
Imperial	9	
Indian Belle	15	
Jersey Lunch	8	
Lady Fingers	12	
Lady Fingers hand m'd	25	
Lemon Biscuit Square	9	
Lemon Wafer	16	
Lemon Snaps	12	
Lemon Gems	10	
Lem Yen	11	

4

Marshmallow	.....	16
Marshmallow Cream	.....	17
Marshmallow Walnut	.....	17
Mary Ann	.....	9
Malaga	.....	11
Mich Coco F's'd honey	.....	12
Milk Biscuit	.....	8
Mich. Frosted Honey	.....	12
Mixed Picnic	.....	11 1/2
Molasses Cakes, Scol'd	.....	9
Moss Jelly Bar	.....	12
Muskegon Branch, Iced	.....	11
Newton	.....	12
Oatmeal Crackers	.....	9
Orange Slice	.....	16
Orange Gem	.....	9
Penny Assorted Cakes	.....	9
Pilot Bread	.....	7
Pineapple Honey	.....	15
Ping Pong	.....	9
Pretzels, hand made	.....	8 1/2
Pretzelettes, hand m'd	.....	8 1/2
Pretzelettes, mch. m'd	.....	7 1/2
Reverse	.....	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	.....	30
Square cans	.....	32
Fancy caddies	.....	35
DRIED FRUITS		
Apples		
Sundried	4 @	4 1/2
Evaporated	5 1/2 @	7
California Prunes		
100-125 25lb boxes.	@	3
90-100 25lb boxes	@	3 1/2
80-90 25lb boxes	@	4
70-80 25lb boxes	@	4 1/2
60-70 25lb boxes	@	5
50-60 25lb boxes	@	5 1/2
40-50 25lb boxes	@	6 1/2
30-40 25lb boxes	@	7 1/2
1/4c less in 50lb cases.		
Citron		
Coriscan.	.....	@15
Currants		
Imp'd. 1lb pkg	.....	6 1/2 @ 7
Imported bulk	.....	6 1/2 @ 7
Peel		
Lemon American	.....	@12
Orange American	.....	@12
Raisins		
London Layers, 3 cr	.....	1 50
London Layers, 4 cr	.....	1 95
Cluster 5 crown	.....	2 60
Loose Muscatels, 2 cr.	.....	5
Loose Muscatels, 3 cr.	.....	6
Loose Muscatels, 4 cr.	.....	6 1/2
L. M. Seeded, 1 lb. 6 1/2 @	.....	7 1/2
L. M. Seeded, 1/2 lb 5 @	.....	6
Sultanas, bulk	.....	@8
Sultanas, package	.....	@8 1/2
FARINACEOUS GOODS		
Beans		
Dried Lima	.....	6
Med. Hd. Pk'd	.....	1 75@1 85
Brown Holland	.....	2 25
Farina		
24 1lb. packages	.....	1 75
Bulk, per 100 lbs.	.....	3 00
Hominy		
Flake, 50lb sack	.....	1 00
Pearl, 200lb. sack	.....	3 70
Pearl, 100lb. sack	.....	1 85
Macaroni and Vermicelli	.....	
Domestic, 1lb 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.	.....	
Rolled Oats		
Rolled Avenna, bbls	.....	4 00
Steel Cut, 100lb. sacks	.....	2 00
Monarch, bbl.	.....	3 70
Monarch, 100lb sacks	.....	1 70
Quaker, cases	.....	3 10
Sago		
East India	.....	3 30
German. sacks	.....	3 30
German. broken pkg.	.....	4
Wheat		
Flake, 110lb. sacks	.....	3 1/2
Pearl, 130lb. sacks	.....	3
Pearl, 24 1lb. pkgs	.....	5
Wheat		
Cracked, bulk	.....	3 1/2
24 2lb packages	.....	2 50
FISHING TACKLE		
1/2 to 1 in	.....	
1 1/2 to 2 in	.....	
1 3/4 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
No. 8, 15 feet	.....	1
No. 9, 15 feet	.....	2
Linen Lines		
Small	.....	2
Medium	.....	2
Large	.....	2

