

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, APRIL 13, 1904

Number 1073

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WE FURNISH PROTECTION AGAINST
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Have Invested Over Three Million Dol- lars For Our Customers in Three Years

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to
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Managers of Douglas, Lacey & Company
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Grand Rapids, Mich.

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THE WAR IN THE FAR EAST.

It is rather amusing to note the straits to which the sensational press is being reduced in order to print a sufficient amount of war news to make a showing. All sorts of rumors are published as facts, only to be contradicted later on, and sometimes in the same issue, and the most trivial incidents are magnified into matters of importance solely because there is no news to be had from the scene of war. There are quite an army of correspondents already in the Far East, and a fresh contingent on the way there to watch events from the Russian side. This army of correspondents is being carefully guarded far to the rear, where they are not only distant from all the news centers, but are removed from all facilities for transmitting reports to their papers. Whenever by an accident they succeed in securing a news item the censor either rejects it altogether or destroys its value by emasculating it.

Both Russians and Japanese have been equally remorseless to the correspondents, and it is easy to see that this treatment of the news gatherers was carefully premeditated, the idea being to prevent all accurate information getting abroad as to the strategic movements of the various military forces. Because of this treatment of the correspondents the world is completely without reliable news as to the positions of the several Japanese armies that are believed to have landed in Korea. The positions and strength of the Russian forces are equally shrouded in mystery, and for the same very good reason that the Russians have not been any more indulgent to correspondents than have the Japanese.

In all probability after the land campaign has opened in earnest both belligerents will relax somewhat their regulations as to correspondents. It is said that Russia is now permitting some correspondents to join army

headquarters at Mukden, and it is also announced that the Japanese have permitted the correspondents heretofore kept cooling their heels in Tokio to proceed to Korea, ostensibly to join the army somewhere at the front. All this may presage the approaching opening of the spring campaign; in fact, there are other indications that fighting is close at hand.

As far as reliable information has been received the Japanese have occupied Wiju, which means that their advance guard has reached the Yalu River, seemingly without a further encounter with the Russian Cossack cavalry, which is known to be the only Russian force south of the Yalu. Whether the Cossacks have recrossed the river into Manchuria, completely abandoning Korea to the Japanese, or have merely moved to the eastward so as to harass the Japanese flank, is not known. Some of the dispatches report that the Japanese are landing supplies and troops in the Yalu, which is probable enough, as their smaller cruisers and gun-boats would have no trouble whatever in ascending the river for a considerable distance. This ability to patrol the banks of the river ought to make it easy for the Japanese to cross the stream without serious opposition from the Russians, which makes it probable that the first big fight will take place some distance to the northward of the Manchurian frontier.

Virginia does not want her schoolmasters to drink, and a bill to that effect is now before the Legislature. Their need of liquid refreshment is to be determined by a doctor of medicine, and not by their private interior yearnings, and they must show a prescription before any tavern or saloonkeeper is empowered to give them one. If they shall violate the ordinance they are to be removed, and if the trustees shall fail to carry this out they are to be fined for dereliction.

Thomas A. Edison has ceased to trouble himself with the problem of aerial navigation, to which he has given much attention during recent years. He does not say that aerial navigation is impossible, but that the secret of it lies beyond him. Future geniuses may solve it.

J. Sakal, of Japan, has been investigating various locations in Florida, with a view to settling in that State a colony of Japanese, who will raise cane, and engage in the manufacture of mats and other articles.

Debts become larger the more they are contracted.

Japan may be said to be a Rusher.

GENERAL TRADE REVIEW.

The greatest surprise to observers of industrial conditions, as spring opens slowly after the severe winter, is that general trade is so active in the face of many other adverse influences. Speculative inflation of prices of commodities and materials is a serious hindrance in both export and domestic trade and in the textile industries, and yet the volume of trade as a whole compares favorably with any similar period except the climax of last year.

After a week of increasing activity and enhancing prices in the Wall Street markets there is a slight reactive tendency in evidence, but not more than operates to keep trade moving on a healthy basis. There is a demand for investment by the more conservative traders which argues a confidence in the general situation that will go far to keep the movement in the right direction. All the building and transportation trades are assuming more than expected activity as spring advances and this gives assurance in all lines that the people still have the money with which to buy.

The long inflation of cereal prices operated to hinder both domestic trade and export, and it was carried so long that it finally made the supply, in this country again sufficient for normal conditions. In the cotton inflation it is thought there will be a similar solution. When prices recede until spinners become interested speculators promptly rally and keep it above reach. This policy, carried far enough, will only serve to restrict until trade conditions will conform to the supply which will be in hand and then prices will resume a trade basis. Iron and steel development is meeting the most sanguine anticipations. Orders are coming in with unexpected liberality and the reports of the companies as to business and prospects of profit are most encouraging.

A favorable feature of the general situation is the liberality with which financial operations looking to transportation betterments and extensions are being received. It was predicted by many that a long time would elapse before it would be found possible to float such securities, but it is found that when the business is on a solid basis there are funds enough at hand to meet any reasonable requirements.

Iowa easily leads the States in the production of eggs, the yearly product of that State being 100,000,000 dozen. Ohio comes next with 91,000,000 dozen; Illinois third, with 86,000,000 dozen, and Missouri fourth, 80,000,000 dozen. The value of the combined poultry and egg product is nearly double that of the precious metals.



Different Exhibits as Exemplified in Local Store Windows.

To commence at the beginning is as good a place as any and so I am to praise once more the remarkable ingenuity of Jacob Hartger, the young man at Daane & Witters' who, when he is not arranging vegetables in the large show windows, is extolling their merits to customers over the counter. One would think he would run out of ideas for his displays, with only fruits and vegetables to draw from, but he "hobs up serenely" every time.

His inventiveness started out one day this last week with rich-colored velvety egg plants. In the window across the corner was a row of these large plum-colored "eggs," set at right angles to the glass. Perhaps the name egg plants suggested the idea of placing the other vegetables around the first named in the shape of an egg. At any rate, different rows of vegetables were grouped in an oval around the central row of egg plants. Crisp leaf lettuce alternated with round pert little red radishes and next came clean parsnips. I say clean; and they were clean. They had been scrubbed—I know they had. "Clean, Clean, Clean," seems to be the motto of this cozy little establishment, and I am sure this has a great deal to do with its popularity with

the many notable housekeepers who will patronize no other place. While casting my eye over the groups of eatables in the windows, my ear could not help but hear the names that the clerks took down as they answered the continual jingling of the phone; and most all of them were those of households who are abundantly able to pay for the best and will accept nothing less, showing that the firm in question enjoys an exceptionally good class of trade.

But I am wandering from that corner window.

Beyond the parsnips the oval lost itself, straight rows of what will be "garden stuff" a little later on taking the place of the curve on either side. Head lettuce next greeted the sight, alternating with more of the cheerful little bunches of radishes (that somehow make one think of a little squirrel, they are so "sassy!") Dignified asparagus stood up very straight next to the dumpy little lettuce heads, like a tall, stately brunette overshadowing an insignificant little blond. Plebeian onions hobnobbed with these, as if to take down their pride. Other good things that gave the observer a gnawing sensation in his stomachal region were bright red tomatoes, yellow and green string beans (two different varieties of the plant), water cress, parsley and cauliflower.

There was more to tempt the bon vivant: pineapples from the Sunny South, "genuine" (they swore to it) maple sugar, coconuts and a soft cheese brought from "across the border." It was a cream cheese similar, as to package, to the Neufchatel

made by the Zeeland Cheese Co. I did not see inside the tinfoil, but an accommodating clerk at my elbow said that this cheese is richer than our Michigan product—"very soft and rich and a light lemon in color." It seems as if it would appeal especially to the cheese fiend. It is made by the Canadian Cream Cheese Co., with offices at Toronto and Detroit.

Strawberries have got down to shortcake prices—if you are not particular as to quantity between the layers.

Smyrna figs smacked of the Orient, and three grades (as to size) of oranges reminded the traveler of California.

The window toward the setting sun contained bushel baskets of Northern Spys, Rhode Island Greenings and Golden Russets.

And between these and the person on the sidewalk were—how many do you think? One thousand two hundred and sixty oranges! You wouldn't think there could be so many shut in in that contracted space, but ten boxes containing on the average one hundred twenty-six to the box can't make any other figure.

* * *

Next on my list, as last week, I see I have the enterprising Mr. Peter J. Koke. This bright jeweler did himself proud last Saturday, that being the sixth anniversary of his starting in business, in a small way in a tiny corner of another store. Like Topsy, he has "grewed," and to-day presides over a store of which many an old established firm might well be proud.

One knew something was "doin'," the morning of the day before Sunday, when a piece of rich turquoise blue velvet was being draped along the front of the floor of the east window, and his surmise was confirmed when he saw white China silk supplementing this in the rest of the display space, and dazzling diamonds galore strewn on the contrasting blue of the velvet, and the dearest of cunning little turquoise blue velvet boxes (of exactly the same shade as the velvet drape), containing rich samples of the ringmaker's art, carelessly (apparently, but with what consummate art) disposed on the soft, dainty silk.

In the opposite window was as handsome an array of cut glass as one would wish to see; also odd shaped pieces of silver ornamented with flowers that looked so "lifelike" you wanted to pick 'em! There was one especially beautiful piece with water lilies all around the outside, and inside as well.

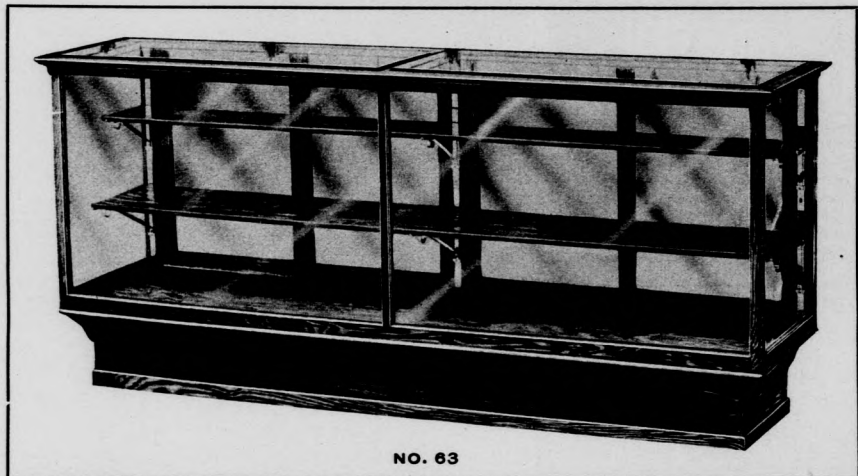
Many were the favorable comments made by the passers-by who paused to admire these Koke windows; and when pretty sterling silver hatpins were given, as souvenirs of the event, to every lady entering the store, who could forget the donor?