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, 12 oz. ... 4.50 Queen, 24 oz. ... 7.00 Stuffed, 5 oz. ... 1.45 Stuffed, 8 oz. ... 1.45 Stuffed, 10 oz. ... 2.30 PIPES Clay, No. 216 ... 1.70 Clay, T. D., full count ... 65 Cob, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 5.50 Half bbls., 600 count ... 3.25 Small Barrels, 2,400 count ... 7.25 Half bbls., 1,200 count ... 2.50 PLAYING CARDS No. 90 Steamboat ... 85 No. 15, Rival, assorted 120 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 whist 2.25 POTASH 48 cans in case Babbitt's ... 4.00 Penna Salt Co's ... 3.00 PROVISIONS Barreled Pork Mess ... 13.00 Fat back ... 14.00 Back fat ... 14.50 Short Cut ... 13.00 Bean ... 11.50 Pig ... 13.50 Berket ... 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), Bacon, clear ... 9 1/2 @ 10 1/2 California Hams ... 7 Picnic Boiled 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 ... 7 1/2 80lb. tubs, advance ... 7 1/2 20lb. tins, advance ... 7 1/2 20lb. pails, advance ... 7 1/2 10lb. pails, advance ... 7 1/2 5lb. pails, advance ... 7 1/2 3lb. pails, advance ... 7 1/2 Sausages Bologna ... 5 Liver ... 7 1/2 Frankfort ... 1.25 Pork ... 6 1/2 Veal ... 8 Tongue ... 9 1/2 Headcheese ... 6 1/2 Beef Extra Mess ... 9.50 Boneless ... 10.50 Rump, new ... 10.50 Pig's Feet 1/4 bbls. ... 1.10 1/2 bbls., 40lbs. ... 1.70 1/4 bbls. ... 3.75 1 bbl. ... 7.75 Tripe Kits, 15 lbs. ... 70 1/4 bbls., 40 1/2s ... 1.50 1/2 bbls., 80lbs. ... 3.00 Casings Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterline 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, 1/4s ... 45 Potted ham, 1/2s ... 85 Deviled ham, 1/4s ... 85 Deviled ham, 1/2s ... 85 Potted tongue, 1/4s ... 45 Potted tongue, 1/2s ... 85 RICE Screenings ... 2 @ 2 1/2 Fair Japan ... 2 1/2 Choice Japan ... 4 Imported Japan ... 4 1/2 Fair Louisiana hd. ... 4 1/2 Choice La. hd. ... 4 1/2 Fancy La. hd. ... 6 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. 2.25 Snider's large, 1 doz. 2.35 Snider's small, 2 doz. 1.35 SALERATUS Packed 60 lbs in box. Arm and Hammer ... 1.50	Deland's ... 3.00 Dwight's Cow ... 1.50 Emblem ... 2.00 L. F. ... 3.00 Wyandotte, 100 1/4s ... 3.00 SAL 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 ... 1.85 28 10 1/2 sacks ... 1.75 56 lb. sacks ... 3.00 28 lb sacks ... 1.50 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks ... 20 Granulated, fine ... 80 Medium fine ... 85 SALT FISH Cod Large whole ... @ 7 Small Whole ... @ 6 1/2 Strips or bricks 7 1/2 @ 11 Pollock ... @ 3 1/2 Halibut Strips ... 14 Chunks ... 14 1/2 Herring Holland White Hoop, bbls 8 25 @ 9 25 White Hoop, 1/2 bbls 25 @ 5 00 White hoop, keg. 57 @ 70 White hoop mchs @ 75 Norwegian ... @ Round, 100lbs ... 3.75 Round, 40lbs ... 1.75 Sealed ... 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 50lb ... 4.50 2.10 10lb ... 1.00 52 8lb ... 82 44 SEEDS Anise ... 15 Canary, Smyrna ... 7 1/2 Caraway ... 8 Cardamom, Malabar ... 1.00 Celery ... 1.00 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cattle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. 2.50 Handy Box, small ... 1.25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rapple, in jars. 43 SOAP Central City Soap Co. Jaxon ... 2.85 Boro Naphtha ... 4.00 Johnson Soap Co. Ajax ... 1.85 Badger ... 3.15 Borax ... 3.40 Calumet Family ... 2.35 China, large cakes ... 5.75 China, small cakes ... 3.75 Etna, 9 oz. ... 2.10 Etna, 60 cakes ... 2.30 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. ... 5.25 Senate Castile ... 3.50 Palm Olive, toilet ... 4.00 Palm Olive, bath ... 10.50 Palm Olive, bath ... 11.00 Rose Bouquet ... 3.40 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 Marseilles White soap 4.00 Snow Boy Wash P'wr 4.00 Proctor & Gamble Co. Lenox ... 85 Ivory, 6 oz. ... 6.75 Ivory, 10 oz. ... 6.75 Star ... 3.10 A. B. Whisley ... 4.00 Good Cheer ... 3.40 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 Fine ... 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 ... 9.00 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 Whole Spices Allspice ... 12 Cassia, China in mats. 12 Cassia, Canton ... 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana ... 18 Cloves, Zanzibar ... 16 Mace ... 55 Nutmegs, 75-80 ... 45 Nutmegs, 10-10 ... 35 Nutmegs, 115-20 ... 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 20 Ginger, African ... 15 Ginger, China ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1lb packages ... 4 @ 5 3lb packages ... 4 1/2 6lb packages ... 5 1/2 40 and 50lb boxes. 3 @ 3 1/2 Barrels ... @ 3 Common Corn 20lb packages ... 5 40lb packages ... 4 1/2 @ 7 SYRUPS Corn 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 ... 34 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 Kyo ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head, 7 oz. ... 47 Spear Head, 14 1/2 oz. 44 Nobby Twist ... 55 Jolly Tar ... 39 Old Homesty ... 43 Tody ... 34 J. T. ... 38 Piper Heidsick ... 66 Boot Jack ... 80 Honey Dip Twist ... 40 Black Standard ... 40 Cadillac ... 40 Forge ... 34 Nickel Twist ... 52 Mill ... 32 Great Navy ... 36 Smoking Sweet Core ... 34 Flat Car ... 32 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 40 Duke's Cameo ... 43 Myrtle Yarn ... 44 Yum Yum, 1 1/2 oz. ... 39 Yum Yum 1lb pails ... 38 Cream ... 40 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. ... 38 Air Brake ... 36 Cant Hook ... 30 Cotton Club ... 32 Fore 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 ... 14 Well, 1lb. balls ... 6 VINEGAR Malt White Wine, 40gr 8 Malt White Wine, 80gr 11 Pure Cider, B & E ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels, wide band ... 1.25 Market ... 6 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 ... 2.55 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 3-wire, Cable ... 1.70 2-wire, Cable ... 1.50 Cedar, all red, brass ... 1.25 Paper, Eureka ... 2.20 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 ... 65 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 ... 2.25 Single Acme ... 2.25 Double Peerless ... 2.25 Single Peerless ... 2.25 Northern Queen ... 2.75 Double Duplex ... 3.00 Good Luck ... 2.75 Universal ... 2.65 Window Cleaners 12 in. ... 1.65 14 in. ... 1.85 16 in. ... 2.30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1.15 15 in. Butter ... 2.00 17 in. Butter ... 3.25 19 in. Butter ... 4.75 Assorted, 13-15-17 ... 2.25 Assorted 15-17-19 ... 3.25 WRAPPING PAPER Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 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 Clasces or Herring ... 5 Bluefish, 3 doz. ... 11 @ 12 Live Lobster ... @ 22 Boiled Lobster ... @ 23 Cod ... @ 12 1/2 Haddock ... @ 8 No. Pickerel ... @ 9 Pike ... @ 7 Perch, dressed ... @ 12 Smoked White ... @ 12 1/2 Red Snapper ... @ 13 Col. River Salmon ... 13 @ 14 Mackerel ... 15 @ 16 OYSTERS Cans F. H. Counts ... Per can Extra Selects ... 37 Selects ... 25 Perfection Standards ... 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 ... 9 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, 80lbs, over 10 1/2 Pelts Old Wool ... Lamb ... 90 @ 2.00 Shearlings ... 25 @ 80 Tallow No. 1 ... @ 4 1/2 No. 2 ... @ 3 1/2 Wool Washed, fine ... 22 @ 27 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 Olde 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 ... 10 Cut Loaf ... 9 Leader ... 8 1/2 Kindergarten ... 9 Bon Ton Cream ... 9 French Cream ... 9 1/2 Star ... 11 Hand Made Cream ... 14 1/2 Premio Cream mixed 12 1/2 Fancy-In Pails O F Horehound Drop 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 11 Starlight Kisses ... 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 20lb pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Topazolas ... 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 Bitter Sweets, ass'd ... 1.25 Brilliant Gums, Cryst. 60 A. A. Licorice Drops ... 90 Lozenges, plain ... 55 Lozenges, printed ... 55 Imperial ... 60 Mottos ... 60 Cream Bar ... 55 G. M. Peanut Bar ... 55 Hand Made Cr's. 80 @ 99 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 Malze ... 18 Gold Medal Chocolate Almonds ... 18 Chocolate Nugatines ... 18 Quadruple Chocolate 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails ... 13 1/2 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2.75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack ... 3.00 Pop Corn Balls, 200s ... 1.2 NUTS-Whole Almonds, Tarragona .15 Almonds, Avica ... Almonds, California sft shell, new ... 15 @ 16 Brazilis ... 13 @ 14 Filberts ... 13 Cal. No. 1 ... 14 @ 15 Walnuts, soft shelled ... 24 Table nuts, fancy ... 12 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 ... Spanish Peanuts 6 @ 47 Pecan Halves ... @ 72 Walnut Halves ... @ 28 Filbert Meats ... @ 25 Alicante 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 9 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