* * *

Peck Bros. had substantial-looking windows the past week. Across the round corner was an attractive exhibit of toilet soaps, scented with the popular odors, rose, carnation, heliotrope, violet, etc., manufactured by Armour & Co. The boxes were arranged in a semi-circle, following the

High Grade Show Cases

And what the term means to us



When we say high-grade Show Cases, we mean Cases built of carefully selected and thoroughly kiln-dried hardwood lumber, built by experienced cabinet makers, finished equally as well as the best furniture, glazed with the best glazing quality plate glass tops, best quality double strength A sheet glass fronts, ends and doors, doors sliding on ball-bearing rollers and metal tracks, shelves on nickel plated adjustable steel brackets. Every detail strictly up-to-date in every respect.

Is this the kind of work you want? If so, write us.

GRAND RAPIDS FIXTURES CO.,

Corner Bartlett and South Ionia Streets
GRAND RAPIDS, MICHIGAN

New York Office, 724 Broadway

Boston Office, 125 Summer Street

bend of the plate glass window, with a high tier of the same containers in the background. Numerous cartons holding Vinol testified to the value of that patent medicine, and next to this was an original package of stick licorice, the box being overturned, as the week before, to show the public how this article is packed with laurel leaves for shipment.

* * *

To judge by the variety of effects that genial "Monty" Treusch obtains out of always the same material, he must lie awake o' nights to think 'em up! A recent corner window had the entire floor space covered over with pictures of Tom Keene, advertising the cigar of that name, and all around the pictures, with their bowls just touching the oval frames encircling the actor, were hundreds of pipes of the same general character but each group differing as to some slight detail. And it must here be confessed that the gentlemen are not the only ones who enjoy looking at these displays of the versatile cigar store proprietor.

* * *

I should like to make extended reference to Preusser's excellent windows. They deserve an elaborate description.

Two things in the west window were particularly calculated to drive a woman crazy if she might not possess one or both. These articles were two fans, entirely different, but each a masterpiece of its kind, the one being the handsomest, to my mind, ever seen in Grand Rapids, the other the daintiest imaginable. They were both of the open-and-shut sort. The dark, rich real tortoise shell frame was surmounted by flat black ostrich feathers of a fine quality, and the combination was extremely beautiful in effect. I enquired the price. It would take just \$20 to induce the store to separate itself from its possession! The frame of the other much-to-be-desired accessory to feminine vanity had mother-of-pearl sticks, their iridescence being very distinct, and the upper part was of fine-meshed Point Applique, with a sprinkling of gilt and steel spangles—just enough and no more.

You looked at the \$20 one and wanted that. You looked at the \$15 one and sighed to call it yours—this if you were a poor girl. Rich, happy women will doubtless be hugging themselves in their ownership before many moons go by, for these fans are too exquisite in composition and workmanship long to go begging a purchaser.

"Would I had the money for both!" I heard a lady say who was gazing with rapt admiration at the two adorable objects.

Preusser always has such exquisite articles in his windows that the public have long ceased to wonder—have grown accustomed to their presence. This time, in addition to the above-mentioned fans, there were clocks which had the appearance of Carrara marble, ornamented with gilt, but the marble was really a composition called "alabaster." They were lovely little things for lovely little maids' boudoirs, pretty for the mantel or escritoire; just the thing for a

white and gold or green and gold room.

* * *

By shopping around, 'tisn't hard, nowadays, to find charming little pick-me-ups that harmonize with apartments of any desired color or tint. For much or little money—generally the former—one runs across the very thing for this, that or other nook or corner needing something to relieve its bareness; although goodness knows the most of us can not plead innocent of the charge of cluttering up our living places with an amount of truck that is simply appalling when one considers the slavish work we are obliged to undergo to keep things clean and in unlicked—not to say unbroken—condition, referring, of course, to bric-a-brac. And when one speaks of draperies and the like, well, some of our dwellings are veritable workshops of the microbes!

One home I have in mind, here in this city, that is a very Paradise to enter—it is Edenic in simplicity. This condition may be owing to the fact that its master is a doctor. It may be owing to the fact that it is presided over by the doctor's beautiful wife—beautiful in feature, in figure, in character, one of the most lovable women it has been my good fortune to know. Not of the goody-goody sort, but just a wholesome, large-hearted, healthy young woman who idolizes her home. Her home! Would I might describe it so the reader might see it as it is. It is the most restful place I ever entered. Really, it has next to nothing in it is the why and wherefore. And that is the reason I love it so. Just enough elegant things in it to make one glad there are not more!

Imagine, if you please, a sleeping room sixteen feet wide by thirty in length, with absolutely nothing in it but an immense Turkish rug on the hardwood floor, a massive, very plain mahogany bedroom suite, one rocking chair, two straight-backed chairs, a few restful pictures adorning the walls and dainty dimity curtains at the four windows. Not a superfluity in the room! With a door opening on to an upper porch where bedding may be conveniently aired, do you wonder that milord and lady of this Castle Beautiful rejoice in abounding health and look out on the world through eyes that see only the Sunny Side?

Acrobatic in Metaphors.

It sometimes happens that a speaker's enthusiasm runs away with him and his metaphors, as, for instance, when a zealous supporter of a certain organization recently thundered forth:

"He is a person, my friends—I know what I am saying, for I have had personal experience—he is a person who would not hesitate to slap you on the back before your face and give you a black eye behind your back!"

J. A. Pennington, who recently engaged in general trade at Cedar, writes as follows: I saved the first dollar I took in when I started in business to pay for the Tradesman.

Grand Rapids Glass & Bending Co.

Importers and Jobbers of

Window, Plate, Prism and Ornamental Glass

Manufacturers of

Bent and Leaded Glass

Prices quoted on application

Cor. Kent and Newberry Sts., Grand Rapids, Mich.

Both telephones

How to Paint your house Cheap

The cost of painting the house and barn, outbuildings and fences is a heavy burden. Cheap paints soon fade, peel or scale off and white lead and oil costs so much and has to be replaced so often that it is a constant expense to keep the bright, clean appearance so desirable in the cozy cottage-home or the elegant mansion. To meet the needs of the small purse and at the same time give the rich, lasting, protecting effect of a first-class paint caused the manufacture of



Carrara Paint

and it is the best paint for house, barn or fence; for interior or exterior work it has no equal. It is smoother, covers more surface, brightens and preserves colors, is used on wood, iron, tin, brick, stone or tile, and never cracks, peels, blisters or chinks; it does not fade, it outlasts the best white lead or any mixed paint, and it covers so much more surface to the gallon that it is cheaper in the first costs than most cheap paints.

The following are a few of the large users of Carrara Paint: The Waldorf-Astoria, New York City, one of the most magnificent hotels in the world, is painted entirely with the world-famous CARRARA PAINT; Pennsylvania R. R. Co.; Pullman Palace Car Co.; Chicago Telephone Co.; Central Field Museum, Chicago; Kenwood Club, Chicago; Cincinnati Southern; G. & F. T. R. Co.; Denver & Rio Grande R. R.; Wellington Hotel, Chicago.

Agents wanted in every town in Western Michigan.

WORDEN GROCER COMPANY

DISTRIBUTORS

GRAND RAPIDS, MICH.



Movements of Merchants.

Olivet—A. A. Belding has sold his West Side meat market to Emmett Mackey.

Kalamazoo—James G. Tallman, grocer, has sold his stock to Clarence A. Baker.

Morrice—Frank Cates is enlarging his meat market and will add a line of groceries.

Detroit—The John Spiegle Co. has increased its capital stock from \$15,000 to \$35,000.

Muskegon—M. J. Dow has named his new grocery at 161 W. Western avenue the Hub.

Jackson—Gage & Urch, dealers in wood and coal, have sold out to the J. E. Bartlett Co.

Detroit—Dr. Stephen E. Swantek has purchased the drug stock of Frank X. Zinger.

Lake Ann—F. B. Towsley succeeds the late A. H. Towsley in the shoe and harness business.

Holland—Bousma & Wierengo have purchased the grocery stock of DeWitt & VandenBelt.

Detroit—Bedell Bros. have purchased the grocery stock and meat market of Edwin Davey.

LeGrand—Sarah A. (Mrs. August) Kinde has removed her general merchandise stock to Kinde.

Coldwater—C. B. Schrontz, grocer, has taken a partner under the style of Schrontz & Blackmar.

Saginaw—Wm. C. Maier has embarked in the meat business, purchasing the market of Wm. Kinde.

Hart—John Wachter has taken a partner in his grocery business under the style of John Wachter & Co.

Sunfield—Cole & Fisk is the new style under which the hardware business of Childs & Cole is continued.

Pontiac—Charles S. Ensminger and M. Miner, of Owosso, will open a New York racket store in this city May 1.

Pontiac—George Casey, who conducted the Orchard Lake avenue grocery store, has embarked in the bazaar business.

Jackson—Fred Walton has been elected President of the Retail Grocers' Association owing to the resignation of Joseph Enos.

Bay City—Fish & Campbell, dealers in paints and wall paper, have dissolved partnership. The business is continued by Fish & Co.

Port Huron—J. Frank Hayes has gone to Kansas City, Mo., where he will act as western representative of Nelson, Baker & Co., of Detroit.

Saginaw—The wholesale boot and shoe house of the Waldron, Alderton & Melze Co. has increased its capital stock from \$50,000 to \$100,000.

Muskegon—James Mulder has opened his dry goods store at 118 Pine street. He will be assisted in the business by his son, Jay Mulder.

Fife Lake—Louis Morris has sold his dry goods and clothing stock at South Boardman and will hereafter devote his entire time to his Fife Lake store.

Lansing—E. J. Evans, who has been connected with the Lansing Confectionery Co. for the past twelve years, has sold his interest to Claude Chamberlain.

Traverse City—R. E. Weaver has sold his retail cigar business to L. W. Levant, of Thompsonville, and will devote his entire attention to the wholesale business.

Alma—Stevens & Cole, furniture dealers and undertakers, have dissolved partnership. The style of the new firm which succeeds to the business is Stevens & Co.

Palo—Henry D. Pew and Chas. H. Mandeville have again become partners and will continue the mercantile business of Mr. Pew under the style of Pew & Mandeville.

Homer—N. E. Crum, formerly of the dry goods firm of Deming, Crum & Co., has purchased the grocery stock of O. E. Blair and will continue the business at the old stand.

Tekonsha—H. W. Brown, formerly of Leslie, but for some time a resident of Lansing, has been elected Secretary and Manager of the H. N. Randall Co., dealer in butter and eggs at this place.

Cadillac—Silas W. Huckleberry and W. S. Randall have formed a co-partnership to succeed William Cassler in the ice and fuel business. The business will be continued under the style of Huckleberry & Randall.

Lansing—The H. & B. Candy Co. will begin operations May 1 in the building recently occupied by the Lansing Confectionery Co. The members of the company are D. H. Hasbrouck and Albert J. Bauerlee.

Flint—Geo. R. Hoyt has decided to retire from active business and has accordingly sold his interest in the dry goods house of G. R. Hoyt & Co. to Bradford, O'Brien & Co., of Chicago. The stock will be closed out at once.

Alpena—The Alpena County Savings Bank has increased its capital stock from \$50,000 to \$75,000. The additional stock was subscribed by the stockholders on the basis of \$150 per share, so that the surplus account is now \$37,500.

Sunfield—Ed. Cole has purchased the interest of his partner in the hardware business and formed a co-partnership with his cousin, F. F. Fisk, of Columbia, Miss., who will remain in that city, Mr. Cole having full charge of the business here.

Marlborough—The new general store of the Marlborough Mercantile Co. was opened for business one day last week. The building has a frontage of 120 feet and possesses most of the modern conveniences, including plate glass and electric light.

Escanaba—The stock of Rathfon Bros. Co., except that of the grocery department, has been purchased by the Masonic Block Department Store Co. and the Escanaba Clothing Co., two newly organized companies, the members of which were formerly in the employ of the Rathfon Bros. Co.

Manufacturing Matters.

Charlotte—Albert Towe has purchased the planing mill of Harry Cove and has already taken possession of the business.

Holland—Peter Boven, cigar manufacturer, has sold out to Richard Mills.

Coral—H. B. Babbitt, of Fremont, has leased the canning factory at this place.

Lake Ann—H. L. Thompson succeeds to the business of the Engel Milling Co.

Tecumseh—The Anthony Wire Fence Co. is turning out 15,000 rods of wire per day.

Hart—Chase, Farmer & Zenia continue the planing mill business of Chase & Farmer.

South Boardman—Davis & Donaldson, grist mill operators, have sold out to Frank S. Young.

Detroit—Morgan, Rollins & Co., manufacturers of skirts, are succeeded by the International Skirt Co.

Detroit—The Michigan Macaroni Co., not incorporated, is succeeded by the Michigan Macaroni Co., Limited.

Crystal—Wallace Grimm is erecting a new cheese factory at Centerville, near this place, 18x30 feet in dimensions.

Freeland—Vasold Bros. have purchased the creamery of Charles Dietiker at this place and also at La-Porte.

Detroit—Parke, Davis & Co. have declared a dividend of 1/4 per cent. for the quarter ending March 31. The transfer books of the company will close April 16.

Onkama—The Onkama Cheese Co. has engaged H. E. Finney, of Butternut, as cheesemaker for the coming season. The factory will begin operations May 1.

Stanton—Will Pettit and David Woods have resigned their positions as clerks in Curtis Ball's store and are now at Sidney making active preparations for the erection of their new cheese factory.

Detroit—The Western Robe Co. has been organized with a capital stock of \$300,000 to engage in the manufacture of cloth, clothing, robes and fur garments. The stock is all held by Hugh Wallace, with the exception of two shares.

Battle Creek—The Artist Piano Player Co. has been organized with a capital stock of \$100,000, held as follows: Joseph Ruse, 5,999 shares; A. J. Stone, 3,500 shares; J. M. Stone, 500 shares; Hilda E. Ruse, 1 share, and A. B. Williams, 1 share.

Escanaba—The Escanaba Township Creamery Co. has been organized with a capital stock of \$4,000 to engage in the general creamery business in Escanaba township. The organizers of the company are John Barron, Fatigue Martell and Regis Beauchamp.

Manistee—The new glove factory is an assured fact. T. J. Ramsdell has donated a suitable site and a factory, 50x130 feet in dimensions, will be erected immediately. Subscriptions to the amount of \$10,000 have already been received from local investors.

Bay City—The Michigan Vitriified Brick Co. is the style of a new company organized to manufacture brick, tile, sewer pipe and other clay products, operations to be carried on in Frankenlust and Monitor townships, Bay county, with business office lo-

cated at this place. The authorized capital stock of the new concern is \$75,000, held by the following persons: Alexander Zagelmeyer, 3,590 shares; E. L. Mather, 3,200; Chas. W. Stiver, 70 shares, and F. Zagelmeyer, 10 shares.

Detroit—The Detroit Saw & Tool Works has merged its business into a corporation with an authorized capital stock of \$60,000. The members of the new company are H. C. Culverwell, 2,725 shares; George Noller, 2,000 shares; Wm. J. Paul, 725 shares and J. H. Cullen, 550 shares.

Stanton—The Stanton Cement Stone Co. has been formed to manufacture cement blocks for building purposes. The authorized capital stock is \$5,000, held by the following persons: J. W. S. Pierson, 90 shares; E. S. Stebbins, 40 shares; J. T. Gage, 10 shares, and S. P. Youngs, 10 shares.

Sault Ste. Marie—The Soo Woolen Mills will more than double the size of its plant and capacity this spring. A brick building, 45x100 feet, will be erected. An addition will also be made to its present building. The principal products of the company are lumbermen's shirts, pants and mackinaws.

Saginaw—The Combination Collar & Hame Co. is the style of a new company formed to engage in the manufacture of horse collars and hames. The authorized capital stock is \$48,000. The shareholders are Wm. E. Pickering, 1,800 shares; N. A. Richards, 1,500 shares, and J. B. Howell, 1,500 shares.

Flint—George H. Jones, who has for some time been at the head of the Flint Pantaloon Co.'s plant, has been obliged to retire from the business on account of poor health. He has therefore sold his interest in the business to W. A. Stovel, of Detroit. Mr. Stovel was formerly engaged in the lumber business at Alpena.

French Alligator Farms.

Several French dealers have recently visited America to purchase stock for an alligator farm which they propose starting in the South of France. Alligator skin has become so highly prized throughout France that the animal dealers believe it will pay well to raise the alligators on this, the first farm of its kind in the world. Not long ago President Loubet received a present of a hunting suit of alligator skin. The skin is said to be growing scarcer each year, and there is always a great demand for it for boots, shoes, handbags, writing pads, portfolios, and toilet articles.

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

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



H. W. Fisher has opened a grocery store at Vickeryville. The Judson Grocer Company furnished the stock.

Peter Visser has engaged in the grocery business at Drenthe. The stock was furnished by the Worden Grocer Co.

Ruggles & Williams have engaged in the grocery business at Snowflake. The stock was purchased of the Worden Grocer Co.

S. R. Hathaway, of Thompsonville, has added a line of groceries to his hardware stock, purchasing same of the Worden Grocer Co.

B. M. Champion has opened a grocery store on the corner of Ottawa and Fairbanks streets. The Worden Grocer Co. furnished the stock.

The Arnold & Ash Co. has embarked in the grocery business at Three Rivers. The stock was purchased of the Worden Grocer Co.

Mrs. C. C. Schultz has put in a line of fancy canned and shelf goods at 387 Ottawa street. The stock was sold by the Worden Grocer Co.

W. Fred Longe, the Ionia meat dealer, was in town a couple of days last week as the guest of John G. Eble. He attended the annual banquet of the Grand Rapids Retail Meat Dealers' Association on Thursday evening.

The W. F. Wurzburg Jewelry Co. has been organized with a capital stock of \$15,000 to engage in the jewelry and general merchandise business, having purchased the stock of the American Jewelry Co., located in the Tower block. The capital stock is all held by Mr. Wurzburg with the exception of two shares.

The Grand Rapids Glass & Bending Co., which has heretofore confined its business almost exclusively to the sale of glass to furniture factories, has arranged to enter the jobbing field, having secured the services of two traveling men, who will cover the hardware trade of the State at regular intervals.

The Grand Rapids Retail Grocers' Association has tendered the Grand Rapids Retail Meat Dealers' Association a complimentary space in the forthcoming food show in which to exhibit a model meat market. The offer appears to be greatly appreciated by the organization thus favored and a special meeting will probably be called by President Kling in the near future to consider the matter.

John H. Schofield, editor of the Butchers and Packers' Gazette and Secretary of the Master Butchers of America, addressed the Grand Rapids Retail Meat Dealers' Association last Wednesday evening on the subject of affiliating with the National organization, as a result of which seventy members took the obligation and voted to change the name of their association to the Master

Butchers of Grand Rapids. Seventeen more names have been handed in to the Secretary for acceptance at the next meeting. Mr. Schofield went to Muskegon on Friday, and he succeeded in obligating twenty-three meat dealers on Monday evening. He left Tuesday for Kalamazoo, where he expects to remain a couple of days, going thence to Ft. Wayne, Richmond and Indianapolis. The branches established under the auspices of Mr. Schofield are secret in scope, involving the taking of an oath, to abide by the rules and regulations of the National and local bodies. Admission to the meetings is by grip and password.

The Grocery Market.

Sugar (W. H. Edgar & Son)—Since our letter of the 5th there has been no change in primary conditions, the only event of importance being the announcement by one refiner that orders for "prompt shipment only" would be acceptable at a concession of 10c per hundred. This is still in effect and has not been met by the other refiners. The raw market is now quoted at 3 $\frac{3}{4}$ @311-16c for centrifugals, although no spot transactions are recorded. Some sugars have been sold, however, at equal to 3 $\frac{3}{4}$ c landed, duty paid—one small parcel is afloat and the remainder for shipment. Cuban holders demand 2 $\frac{3}{4}$ c cost and freight, or say 3.72c, duty paid, and we learn of no intimations of lower prices in that direction. Europe remains firm around a parity of 3.82c with 96 deg. test centrifugals. The situation in the refined market has been only slightly affected by the concession noted above, as nearly all jobbers are supplied for the time being with at least some lower priced contracts, on which they prefer to apply their withdrawals. The concession will undoubtedly prove to be only a temporary measure and, while we look for no large new business in the immediate future, the conditions everywhere are improving and the volume of business, even at this time, is good and may reasonably be expected to increase as we approach the more active season. It is well to bear in mind that there are no large stocks in dealers' hands anywhere and that the every day call from now on must be in increasing volume. The general sugar situation appears healthy and we see no reason to change our impressions as expressed in former letters—"we think well of sugar."

Tea—Jobbers are still supplying their customers with their own brands very largely, although here and there a wholesaler is unable to duplicate his line exactly, and has to switch his trade off on some other variety. However, there cannot be said to be any scarcity as yet. In the primary markets the situation is firm, with high anticipations for the coming crop.

Coffee—The receipts of Rio and Santos, as compared with the receipts up to the same time of last year, now show a deficiency of 1,150,000 bags. The world's visible supply also shows a shrinkage of 263,000 bags on April 1, as compared with March 1. These bull features of the market have been emphasized by the report from Bra-

zil that the continued drought is very unfavorable to the trees as regards the coming crop. Milds are firm and unchanged. Java and Mocha are unchanged and firm.

Canned Goods—Salmon is very strong. Pinks and reds are especially hard to get hold of at almost any price as the Japanese government has bought large quantities of the pinks for her army's use. Sockeyes are practically out of the market for this season. Where the salmon is to come from when the heavy demand really sets in is a mystery, especially if the fighting nations continue to buy great quantities of it. Asparagus is another line that threatens to be short. In California the beds have been flooded and the chances are that the pack will be very light. Before the floods came the growers had out a tale of rust on the strength of which they started prices high, so it looks as though this commodity could not be touched with a ten foot pole next fall. Tomatoes are featureless. There is only one thing apparently certain and that is that there are plenty of them—such as they are. No one has predicted any shortage in this line—which is quite a relief. Corn is shorter and shorter, if possible. It looks as though the 1904 pack, or at least the planting, would be very large. Sardines—the French—are likely to go higher, from all reports. Lima beans are firm. Peas are moving fairly well and are steady to firm.