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



Sunlight Flakes
Per case . . . \$4 00
Wheat Grits
Cases, 24 2 lb. pack's \$2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500 . . . \$3 00
500 or more . . . \$2 00
2,000 or more . . . \$1 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 1/4 lb pkg. per case. 2 60
15 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

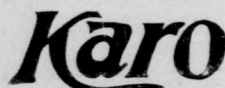
Dressed . . . @ 5 1/4
Loins . . . @ 9
Boston Butts . . . @ 8
Shoulders . . . @ 7 1/2
Leaf Lard . . . @ 7

Mutton

Carcass . . . @ 7
Lambs . . . @ 12 1/2

Veal

Carcass . . . 5 1/2 @ 8



CORN SYRUP

24 100 cans . . . 1 84
12 250 cans . . . 2 20
4 500 cans . . . 9 50

COFFEE

Roasted

Dwinell-Wright Co.'s Bds.



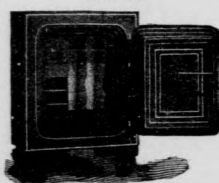
White House, 1 lb. . . .
White House, 2 lb. . . .
Excelsior, M & J, 1 lb. . . .
Excelsior, M & J, 2 lb. . . .
Tip Top, M & J, 1 lb. . . .
Royal Java and Mocha . . .
Java and Mocha Blend . . .
Boston Combination . . .
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Melsel & 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. Plainwell, Mich.

SOAP

Heaver Soap Co.'s Brands



1. 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

Our Sample Rooms

Are "Different" Sample Rooms

The differences are such as you will appreciate for
each will help save your time in market.

We do not walk you from end to end of a big build-
ing, now on this floor, now back to that floor.

We give up large floor spaces to the sole purpose
of display. In that quiet, well lighted space, you
have before you all the information you want.

There is one sample of everything we handle, tag-
ged with its catalogue number, quantity in package
and net, guaranteed price—in plain figures.

Furthermore, we waste none of your time looking
at slow sellers included merely to make a large
showing, because we make it a business to handle
nothing but what sells big in retail stores.

And in displaying a line so immense and varied as
ours we are practically sure to evolve some things
certain to suggest means of display for use in your
own store.

To these and other advantages secured by The But-
ler Way add the superior immensity and variety
guaranteed by the mere effort to show our line
complete.

Then say where else under one roof could you so
certainly and with so great a saving of time get so
wide a view of the market's possibilities for you as
right in The Butler Way sample rooms?

Whether you buy or not, see what The Butler Way
of showing samples means and use our sample
rooms for all they CAN be worth to you.

In the market as well as at home you'd find our
big Spring catalogue extremely useful.

Free for the asking. Mention No. J532.

BUTLER BROTHERS

Wholesalers of Everything—By Catalog Only

NEW YORK

CHICAGO

ST. LOUIS

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.

Oceana is the most productive county in Michigan, fruit, grain, clover, alfalfa, potatoes, stock poultry, fine climate. Send for list of farms. J. D. S. Hanson, Hart, Mich.

For Sale—On account of poor health and other business I will sell my stock of merchandise consisting as follows: Boots and shoes, full line of furnishing goods, a line of gents' every-day clothing, caps and mittens, a complete line of staple and fancy groceries, crockery, stoneware and meat market, known as the Central Meat Market; stocks and fixtures invoiced January 7th, \$6,300; cash sales last year, \$46,875; now this stock is no culls, all good up-to-date staple goods; am agent for Wm. Douglas' shoes; no trades; nothing but cash purchasers need reply; can reduce stock if necessary; located in best town in fruit belt of Michigan. Address Box 1246, Hartford, Mich. 283

For Sale—Drug store, Northern Indiana at a bargain if sold by March 15. A snap. Address No. 282, care Michigan Tradesman. 282

For Sale or Exchange—Stock of general merchandise in hustling town. Invoice \$3,000. Will sell or exchange for real estate. Address No. 275, care Michigan Tradesman. 275

For Sale—Stock of general hardware in small town in Central Michigan. Best of farming country. I wish to go into other business. Address No. 276, care Michigan Tradesman. 276

An experienced business man and collector—going to the Pacific coast, will look after any business there or en-route, that will help to pay expenses. Address Western Business, care Michigan Tradesman. 280

For Sale—A complete meat market outfit. Brand new and modern style. Cheap for cash if sold at once. Address No. 281, care Michigan Tradesman. 281

For Sale—Splendid coal business on St. Clair river, about two acres of land, 800 ft. ship canal, 18 ft. water, good dock, sheds, horses, wagons, sleighs, barn, warehouse; residence on property; doing good business; trade increasing; good reasons for selling. Answer quick if you want this. Geo. D. Dana, Algonac, Mich. 279

For Sale—Stock of groceries, notions, flour, feed hay, etc., in good growing young town in Northern Michigan. There are three mills here, plenty of timber and a nice resort. Stock and fixtures will inventory about \$1,500. Address No. 278, care Michigan Tradesman. 278

For Sale or Exchange—A good paying interest in coal yard and two mines in operation, for a stock of general merchandise, drugs or hardware. Value \$5,500. Address 53 Duffield Ave., Galesburg, Ill. 277