Dried Fruits—There has been no change in prunes since last week, though the coast people seem to be getting gradually lower in their ideas, by reason of the stagnant demand and the heavy unsold surplus. Peaches are in very fair demand at unchanged prices. Cheap lots are getting cleaned up. Seeded raisins are very dull, but loose muscatels are fairly active at unchanged prices. The stock of unsold raisins on the coast is extremely heavy, and the association is now preparing plans to dispose of it. Probably only about 500 cars will be needed between this and next November, when the new crop will come on the market. Apricots are selling well at unchanged prices. Currants are slow and unchanged, some good sales having been made in New York for Western shipment.

Rice—Reports from the South indicate rather a dullness there, as the trade is well supplied and there are no takers for some of the offerings. In view of the fact that much higher prices may prevail on rice if the Japan-Russian war should keep up for a year or more, it is rather strange that values are so low at present. Rice is a good purchase although no one looks for any immediate advance.

Syrups and Molasses—Glucose has advanced ten points during the past week and compound syrup followed with a jump of 1 $\frac{1}{2}$ c per gallon. This brings mixed syrup and glucose on about the same level. The demand from the jobbing trade has been good, on account of the advance, but the consumptive trade is dull. Sugar syrup is nominally unchanged, but will decline from 1@2c per gallon within the next thirty or sixty days, by reason of the increase in refined

sugar. Molasses is in fair demand at unchanged prices.

Fish—Mackerel is unchanged and very dull. The market is still weak. Nothing new has developed in sardines, which are inclined to be a little firmer, although it is still easily possible to buy below the advance which some holders are asking. Cod, hake and haddock are dull and unchanged. The first arrivals of new cod are coming in very early this year, and as soon as this gets on the market in any quantity the price of prepared cod will break. Salmon is firm and unchanged. Lake fish is unchanged and dull.

The Produce Market.

Apples—Fancy, \$3.50@4; common, \$2.50@3.

Bananas — \$1@1.25 for small bunches and \$1.75 for extra jumbos.

Beets—50c per bu.

Bermuda Onions—\$2.50 per crate.

Butter—Factory creamery is steady at 24c for choice and 25c for fancy. Receipts of dairy grades are moderate. Local dealers hold the price at 12c for packing stock, 15c for choice and 18c for fancy. Renovated is steady at 17@18c.

Cabbage—4c per lb.

Celery—25c for home grown; 70c for California.

Cocoanuts—\$3.75@4 per sack.

Eggs—Local dealers pay 15@15 $\frac{1}{2}$ c on track and hold at 16@16 $\frac{1}{2}$ c. Receipts are liberal, but not up to the volume of previous years.

Game—Live pigeons, 50@75c per doz.

Grape Fruit—\$3 per box of 60 per crate for assorted.

Honey—Dealers hold dark at 9@10c and white clover at 12@13c.

Lemons—Messinas and Californias are steady at \$2.75@3 per box.

Lettuce—Hot house leaf stock fetches 15c per lb.

Maple Sugar—10@11 $\frac{1}{2}$ c per lb.

Maple Syrup—\$1@1.05 per gal.

Onions—\$1@1.25 per bu., according to quality.

Oranges—California Navels, \$2.35 for extra choice and \$2.50 for extra fancy; California Seedlings, \$2@2.25.

Parsley—35c per doz. bunches for hot house.

Pieplant—10c per lb. for hot house.

Pineapples—Floridas fetch \$3.75 per crate for assorted.

Potatoes—Quotations are firm and strong in all markets. Local dealers hold at \$1 in carlots and \$1.10@1.15 in store lots.

Pop Corn—90c for old and 50@60c for new.

Poultry—Receipts are small, in consequence of which prices are firm. Chickens, 14@15c; fowls, 13@14c; No. 1 turkeys, 18@19c; No. 2 turkeys, 15@16c; ducks, 14@15c; geese, 12@13c; nester squabs, \$2@2.25 per doz.

Radishes—25c per doz. for hot house.

Spanish Onions—\$1.75 per crate.

Strawberries—Receipts are increasing and supplies are improving in quality. Quarts fetch \$3.75@4 and pints bring \$2@2.25.

Sweet Potatoes—Jerseys are steady at \$4.75 per bu.

Tomatoes—\$3 per 6 basket crate.

Wax Beans—\$3 per box.

MEN OF MARK.

O. H. L. Wernicke, Manager Fred Macey Co., Limited.

Success is rarely the result of accident. Many people are inclined to attribute the fact that a certain man has a good deal of money or a thriving business to his being "lucky." In the very great majority of instances, however, it will be found that there is some definite, tangible cause for the condition of his finances or of his business, in which the element of "luck" has no part. In many cases one may find that the man is merely an average man, but that he has started out in life with the money or the business already in his possession. When such is not the case—when one finds that he started with nothing in his favor beyond the dowry of nature—his success may safely be conceded to lie in some characteristic of the man himself. In some cases it is force of mind. In some cases it is the mean force of avarice. In most cases it is force of purpose, or of personality.

Strength of purpose has always been the dominating characteristic of Otto Wernicke, the subject of this brief sketch. Purpose and personality—the words are not considered synonymous, and yet they must be. Whoever heard of a man of strong personality not being purposeful, or a man of strong purpose not radiating personal magnetism?

Otto H. L. Wernicke was born on a farm near Chilton, Calumet county, Wis., June 18, 1862. His father was of German descent. His mother was of German descent on one side and French on the other, as a result of which Otto had an opportunity of listening to numerous heated discussions from the opposing relatives of his family during the Franco-Prussian war. When he was 3 or 4 years of age the family removed to Fond du Lac county, where he attended country school, which he recalls principally for the opportunity it gave him of picking chinks out of logs and sliding down hill between times. When he was 15 years of age he entered the business college of Prof. S. D. Mann, at Fond du Lac, paying for his board by working in a drug store, foundry and planing mill. On the completion of his course in the college he entered the employ of J. C. Huber & Co., wholesale and retail druggists at Fond du Lac, as book-keeper, but being muscular and accustomed to outdoor work, he sought employment with an agricultural implement dealer, Geo. I. Susan by name, for whom he worked the first season, a period of about five months, for \$80, boarding himself. The next year found him engaged in the implement business for himself under the style of Wernicke & Burch. This copartnership was dissolved after a few months, when he removed to Des Moines, Iowa, where he engaged to work for the implement house of Randall & Dickey as a laborer. After one month's service the Manager discovered that he had some ability as an expert operator of wire binders and he was released from his engagement in order to accept a more lucrative position with the State agent of Aultman, Miller & Co. to assist him

in introducing and demonstrating the binders throughout Iowa. After the binder season was over he made plow demonstrations through Southern Iowa for the J. I. Case Co., of Racine. The following winter he sold fire insurance and the following summer he pursued the same line of business for Aultman, Miller & Co. The next winter he sold Singer sewing machines, making a record. The summer of 1881 he spent in Nebraska, making demonstrations of the wire and twine binders manufactured by the McCormick Reaper Co. That fall he entered the employ of the Burlington Railroad in the capacity of brakeman. He was subsequently promoted to the position of fireman and within thirty days thereafter was given charge of a work train. In the spring of 1882 he leased and planted 70 acres of land to corn, near Atchison,

from Wisconsin to the Pacific coast, including Manitoba. His headquarters were at Minneapolis and the wonderful record he made during the next five years clearly established his right to rank as a business man of high order.

While residing at Mitchell, South Dakota, Mr. Wernicke conceived the idea of the sectional book case, the first application of the idea being for stock cases for repairs for machinery, and he kept at work on this device after he removed to Minneapolis, when he organized the Wernicke Co. in 1892 to embark in the business of manufacturing the cases. The business expanded so rapidly that he soon saw that he would be compelled to remove to a more central location and, after considering the matter carefully, he decided that Grand Rapids was the most available point for

come to Grand Rapids to take the management of the Fred Macey Co., Limited, which he finally consented to do, greatly to the satisfaction of the directors and stockholders of that company, who realize that with Mr. Wernicke at the helm there is no question as to the outcome, because his career has been a successful one from the start, everything he has taken hold of having yielded handsome returns.

Mr. Wernicke was married Dec. 22, 1887, to Miss Ida E. Darby, of Wyandotte, Kas., who died on her wedding trip. He was married again on Dec. 1, 1889, to Miss Loula Abbey, of Mitchell, South Dakota, and the family comprises two boys—Carl, aged 12, and Julius, aged 11—both of whom are attending public school at Avondale, a suburb of Cincinnati, where the family now reside.

Mr. Wernicke holds a life membership in Minneapolis Lodge No. 19, F. & A. M., and is affiliated with all of the Masonic bodies, including the K. T. and the Shrine. He has been a member of the Elk lodges of Minneapolis, Grand Rapids and Cincinnati, being at present affiliated with the latter organization. He has been President of the Civic League of Cincinnati, which is similar to the Grand Rapids Board of Trade. He is a director in the Globe-Wernicke Co., and President of the Wernicke Timber Land Co., in which he holds a large block of stock. He was one of the principal organizers of the Cincinnati Trust Co., and was the first President of the First National Bank of Norwood, Ohio, with which he is still identified as director. He is also Secretary and Treasurer of the Miami Improvement Co.

It is, unfortunately, a rare thing to find a man who combines in his single person the genius for successfully transacting business of large dimensions and also the genius which makes home life ideal. Mr. Wernicke presents such a happy mixture. While he has continually reached out in the effort to better his position, to extend his business connections, and has exerted himself in the public affairs going on about him, he has never let them dim the beauty of his home life nor for an instant allowed outside considerations to estrange him from his loved ones. Nor have the cares of business crowded out of his life the lighter social duties. Considered as an entertainer and after-dinner speaker, he belongs to that rare class of men about whom one can truthfully say, "He said something." His speeches do not bristle with metaphor and he does not attempt to couch them in flowery language, but he has his subject well in hand and presents his facts with force and precision, and with the convincing magnetism which has, perhaps, had more to do with his well merited success than any other thing.

Dangers of Powdered Rosin.

Powdered rosin, according to Prof. H. Hager, is liable to spontaneous combustion, owing to oxidization by the air, and it should be kept in tightly closed tin boxes.

Might as well be regarded as stingy as to be regarded a fool.



O. H. L. Wernicke

Kansas, treating the soil in such a manner that the crop withstood the effects of the terrible drouth which prevailed that spring. When the corn was about knee high he sold the crop outright to a stockgrower, who was so anxious to get it that he paid a handsome profit for the privilege. The summer of 1883 Mr. Wernicke again connected himself with Aultman, Miller & Co.'s agency at Kansas City as an expert, which was then in charge of Harvey S. Rhodes, and later became a district agent. He and later became a district agent. The fall of 1887, when he was offered the State agency of Southern Dakota, with headquarters at Mitchell. He continued in this position for two seasons, when he was promoted to the general management of the Northwestern business of Aultman, Miller & Co., comprising all the territory

him to select. He came here in the fall of 1897, leasing the plant now occupied by the Grand Rapids Fixtures Co. The business expanded so rapidly that within two years his foreign business alone was larger than his entire output when he first came to Grand Rapids. Receiving what appeared to be a favorable offer from the Globe Co., of Cincinnati, he effected a coalition with that company under the style of the Globe-Wernicke Co. in the fall of 1899, moving his plant to that city a year later. Within the last year some friction has developed in the management of the company and Mr. Wernicke, who has always insisted on refusing to act in any capacity unless there can be entire harmony, withdrew from the company and engaged in the timber business in the South. On the death of Fred Macey he was invited to



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 9—It has been a week of ups and downs in the coffee market and at the close the general situation is unsteady, although last quotations are pretty firmly adhered to. The crop movement continues light and, of course, this strengthens the market. At the close Rio No. 7 is worth 7c. In store and afloat there are 2,864,477 bags, against 2,702,988 bags for the same time last year. In mild grades the market is easy, owing to light quite free offerings of West Indian, and Good Cut-cuta is quoted at 8 3/4c. There is no change in East India growths, which are quiet.

As in the coffee trade so in sugar, the week has been one of extreme quiet. Buyers seem to be pretty well stocked up, and the volume of new business has been very small indeed. One refiner shaded rates a trifle, but the example was not followed and the general situation is practically unchanged.

A light movement in teas is the general report from first hands. Sellers, however, are not especially anxious to part with stocks on the present basis, and the one redeeming feature is the decided firmness in the price.

No interest is displayed by purchasers of rice, and the situation is simply one of waiting. Supplies, while not especially large, seem sufficient for all demands.

There is a steady tone to the spice market, but the volume of trade has been very moderate all the week, nor can any other situation be anticipated at this time of year. Stocks are moderate, although sufficiently large for present needs.

There is a firm and unchanged situation in the molasses market. Stocks are limited, and the seller seemingly has matters pretty much his own way. Prices are unchanged. Syrups are easy and buyers take small interest in the situation.

There is a steady outlook for canned goods; hardly an article but what is moving more or less freely, and by midsummer new goods will arrive on a well-cleaned-up market. Of course, not all the stuff in tins will be sold, but the salmon market will be in better shape. Tomatoes show increased firmness and peas and corn will be pretty well sold out. Prices are firm and good goods readily bring full quotations.

The better grades of butter are decidedly firm and the demand is sufficiently active to keep stocks fairly well cleaned up. With warmer weather, however, supplies must soon show some enlargement and a decline will occasion no surprise. Under grades are quiet and weakness shows all along. Best Western creamery, 23c; seconds to firsts, 18@22c; imitation creamery, 16@17c for firsts; factory grades, 12@14c; renovated, 14@17c.

The cheese trade has been rather quiet. While prices are no lower, there is a tendency to work off supplies and, with arrivals coming in more and more, holders are likely to make some concession if necessary to effect sales. Twelve cents is still the official figure for N. Y. State full cream small size.

A decline in the quotations of eggs on Friday was taken as a justification for the withdrawals of a quantity of stock for storage until a reaction comes. As a result there was some difficulty in finding reliable goods at the prices named, and a little higher rate prevailed with a firm feeling at this writing. Selected Western, 18c; firsts, 17 1/2c; seconds, 17@17 1/4c; duck eggs, 22@24c.

Ills Caused by Sunlight.

While the rays of the sun possess a stimulating and beneficial effect in disease and can be used with advantage as a therapeutic agent, yet, according to recent investigations, they also may act injuriously and cause disease. That there is a difference in the therapeutic value between the actinic rays, or those located at the violet end of the spectrum, and the red rays was appreciated by Finsen, and the former were used in the treatment of such skin diseases as lupus vulgaris, or tuberculosis of the skin, while the latter were found effective in cases of smallpox.

One of the most recent researches in this department is by Professor Fermi and is given in a late number of the Archiv fur Hygiene. In these experiments a large number of human subjects were exposed to direct sunlight for varying periods, and in a large percentage of cases it was found that there resulted the following set of symptoms: Cephalgia (headache), dryness of the nasal mucosa, snuffling, coryza (cold in the head), pharyngitis, weariness, slight conjunctivitis, dryness of the lips, fever, pseudoinfluenza, constipation, insomnia, epistaxis (nose bleed) and various pains. From this list of symptoms experienced by his patients and from the observed coincidence of certain diseases and meteorological conditions Professor Fermi concludes that exposure to the sun's rays is a predisposing factor in coryza, influenza, hay fever and epidemic meningitis.

Great Age of Liquor Trees.

A history of one of the sequoias of California, as shown when it was cut for lumber, is given by a United States Senator. It was but fifteen feet in diameter, while many of them are twice that size. In 245 A. D., when it was 516 years of age, a forest fire burned on its trunk a scar three feet in width. After 1,196 years of placid life in another fire in 1441 A. D., the tree, aged 1,712, received another injury. Another scar followed in 1850, and was not covered with new tissue for fifty-six years. The worst attack of all was in 1787, when the tree, then 2,068 years of age, was attacked by a fire which left a scar eighteen feet wide, reduced by 1890, in 103 years, to fourteen feet. Only ten isolated groves of these trees remain, and only one grove is protected by Government ownership.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - - APRIL 13, 1904

THE FLOOD LOSSES.

The total average amount paid out daily for factory wages in this city is \$43,957, or an average of \$2.34 per day for each wage earner. According to a tabulated statement prepared, the thirty manufacturing establishments forced to shut down operations because of the freshet employed over 5,000 persons, who were thus thrown out of work. A conservative estimate as to the time thus lost is ten days; thus we have a loss of \$11,700 a day or a total loss of \$117,000 in wages alone. Added to this is loss of business and damage to the various plants, which will probably equal the loss in wages. The losses to East Side mercantile establishments, commercial and financial offices and miscellaneous small offices, a total of over fifty in number, is estimated at \$50,000, while the loss to the city in pavements carried away, curbing, crosswalks and street foundations washed out is estimated at \$25,000.

While this grand total of \$309,000 is only approximate, it is a more definite amount than can be reached in contemplating the hundreds of small individual losses of household goods and the manifold damages to residences, small stores and shops, out-houses and stables on the West Side. It is believed, however, by persons who have gone over this feature of our disaster most carefully that the aggregate of this loss will not exceed \$200,000.

Next come the losses to the railway companies—in traffic interrupted, business lost entirely, extraordinary expense of maintaining such train service as has been possible, and in damage done to tracks, road beds and buildings. This is followed by the other unknown quantity, the depreciation of value of all West Side real estate.

An estimate in bulk of one million dollars' loss has been made; but, as shown, this is almost absolute guesswork. And yet it may prove remarkably accurate as a guess. The single last feature—decline in West Side real estate values—may prove to be more apparent than real. The experience of the past month is the first one of the kind that has ever visited Grand Rapids. True, in 1854 there was a flood of similar dimensions, but at that time we had but

one bridge instead of seven. Then we counted our factories by the dozens instead of by the hundreds, while our mercantile establishments were of one, two or three stories, built of wood, rather than the mammoth structures we now possess. Where we have thousands of wage earners to-day, there were only scores at the time of the big flood of '54.

Fifty years have been required to bring the disaster that is unique in the history of the city. Before the next springtime flow comes the consternation and bitterness of to-day will be practically forgotten and before another really great inundation develops the city of Grand Rapids will have auxiliary channels and well-built dikes to protect and drain the lowlands off across the river. So it is not prudent, it is not fair, to add to present despair by playing the oracle as to depreciation of West Side values. They may come temporarily, but it is against the spirit of our city to permit them to locate permanently.

It is not fine form to frolic over the misfortunes of a rival in business, but there is no rule of good taste prohibiting a friend from offering good suggestions to a friend who is in distress. And so, if the Michigan State Agricultural Society will listen we would suggest that they drop Pontiac, Saginaw, Jackson, Detroit and Kalamazoo and seek shelter under the wing of the Hillsdale County Fair Association—the Eastern Michigan State Fair—that has for so many years been satisfying the people of Eastern Michigan as the people of Western Michigan are satisfied by the fair given annually in this city. Hillsdale is sufficiently far away from Detroit that the metropolis of the State could not prove a rival attraction. Pontiac and Kalamazoo with their asylums are not wholly desirable locations for a fair, while it is evident that neither Saginaw nor Jackson is very much in earnest in its desire to get a fair "for a day or two," so to speak. And the State Agricultural Society will do well to avoid the fatal error of approaching Hillsdale with any peripatetic proposition. C. W. Terwilliger, the competent Secretary of the Hillsdale enterprise, wouldn't for a minute consider anything but the permanent absorption of your wail.

When Speaker Cannon takes his pen in hand to sign a few bills everybody moves away from his immediate vicinity, so as to be beyond reach of the ink shower he is sure to distribute. In five minutes the marble rostrum at which he sits looks like the back of a coach dog. Cannon is always much afraid of blotting the document awaiting his signature, so he shakes the pen vigorously before putting it to work. On days when the Speaker has much of this work to do, Asher Hinds, the parliamentary clerk, who sits beside him, wears what he calls his "signing trousers," which garment is about as much soiled as it can be.

A back number—the license tag on an automobile.

THE BOTTOM FACT.

The idea has been set afloat that the American salesman does not amount to much. In spite of his assertions, and they are many, to the contrary, he does not amount to a row of pins. He is everywhere and anywhere and he manages to make his presence felt upon his arrival and throughout his stay. He exults over his success with the tumultuous clatter of the jubilant hen and produces as proof his well-filled order book to affirm whereof he proclaims, but the humiliating fact remains that after all the American salesman does not know how the German and the Englishman are better than he in seeking new markets and that our great prosperity in a large measure has come in spite of our lack of good salesmen.

The best year for foreign American trade was 1903. Our exports that year amounted to \$1,500,000,000—pretty fair work for a twelve month and, if it makes any difference, \$50,000,000 more than Great Britain's record; but it does not call for much skill to sell food to a hungry man or cotton to one in urgent need of a shirt. A great part—the greater part of that billion and a half—was for food-stuffs and cotton, the product of the farm not of the manufactory, a fact that goes far to show that circumstance and not push and energy and skill had much, if not everything, to do with the enormous exports of 1903.

How does the following statement look to the self-centered, high and mighty and only salesman on earth: "We sell to the great South American peninsula \$40,000,000 worth of goods a year—just a dollar apiece—and that dollar apiece is 10 per cent. of what South America imports every year, leaving for other countries 90 per cent. of manufactured goods, while we in the meantime are buying from that foreign market three times as much as we sell there." This and the additional fact that the increase of our trade in that country has been far less rapid than with any other continent or important country do not add greatly to the reputation of the American salesman.