For Rent—Finest arranged brick store in Western Michigan, located at Cedar Springs. Store is 28x100 ft. with balcony at back and room half that size on second floor. Balance of upstairs is suite of living rooms. Warehouse in rear. Store is arranged for dry goods, shoes, groceries and crockery, clothing, ladies' ready made garments, hats, caps and carpets. Lease runs four years, from year to year at \$25 per month. Insurance rate is only \$11.60 per \$1,000. Will transfer lease if parties will buy store fixtures, grocery stock and crockery. Fixtures inventory \$1,200, groceries \$600, crockery \$350. Address W. E. Gustine, Sunfield, Mich. 273

For Sale—Clean, up-to-date shoe stock in a hustling Western Michigan town of 2,000 population. Good business. Best location. Address No. 272, care Michigan Tradesman. 272

Have just sold out my department store. Seek a position as manager of store or department. Can buy, sell or do anything in a department store. 17 years' experience. Address No. 285, care Michigan Tradesman. 285

Wanted—To buy stock of merchandise from \$4,000 to \$20,000 for cash. Address No. 253, care Michigan Tradesman. 253

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 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

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 hustling 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 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

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

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. Smelser, Kellerton, Iowa. 210

For Sale at a Sacrifice—Building and machinery of the Coyne Table & Desk Co., costing \$30,000. Main building 70x140 feet, three stories. Equipped with new modern machinery, operated less than a year. Must be sold at once. Address N. A. Week, Stevens Point, Wis. 199

For Sale—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

Receiver Sale—I will sell in bulk at auction the entire stock and fixtures of The McKlenhe 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 \$11,003.44, 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

Wanted—A stock of general merchandise at once. Address Box 125, Berrien Springs, Mich. 232

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

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 rent or sale, meat market, good business for right man. For further information, address Wm. J. Thomas, Northport, Mich. 243

For Sale—Good paying stock of drugs in the best town in Southern Michigan. No cut prices. Best of reasons for selling. Don't write unless you mean business. Address No. 225, care Michigan Tradesman. 225

For Sale—In the best town in Leelanau county, Mich., general store building with fixtures; also good residence property. Write H. F. Boughey, 611 Union St., Traverse City, Mich., for full particulars. 220

For Sale—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

POSITIONS WANTED.

Wanted—Position as salesman to travel on the road. Can handle any line. Have had 17 years' experience in department store. One year on the road. No bad habits. Address No. 286, care Michigan Tradesman. 286

Wanted—A position by an experienced cheesemaker. Address E. N. Pettet, Sparta, Mich. 259

HELP WANTED.

\$75.00 upward monthly and expenses selling premiums to retailers everywhere; \$10.00 deposit for samples. Universal China Co., Carrollton, O. 274

Wanted—Experienced grocery clerk for town near Grand Rapids. Lock Box 143, Grand Rapids, Mich. 284

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

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 3½ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Want Ads. continued on next page.

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That's our business. Special Sales Too.

Best service. Expert men. Present sales our best references. Times change—"We change with 'em." Write at once for dates.



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Library Hall, Davenport, Ia. We sell merchandise on commission basis only to show our faith in our ability. If we can't sell your goods we don't want your money. For terms, dates, and etc., address as above.

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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.

The Grain Market.

May wheat in Chicago sold at \$1.21 and better the past week, which is the highest point reached on the crop. Prices have settled back a couple of cents per bushel—a sort of natural reaction. There does not seem to be a general inclination to sell wheat at the advance, but, on the contrary, sympathy in the market is more on the bull side. The Eastern crowd practically control the situation, and it is generally conceded that they can put wheat wherever they please. The situation is liable to change, however, and the small traders will find it more profitable to play close to the market. The chief bull argument seems to be light stocks in first hands and the fact that the farmers everywhere will have to come into the market for their seeding supplies, and this demand, of course, will be for the best grades of grain. In fact, considerable grain has already been sold the spring wheat farmers for their spring seeding. There is practically no export trade, our prices being fully 20c per bushel out of line. Domestic trade is improving and the demand is increasing for flour from all markets.