Forbidding as the picture is from this point of view it is relieved by an occasional gleam of sunshine. As an off-set to the dollar per capita for South America our good-for-nothing salesmen have stolen across the line into Canada—Canada it must be remembered is not dying with affectionate regard for us since the settlement of the boundary in the Northwest—and traded with her at the rate of \$24 a head. Cuba acknowledges our commercial ability at \$75 per capita, and what is somewhat to the purpose England and Germany, the homes of the trained salesman, whose work shows that he knows how, is fairly flooded with the goods that the American workshop has turned out, and which the American drummer has with all his ignorance and lack of ability managed in some way to dispose of. Unless this pen makes a tremendous blunder it has recorded in these same columns the fact that Germany has been invaded with American goods; Austria, especially, has allowed her territory to be cov-

ered with the American shoe; Mexico is finding comfort and prosperity with the manufactured goods that have crossed the boundary line between us; South Africa is tearing up her virgin soil and planting it with the American machine and Asia is becoming Americanized about as fast as the American export can do it—all of which leans heavily to the opinion that the American salesman's salesbook is not wholly a blank. The bottom fact is, the gentleman in question, even in face of the fact of that South American ten per cent., has not shown a lack of good salesmanship in any way whatever.

Naturally enough our food-stuffs and cotton head our list of exports. In the first place the quantity is without apparent limit, and in the second place—a truth which seems to have been lost sight of—the quality stands first, and these are conditions which even now more than make up for the ignominious South American 10 per cent., and in due time will wholly remove the opprobrium. Then, too, it is barely possible that to the 10 per cent. there may hang a tale. Grant that South America has been—is—invaded with English and German goods, the result of European salesmanship, that the whole peninsula is flooded with the handcraft of the European workshop. When the time comes for the goods to be paid for German warships, with the English tagging in the rear, sail into the ports of Venezuela and demand the price of the goods at the cannon's mouth. After that we can look with complacency upon that "only 10 per cent." and be thankful that with what little professional training the American salesman has managed to acquire he has used, at least, a little common sense.

It is safe to assume that even in South America the salesman from the United States is not neglecting his opportunities. He, if anybody, can build Rome in a day should circumstances call for it; but until that time comes it is well enough to let things take their course. Of one thing he is always sure, that the American product, manufactured or unmanufactured, is the best the world knows and he knows the best time and the best methods to bring the consumer and the thing to be consumed together; the rest will take care of itself and that, too, without a grand flourish of trumpets and drums and a forceful reading of the Monroe doctrine. The bottom fact is, the American salesman knows what he is about and the optimist and the pessimist will find it to their and the world's advantage to leave him and all that belongs to him to his own able hands.

Under a new Pennsylvania law applications have been made to State Highway Commissioner Hunter from fifty-two places for State aid in building 106 miles of improved highway. The applications come from all parts of the State, and it is doubtful if there will be money enough available for all the demands of the first year.

ENGLISH BEER POISONING.

Some four years ago there was a serious epidemic of poisoning in England, traced finally to the action of arsenic in beer. The trouble was experienced in Lancashire and Yorkshire. Many deaths occurred and so great was the sensation produced that the government appointed a commission of chemists to investigate the matter. The celebrated Lord Kelvin, a chemist of world-wide reputation, was placed at the head of the commission, and the result of its findings has been reported in detail.

Arsenic was found in the beer made in the district mentioned to the extent of from one and a half grains to three grains in a gallon. While these amounts would not make the beer deadly when consumed in moderate quantities, it produced most injurious effects and was fatal when drunk to excess. Not a few persons died, and some ten thousand in the city of Manchester were made ill from its use.

There was no reason to believe that the brewers put poison intentionally in their beer. On the contrary, all the evidence went to show that they tried to make a good and wholesome product, nevertheless there was the poison in the beer of different well-known breweries, and therefore a very searching enquiry had to be made to discover the origin and cause of the evil.

Formerly, beer was made by the old and slower processes from the malt. There never was any arsenic in the beer so made. But chemistry came in with many new discoveries, cheapening and shortening many processes of production. Chemistry had taught the brewers the use of glucose or starch sugar. The theory of brewing is that grain is dampened and kept in a warm place until it turns sweet, that is to say, the starch in it changes to glucose or grape sugar. As soon as this change occurs, the grain is dried in kilns so that the fermentation is stopped and the grain remains sweet and is thus known as malt. Subsequently it is put through another fermentation, when the grape sugar changes to alcohol. The amount of alcohol in beer ranges from 3 to 5 per cent., and thus it gets its stimulating property. Hops and other material are used to give the liquor flavor and otherwise to establish its distinctive qualities, and beer properly made and moderately used is conceded by chemists to be a wholesome beverage.

The conversion of the grain into glucose or starch sugar has grown into an important industry in this country and in Europe. In the form of a white syrup it is extensively used in mixing with the dark sugar syrups and molasses and can be employed in making beer. Having already reached the sugar or sweet state it only requires to be put through the alcoholic fermentation. Glucose is made of any sort of grain, and from this it is seen how difficult was the tracing of the arsenic which was found in large quantities in the glucose. How it got there was the question.

Glucose is made by boiling grain with sulphuric acid. Search was made

in the acid and there arsenic was found. But how came it there was still the question. When the acid is made from pure sulphur it is free from poisonous ingredients, but such acid is more costly than that in common use. Chemistry has taught that the acid can be made much more cheaply from a mineral known as pyrites or sulphuret of iron. But it so happens that the pyrites commonly contains other substances, the chief of which is arsenic. In the process of making sulphuric acid out of the pyrites, the arsenic remains associated with the product and is thus found in the sulphuric acid.

It was thus finally established that the arsenic in the beer came from the method and material used in making the sulphuric acid employed in making the glucose that was used in the beer, and the parties who furnished the poisonous glucose, as well as the brewers themselves in the district where the beer was made, found their business destroyed and the matter has recently come up to public notice by reason of the suits for damages which have grown out of it and have gotten into the courts.

For instance, Messrs. Bostock & Co., plaintiffs, were manufacturers of glucose, or "invert" sugar, at Liverpool, and had a large trade with brewers in Lancashire and Yorkshire for that product. John Nicholson & Sons, of Hunslet, Leeds, defendants, had a contract to supply the plaintiffs with sulphuric acid to be used in the preparation of brewing sugar.

The analytical tests showed that this acid was impure, inasmuch as it contained arsenic in such quantities that the wort was poisoned and the ultimate brew rendered unfit and unsafe for human consumption. When this fact became known, Bostock & Co. lost their trade and were eventually forced into liquidation. They sued for £300,000 (\$1,460,000) damages for violation of contract, alleging that the defendants supplied them with an impure acid made from pyrites, when the conditions of their contract required them to provide a pure, commercial acid made from brimstone. The defendants denied any knowledge of the fact that the plaintiffs were using this acid in the preparation of glucose for brewing purposes, and stated that in this country pyrites had for nearly thirty years superseded the use of brimstone in the manufacture of sulphuric acid. Pyrites are imported chiefly from Spain and Portugal.

The quantity of arsenic, as arsenious oxide, discovered in samples of Bostock glucose taken from the breweries varied to a great extent, and in many cases was very large. The analysis of Prof. Delepine, of Owens College, Manchester, showed 1.05 to 6.6 grains per pound; that by Mr. E. W. T. Jones, public analyst of Staffordshire (one sample), 1.6 grains per pound; while Prof. Campbell Brown, University College, Liverpool, examined a sample that contained a percentage equal to 9.17 grains per pound. Samples of "invert" sugar manufactured by the same firm and taken from the breweries showed quantities of arsenic in relatively large proportions, some of these as

high as 4.34 grains per pound. The examination of the sulphuric acid used in the manufacture of these sugars—that is to say, glucose or "invert"—showed an exceptionally high percentage of arsenious oxide, the quantity present in some samples running as high as 2.06 per cent.

The progress of the case was watched with great interest, particularly by the brewers. The evidence of the public analyst for Liverpool was one of the sensational features of the trial. He declared that there was a sufficient quantity of arsenic in the acid supplied to Messrs. Bostock & Co. to kill a million people a week. Judgment was given for the plaintiff.

Glucose is consumed in immense quantities in the United States. It is made chiefly of corn or corn starch. If made with pure sulphuric acid, if when the product is completed it is freed from the acid, it is entirely wholesome whether used as a syrup, or in brewing and distillation. It is only an impure article that is injurious.

The voters of Chicago have declared themselves in favor of municipal ownership of street railways and other public utilities of the city. The decision was to some extent influenced by local conditions, but there is no doubt it represented the people's honest sentiment. Municipal ownership has not been a success in the American cities which have tried the experiment. Authorities claim this is due to the propensity for "graft." The city of Philadelphia some years ago conducted its own gas plant, but there was so much corruption connected with the enterprise that it was soon abandoned. On the other hand, English cities to a considerable number have made a success of municipal ownership, and recent reports from the city of Glasgow are to the effect that the experiment is giving great satisfaction in that municipality. It is probable that the American people will not give up their faith in municipal ownership until they have given it a fair test. Chicago does not contemplate making any changes in that direction in some time, but when it does the eyes of the country will be directed toward that city, because the trades unions of Chicago will improve their opportunity to graft the public to that extent that it will soon revolt from municipal ownership.

And now comes the announcement that English ale—commonly called beer—the beverage from time immemorial associated in people's minds with highest standards of purity in fermented drink, is not the pure product it was supposed to be. According to a report to the State Department by Consul Smyth at Tunstall, England, the health of the people of Great Britain is being menaced by the use of poisons and impure beer and food that have been rendered unhealthy by the use of chemical preparations. Recent epidemics in the United Kingdom are attributed to indulgence in impure beer.

It is easier to acquire a wife than it is to keep a servant girl.

THE ONWARD MARCH.

An interesting question and one about which there may easily be two opinions, is that recently decided to its own satisfaction by the Humane Society of St. Louis. It appears that among the attractions at the approaching exposition will be a band of savage Iggorotes from the Philippine Islands. It seems that their favorite article of diet is dog soup. They raise dogs for food just as other people raise hens and sheep and cattle. There is an aversion to that sort of meat in this country and the Humane Society has given formal notification that prosecution will follow any attempt to furnish dogs for the Iggorotes, saying that if the visitors must have their customary diet the dog meat must be imported in cans from their native country. The canning business among the Iggorotes has not reached the perfection which it has attained in Chicago or Kansas City. Therefore this decision amounts to saying that the visitors must go without their usual diet and accustom themselves to some other kind of meat. Probably they can learn, but it will be distasteful to them at first. Possibly when they receive the notification they will determine to stay at home and live sumptuously, as they have done all their lives.

Presumably the theory is that dogs and horses are men's most faithful friends and there is a natural antipathy and aversion to slaughtering them for meat. There is room for an argument that the dog has as good a right to be raised for food as a sheep or a cow. These domestic animals are oftentimes much beloved by their owners. Who does not recall the touching story of Mary and her little lamb and how on one occasion it followed her to school? Mary thought just as much of the lamb as her brother did of his dog. Yet some day this very lamb or one just like it was used for food. Rabbits all the way from the old fashioned sort up to the aristocratic Belgian hare have been domestic pets for time out of mind, and yet they hang in every market and many people regard them as a choice article of diet. There are a good many towns where a visit of dog eating Iggorotes would be very welcome if they would confine their slaying to the stray curs that wander aimlessly about the streets. Since the United States has set out to civilize all manner of Filipinos, perhaps it is just as well that the humane society has taken this stand. The Iggorotes will probably know nothing about it until they get here and then they will learn to eat other things than dog meat and, going home, will set a fine example for their fellows and the work of civilization will grow apace.

There is a diplomatic theater manager in New York. He evidently knows something about human nature, especially woman nature. This notice occupies a prominent place in the programme: "Ladies will please remove their hats. Old ladies (to avoid catching cold) need not remove their hats." And a woman with a hat on is never seen during a performance in that theater.



Invisible Assets Peculiar to the Hardware Business.

We see two men start into business in apparently equal conditions. In a short time conditions change; one either remains in the background and fails, the other forges to the front. I do not think there is a better source of information as to why this thing exists than the salesman who calls on those men in a regular way. He has in his mind's eye the individuality of each man he calls on and as this man or that falls below the average, he can foretell almost to a certainty the outcome. In other words, we were born with certain traits of character, certain invisible assets that fit us to be a success or a failure in mercantile life.

I think from a financial standpoint, industry is the strongest asset a business man can have. Dun or Bradstreet do not take it into consideration, but give me the industrious man with a small capital in preference to the ease-loving one with larger means. The industrious man will make the most of the means at hand, and if he is possessed with the ideas of order, will present his goods to the trade in such a way as to gain business. Right at this point, I will say that one of the greatest assets a man can have is the faculty of presenting his goods in an attractive manner. I know dealers who could earn a good salary as window trimmers. A nice clean window full of bright fresh goods is the cheapest advertisement a dealer can have. Goods nicely sampled on the shelves, stoves nicely blackened on the shelves, platforms—these are the things that call for energy and taste, but they count for much in the character of the business. "A river is no clearer than its source," and should the proprietor be lax in the arrangement of goods, the clerks will soon follow in his footsteps. Don't open a box with a hatchet or hammer from stock or use a wrench on the delivery wagon that you intend to sell, as it damages the sale of the article.

Along these lines comes a capacity for little details, and there is no business so large that we can neglect the little things. It is said of J. J. Hill that he knows every spike and switch stand on his road. Whether this is true or not, in all the lives of men who have made a conspicuous success are the ones who never despised detail. The master mind that leaves nothing to the attention of the hired man, so that he can be handicapped by the failure of this employe, is the merchant who will make a success in a retail way.

Another asset not down in the agency books is diplomacy. No matter how careful or how industrious he may be, if a business man is not diplomatic, he can not gain or keep friends. Every man should have his convictions and a right to his opinion, but to win friends do not thrust your opinions or convictions upon

your trade. Many a man has driven away a customer by his outspoken and insistent harping on some subject that was repugnant to a part of the community in which he lived. Everybody's money looks alike when it is in the till, no matter what his religion, nationality or politics may be. It may take a good deal of self control not to call some smart alec down, at the time he may be contemplating a purchase of considerable magnitude that would carry a handsome profit. By being diplomatic I do not mean that we should agree with every one and be an Ephraim Smith, but it is always better to maintain a dignified silence upon a question that may lead to a heated argument, and make an enemy.

Away above and beyond all else that may go to make up the component parts of a successful business man is stability of character. This is an asset that underlies the whole fabric of our business system. When the hard times come and the crops fail and fortune hides her face, it is the man who is known to be honest with himself and his fellowmen that will fare the best. This is an asset that it takes years to acquire; it can not be assumed, it is never a veneer to a base nature, but like the growth of a sturdy oak can only come by years of right living. It is a trait of character that generally writes itself in the countenance. The possessors of the virtue of honesty are the salt of the earth. Couple with this the gift of initiative, and you have a man who can grasp the coming chance; as we commonly say a man who can see a hole in a millstone. A great many of us have not this gift, but to use the homely expression, "We wait for a house to fall upon us before we come out of our trance," and see the other fellow getting the blessings we might have enjoyed had we had his foresight to grasp an opportunity that had presented itself to us. It may be the agency of a line of goods that would prove a great source of profit; it may be the purchase of a quantity of staple commodity when it has reached bottom; it is the indefinite something that snatches success from failure. Some people will call it luck, others foresight, others good judgment. It is a faculty we should all cultivate in this busy, hustling workaday world.

These are the invisible assets that enter into business that make or mar our success in life. Industry is the great motor that surmounts all obstacles, that laughs at failure, that eliminates "can't" from our lexicon. It is this that transforms the tarred paper shanty to the complete establishment, but we must couple with this order, that we may move along smoothly and avoid disorganization; that we may show our wares in an attractive manner so that the public will be compelled to buy as no catalogue house can show such an enticing array. Then let us have detail, looking after the small things, the little leaks that make great inroads upon us before we are aware of them. This is the faculty that makes us give just sixteen ounces for each pound, just 36 inches for each yard, just four quarts to the gallon, sim-

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Does Its Business Well.

The terrible destructiveness of dynamite can be appreciated only by those who have personally witnessed the devastation it leaves behind it. Two interesting exhibits of its force are shown in the Stevens Institute of Technology at Hoboken, N. J. They are steel blocks six inches in diameter and four inches thick, showing respectively the impression of an oak leaf and the imprint of the headline of a Western newspaper. It was during a test of high explosives that a cartridge of dynamite was placed on a newspaper covering the block of steel, the object being to see how much dynamite would be required to split the metal.

The dynamite was fired without injury to the steel, but to the surprise of the experimenter the print of the newspaper was deeply pressed into the metal. The experiment was repeated, with the same result, and then was elaborated by trying the charge on an oak leaf placed between the block and the dynamite. This time the stem and the ribs of the leaf were deeply impressed in the metal. "What happens is this," said the expert in charge:

"Unlike most other explosives, dynamite exerts practically all its crushing force downward and not in a general direction. So inconceivably quick and forceful is the discharge of this powder that the imprint of the ribs of an oak leaf is made before the leaf has time to be blown to atoms. In the case of the newspaper it appears that where printer's ink touches the paper the paper is hardened and more capable of resistance than in other places and so it is that before the paper is destroyed the printing on it is forced deep into the metal."

Why Celluloid Is Higher.

Camphor, which is largely produced in Japan, has gone up radically on account of the Russo-Japanese war. The advance has been reflected to some extent in celluloid, the principal constituent of which is camphor.

The holiday trade in celluloid goods will be affected very considerably, although all jobbing stationers and many manufacturing stationers are watching with interest this stiffening

of the price. Celluloid has come to be used largely in connection with many stationery articles and devices and lines closely allied.

Already small advances have been made in some few lines of both stationery articles and fancy goods, in the manufacture of which the celluloid is employed, and the indications are that these advances will become general in a short time. The Eastern trouble gives no indication of a speedy settlement, so that it may be regarded as almost certain that the advances will become more radical than at present. Unless the market for camphor should weaken in the meantime, which is improbable, it will be safe to look for a decided advance in all sorts of celluloid when the jobbers begin to show their holiday goods early in the summer.

There was no particular difficulty in obtaining supplies of Easter goods, of which a large share of the best novelties come from Japan. The reason for this is because orders were placed early in this country before the hostilities commenced, and the goods were practically all in this country.

Much Advice About No Money.

A man who had had relatives visiting him from the country dropped into his office chair and heaved a long sigh.

"Thank heavens, they're gone," he exclaimed, and he sighed again.

"Who's gone?" some one asked.

"My relatives from the country."

"You don't seem to be overfond of your folks."

"Oh, I like them well enough, but the way I've had to shell out for a week was enough to break the Bank of England. You see, my sister and her husband ran down for a few days to make us a visit and see some of the sights. They live in a little place where the greatest excitement the town ever gets up to is a euchre party or a lecture on the 'Land of the Midnight Sun,' or some such thing, and when they got here the way they wanted to go to the theater every night, to dinners at hotels and restaurants, automobile riding, doing the slums and everything else was simply awful. At home they would think if they went out and spent \$2 frivolously that they had committed a sin. Here they sat around coolly and watched me put up \$10 a night for theater tickets for four of us, \$20 for a bite at Sherry's, Delmonico's or the Waldorf, ten a day for cab hire, and all that sort of thing, and every night, too. But it wouldn't have been half so rough if they had seen anything that suited them. There wasn't a thing in this whole city that could hold a candle to their dinky, one-horse place. And then when they were going away, what do you suppose my brother-in-law said to me? Why, he had the gall to suggest that I save my money for a rainy day. Gee! Wouldn't that make you weary?"

Where She Felt Worst.

A little girl came to her mother one morning and said: "Mamma, I don't feel very well." "Well, that's too bad," said mamma, "where do you feel the worst?" "In school," was the prompt reply.

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Development of the Poultry and Egg Industry of Denmark.

Poultry raising was looked upon by the Danish farmers up to within a few years as a "necessary evil," which could not well be dispensed with. A few hens were kept on the farms, and were given little or no attention. The eggs produced were few and small and commanded in the home market less than half the present price. No attempts were made to export eggs before 1867. In that year, and until 1871, a few thousand scores of eggs were annually exported. This caused an advance in the home market price and an increase in the number of hens kept. In the fiscal year 1870-71, 50,000 dozen eggs were exported; in 1871-72 the export jumped to 555,000 dozens, and the following fiscal year (1872-73) the increase was remarkable, the total export of domestic eggs being 2,310,000 dozens. After 1880 there was a gradual increase in the quantity of eggs exported.

In 1895, the date of the organization of the Danish Co-operative Egg Export Association, the value of the export of domestic eggs was \$1,947,000, of which the Co-operative company handled \$21,683 worth. In 1896 Denmark exported 20,379,000 dozen of domestic eggs, receiving for them \$3,459,000. Of this amount the Co-operative company received \$188,500. In 1902 the exports of domestic eggs reached 35,967,000 dozens, or \$6,451,000 worth, of which the Co-operative company received \$1,087,000. Official Danish statistics for 1903 are not yet available.

There are three well known poultry societies in Denmark which have for their object the creation of an active, intelligent enthusiasm for the poultry business. The youngest of these societies—Society for Remunerative Poultry Culture—is said to best serve the Danish farmers, since it has for its sole aim (unlike the other societies) the creation of an interest in practical, remunerative poultry culture. The society, while paying due attention to the importance of pure breeds of poultry, deprecates paying too much attention to fancy breeding. The society concentrates its energies upon such practical measures as may be expected to result in an increase of income, especially for the numerous class of small farmers owning from four to eight acres of land. To this class the annual cost of membership in the society is 27 cents. Among other advantages enjoyed for this small fee is subscription to the official journal issued twice each month.