The extreme cold and bad roads have had a tendency to strengthen the corn market, and cash corn is in good demand to-day at from 1@2c per bushel advance for the week. The demand for cash corn is very urgent and spot corn will bring a good strong premium for the next few days, as the railroads are bringing the grain forward very slowly.

Oats are moving a little more freely from the country, but prices are practically unchanged for the week. The demand is fair, but nothing beyond the receipts.

L. Fred Peabody.

One of the Most Successful Co-Operative Stores.

Calumet, Feb. 20—One of the most successful stores of the kind in the country is that of the Tamarack Co-Operative Association. Since the first year of its existence it has been favored by efficient management, and to this fact its success is largely attributed. The directors of the Association are among the copper country's most prominent business and mining men.

Since its organization thirteen years ago, the Association has paid in dividends and rebates to stockholders the sum of \$501,054. Recently an annual dividend of 8 per cent. on all outstanding stock and a rebate of 10 per cent. to all purchasers holding stock were declared. The earnings during the past year were \$46,474.99, and most of it will be returned to the stockholders in the form of dividends.

Most of the patrons of the store are stockholders. The number of people holding stock is 811; the non-holders total 116. During the past year the business of the Association increased 12 per cent. over that of the preceding year. The total sales amounted to \$379,117.90. The amount of capital stock outstanding is \$69,410.

The grand total of sales since the organization has been \$4,395,001.33 and the total profits \$503,980.43. Most

of this latter amount was paid back to stockholders, the balance going into improvements to the store. The total assets, according to an inventory taken last month, are \$131,806.42. The present financial condition is most encouraging. The manager of the store is L. J. Shepard, to whom is due much of the credit for the increase in last year's business.

It must be difficult and disagreeable work to publish a newspaper anywhere in Russia. The government takes such a lively interest in whatever is printed that the editors and reporters really have very little to do. The best news items in Russia these days are those connected with the strikes and the conflicts between the people and the soldiers. Where blood is spilled these occurrences would fill a page of any ordinary daily, and of late the supply there has been inexhaustible. Unfortunately for the papers and likewise for the people, the Minister of the Interior has issued a circular absolutely forbidding the papers to report conflicts between the troops and civilians occurring anywhere in Russia. At one stroke of the pen this cuts off the most fertile and fruitful field of newspaper enterprise. Censorship as to war news was already about as strictly prohibitive as it could be, so that now there is little left which the papers can print except the advertisements and the weather reports. Compare the freedom of the press in America with such rules for the government of journalism and note the difference. Russia is not only dark, but its rulers evidently propose that no one shall let in the light.

Detroit—The Floyd Medicine Co. has incorporated as the Floyd Co-Operative Drug & Manufacturing Co., with a capital of \$250,000, the same as the capitalization of the former concern. Coincident with the change, the following officers have been elected: President—treasurer—manager, Frank W. Floyd; Vice-President, A. E. Jennings; Secretary, F. J. Mason. Messrs. Jennings and Mason have not previously been officers, and their entrance will result in an extension of the field of effort of the company, some twenty-five articles being added to present lines. Mr. Jennings is a director of the Ypsi-Ann electric line, and Mr. Mason is the Secretary of the Detroit, Belle Isle & Windsor Ferry Co. D. E. Prall, of Saginaw, who has been Vice-President, retires from the company, as does R. N. Floyd, who has been Secretary. He has entered business in Mancelona. The board of directors has been increased to seven, including T. S. Venable and J. Q. Haynes, of Owensboro, Ky., and Donald Clerk, Detroit.

Detroit—A corporation has been formed by the Peninsular Fuel Co. for the handling of coal, coke and fuel products. The authorized capital stock of the company is \$50,000, of which \$40,000 has been subscribed and \$1,020 paid in in cash and \$29,080 in property.

Good Work Being Done in St. Johns.

St. Johns, Feb. 18—At a meeting of the Business Men's Association, Tuesday evening, the board of directors elected the following officers for the coming year:

President—J. Earle Brown.
Vice-President—John C. Hicks.
Treasurer—R. C. Dexter.
Secretary—S. M. Stilson.

John W. Fitzgerald, who has served the Association so ably since its organization, refused to accept the office of President for next year. Mr. Stilson expects to go to Lansing April 1, at which time there will be a vacancy in the office of Secretary.

The meeting Tuesday evening was well attended and much interest was shown. The Association considered the proposition of a clock firm in Connecticut which is desirous of locating in St. Johns. The company claims to have about \$60,000 invested in machinery and manufactured goods and would employ about 200 men. It asks no bonus but does ask to have suitable buildings erected, the company to be given time to pay for them. The matter was referred to the Committee on Manufactures, who will investigate and correspond with the company with the view of making some satisfactory arrangement. The company would employ skilled laborers and pay good wages, and would probably be a paying investment for St. Johns.

The question of giving aid to the Lansing Pickle Co., which is desirous of locating a salting station in this city, was discussed, and the Association came to the conclusion there was not enough business in it to warrant the investment. The company desires the Association to guarantee at least 150 acres for the raising of cucumbers, for which the company would pay fifteen cents a bushel.

The proposition of enlarging A. T. Smith's carriage shop is still in the hands of the committee. The Association desires to make careful investments and secure permanent results.

Will Open for Business About March 1.

Cheboygan, Feb. 20—The Cheboygan County Savings Bank will open for business about March 1 under the control of the following officers and directors:

President—James F. Moloney.
Vice-President—Wm. L. Martin.
Directors—James F. Moloney, Wm. L. Martin, Wm. S. McArthur, John H. Clune, Joseph E. Cueny, Geo. Annand, Dr. S. A. St. Amour.

The stockholders are as follows: J. F. Moloney, James McGregor, Chas. Bellant, George Lockman, Vet. S. Moloney, Jos. P. Moloney, Dr. S. A. St. Amour, Daniel Monaghan, Margaret Moloney, James F. Moloney, trustee; Wm. L. Martin, Geo. Annand, Thomas A. Martin, Wm. S. McArthur, John H. Clune, Jos. E. Cueny, Wm. H. Blake, Victor D. Sprague, John Noll, Dallis Wanke, J. E. Tuttle, J. C. Rittenhouse, Samuel Gilpin, Jas. P. Clune, W. Gainor.

The officers of the bank have adopted a resolution pledging the officials of the bank to work without

compensation until the bank pays its first dividend. This, of course, does not include the cashier and office force.

The position of cashier has not yet been filled.

Business Wants**Too Late to Classify.**

For Sale—Manufacturing site, adjoining large industries; unexcelled location; all railroad connections; 11½ acres, level and without doubt one of the best locations as to shipping facilities that could be desired. J. W. Douthett, 351 Spitzer Bldg., Toledo, Ohio. 291

Oklahoma Farms—For sale in Comanche county, from \$1,000 to \$3,500 for 160 acres. Write for list and descriptions of same. M. A. Wert, Lawton, Okla. 290

Big Money—\$10 buys, puts or calls on 10,000 bushels wheat; no further risk; movement of 5 cents makes you \$500. Write for circular. The Standard Grain Co., Cleveland, Ohio. 289

For Sale—Planing mill and wood-working plant in the city of Cadillac, Mich.; well located and doing a good business. Address Magnus A. Hansen, Cadillac, Mich. 288

For Sale—Twenty-five shares (par value \$2,500) stock in the Carbide Fireproofing Co. cheap; full investigation courted. This is a rare investment opportunity. Address E. R. Stowell, Portland, Ind. 287

For Sale—A clean general stock of dry goods, shoes, groceries and provisions. Invoice about \$1,890. 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

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

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

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. 888

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

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

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. Vost & Co., Detroit, Mich. 250

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