The leading authorities on the subject of poultry raising in Denmark maintain that breeds of hens having a "good strain" should be kept on the farm. They do not advocate "blooded stock." The aim of all the central organizations, including the Agricultural Department of the government, is to induce the farmers to produce the greatest number of eggs

possible of good size. All authorities agree upon this point, i. e., that the most profitable hen for the farmer is the one which will lay the greatest number of eggs weighing no more and no less than 12½ quints each (7.27 eggs per lb.).

In the United States the question of quality of poultry meat is important. Here it is considered to be of little or no importance. The Englishman wants an egg weighing 12½ quints and so the Danes furnish them eggs of this size to the extent of from 30,000,000 to 40,000,000 dozens a year, receiving for them more per dozen than does any other country in the English market and 3.3 cents more per dozen than the average price paid to all countries by the Englishmen.

J. Pedersen-Bjergaard, of Copenhagen, editor of Poultry Yard, informs me that the so-called Mediterranean breeds—the Leghorns, Spanish Minorcas, and the Andalusians—have enjoyed the greatest popularity in Denmark; that the Brown Leghorns are perhaps most commonly met with, either pure or more or less mixed with other pure breeds or with the old Danish fowl; that there are rather better strains of the White Leghorns, in point of egg-laying capacity, than of any other fowl. The Minorcas are very common and very popular.

Plymouth Rocks and Wyandottes are known here and appreciated; they are used as extensively for crossing with the Mediterranean breeds as for pure breeding. The Langshans and the Orpingtons are known, the latter breed being classed as about on a par with the American breeds mentioned (Plymouth Rocks and Wyandottes)—somewhat superior in the quality of the meat, but on the whole less popular.

The Brahmans and Cochins are not in favor, being considered coarse, greedy feeders, unprofitable, and altogether too inclined to brooding. Of the fine-meated French breeds the Faverolles are best adapted and bid fair to become popular. Other French breeds are not hardy in this country.

The Danish Co-operative Egg Export Association has a membership of 33,500 farmers, divided into 500 local societies, or circles, each circle being an integral part of the central company and subject to the control and supervision of the central organization. Each circle has its own by-laws, but such by-laws must conform to the provisions of those of the central organization. Naturally, therefore, the by-laws of the 500 circles are quite uniform. Each circle collects, at its own expense, the eggs produced on the farms of its members and prepares them for shipment to one of the eight general shipping centers at its own expense. After leaving the circle (the local collecting center) all expenses are borne by the company.

No circle of less than ten members is admitted to membership in the company. Each circle on being admitted pays into the company 13½ cents per circle member. Each circle admitted is obliged to deliver all eggs collected from its members to the company. Eggs over seven days

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

Sweet Potatoes, Spanish Onions, Cranberries, Figs, Nuts and Dates.

14-16 Ottawa Street, Grand Rapids, Michigan

Write or phone us what you have to offer in Apples, Onions and Potatoes in car lots or less.

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.

Fresh Eggs Wanted

Will pay 15c F. O. B. your station for balance of this week. Cases returnable

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

Wholesale Dealer in Butter, Eggs, Fruits and Produce
Both Phones 1300

SEEDS

We handle full line Farm, Garden and Flower Seeds. Ask for wholesale price list for dealers only. Regular quotations, issued weekly or oftener, mailed for the asking.

ALFRED J. BROWN SEED CO.

GRAND RAPIDS, MICH.

Write or telephone us if you can offer

POTATOES BEANS APPLES
CLOVER SEED ONIONS

We are in the market to buy.

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217.

R. HIRT, JR.

WHOLESALE AND COMMISSION

Butter, Eggs, Fruits and Produce

34 AND 36 MARKET STREET, DETROIT, MICH.

If you ship goods to Detroit keep us in mind, as we are reliable and pay the highest market price

Storage Eggs Wanted

I am in the market for 10,000 cases of strictly fresh eggs; for which I will pay the highest market price at your station. Prompt returns.

William Andre, Grand Ledge, Michigan

Fresh Eggs Wanted

Will pay 15c next week f. o. b. your station, cases returned.

Wire, write or telephone.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

Reference, Fourth National Bank of Grand Rapids.
Citizens Phone 2654.

old must not be delivered, under penalty of a fine of \$1.34 for the first offense and double that for further offenses. A circle must not keep eggs longer than four days after collection before sending them to a general shipping station of the company. The eggs must be delivered absolutely clean. Each egg must be stamped plainly both with the number of the circle and with the number of the member of the circle delivering the egg.

The eggs are shipped by the 500 circles to one of the central shipping stations in ordinary cardboard egg crates set in pine boxes.

The work of grading and testing is done mostly by women, who become very expert. The eggs are graded according to weight. There are six recognized classes, ranging from 6½ to 9 kilograms per 120 eggs (1.43 to 2 lbs. per dozen eggs).

The expert graders work behind a long table, upon which they have six wooden egg racks, or frames, each frame with ten dozen holes in which the eggs are placed. The graders can tell at a glance to which grade an egg belongs, and they distribute them very deftly. When a frame is filled with ten dozen eggs (which are taken directly from the boxes received from the circles), the frames are taken by a man and weighed. If the 120 eggs weigh too much or too little, for the grade for which they are intended, eggs are taken out and substituted with larger or smaller ones, as the case may be. The frame of 120 eggs is taken into a small, tightly closed room and set on top of a hopper-shaped box, which is about 2 feet deep, the sides of which are lined with looking-glass. The bottom of this hopper-shaped box is about 8 by 30 inches. Four 16 candle power electric lights stand up from the bottom, equal distances apart. The eggs, as above indicated, are placed over these lights and looking-glasses, thick ends up. The tester looks carefully at and through each egg, and if any be unsound they are rejected.

The eggs are then carefully and snugly packed, side by side, with nothing between them, in four layers, in pine boxes 22 by 72 inches, 9 inches deep. Between each layer of eggs is a substantial layer of straight, clean rye straw; on the top layer of eggs another layer of straw; the thin boards are securely nailed on, the boxes are properly marked with the company's trade mark, the number of eggs and the grade indicated, and are then sent to the ship. All eggs are sold by the pound, f. o. b.

The Co-operative company pays all expenses from the time the eggs leave the circles until they are placed on board ship. The average expense is 6 ore (1.5c) per kilogram (2.2 lbs.). In other words, the expense is a trifle over 1 cent.

The cost of collecting the eggs from the farmers and bringing them to the circle centers is borne by the circles themselves. This work is done by a collector selected by the circle board. The collector is usually paid so much per lb. of eggs collected. The expense of this collection is very low, perhaps on an average not more than 2 ore per kilogram (0.5c per

2.2 lbs.), or something less than 0.5c per dozen.

The total cost to the farmer from the time the eggs leave the nests until they are on board steamer is therefore 1½ c per dozen.

About 25 per cent. of the Co-operative eggs exported are pickled. It is here, of course, that the greatest profit is made. The process of pickling is the ordinary lime-water process, with some additional secret processes. The minimum price paid by the company during the year at different times illustrates the important point of how confidence on the part of consumers increases the value of a product. In 1898 the lowest price paid to the farmer in the height of the summer season was 50 ore (13c) per kilogram; in 1901, 60 ore (16c) per kilogram; and in 1903, 68 ore (18c) per kilogram (2.2 lbs.).

Raymond R. Frazier,
U. S. Consul at Copenhagen, Denmark

A Story With a Moral.

Speaking to striking union men, who were arraigned before him for rioting, an eminent jurist said: "While we recognize the right you men have to quit your employment, or strike, as it is commonly termed, we must also concede to your employer the right to employ men to take your places. Strikes are sometimes brought about through failure of the strikers to weigh possible results, and when I hear and read of some strikes it reminds me of a story with a moral I once heard:

"An old German had in his employ a young man who had been with him for several years, had grown up with him and the young man realizing his value had made frequent requests for an increase of salary, which was always granted him. Finally he went to the boss and told him he must have another increase, larger than he had ever asked before. At this the German demurred, saying he was already paying all he could afford and asked the young man why he should ask or expect more pay, to which he replied: 'Well, you can't get along without me.' So the German replied: 'Suppose you was to die?' 'Well, then, I suppose you would have to get along without me.' 'Well, John, I guess you had better consider yourself dead.'" The moral this story points to is the mistake many make when they allow themselves to believe the boss can not get along without them.

The Self Made Man.

This is a commercial age, and as much as one may deplore the shattering of lofty ideals, and the worship of the money king, we must admit that it has opened a wide field of possibilities to the young man, and suggested opportunities which would have remained unheard of under less strenuous conditions. It is a day of activity, and men, to be successful, must be able to keep abreast of the procession in these times of rapid evolution and keen competition.

It is the day of the self made man, of the man who is not a follower, but a leader—one who has ideas and the energy to make them effective. In other words, it is the day of the self-reliant man—of the individual

who, by sheer force of character and ability, forges to the front and makes himself felt in his particular field of work. And one of the most hopeful signs of the times is, that ability attracts attention in itself and seldom remains for any great length of time unrewarded.

Marriage is often the outcome of possessing a good income.

Grass widows haven't got the clover market cornered.

WE NEED YOUR
Fresh Eggs
Prices Will Be Right
L. O. SNEDECOR & SON
Egg Receivers
36 Harrison Street, New York
Reference: N. Y. National Exchange Bank

EGGS
Everybody Takes To Our New Prop-
osition To Egg Shippers.
Money in It.

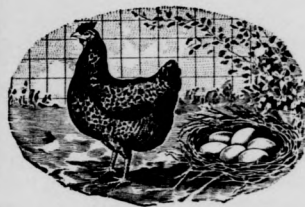
Write or wire for full particulars.

Harrison Bros. Co.
9 So. Market St., BOSTON

Reference—Michigan Tradesman.

Smith G. Young, President S. S. Olds, Vice-President B. F. Davis, Treasurer
B. F. Hall, Secretary H. L. Williams, General Manager

APRIL EGGS



We want them and must have them. Call us up by telephone quick and let us talk the matter over. We know we can interest you. Do not fail to attend to this at once as it means money to you.

LANSING COLD STORAGE CO. LANSING MICHIGAN

BUTTER

I want more ordinary receipts of fresh dairy butter than are coming.

EGGS

I am getting one egg where I ought to get one hundred.

Am oversold on my best process butter; don't want orders.

THE IOWA DAIRY is the only first class hand separator for a farmer.

E. F. DUDLEY, OWOSSO, MICH.

DRY GOODS

Weekly Market Review of the Principal Staples.

Sheetings—In sheetings a certain demand is noted for the lighter-weight fabrics, but for coarse yarn goods enquiry, both for home and export, has dwindled to very small proportions. On the lighter weights for months there has been a tendency to secure something at a price, and naturally the easiest way to do this has been to buy something lighter than has been customary. Sales have been made where a few picks have been taken out of regular counts at a slight concession in the price of regulars, and notwithstanding this reduction, the manufacturer has been able to realize a better profit. In wide sheetings it is said that some improvement in demand has sprung up during the week, but this is not regarded as significant or important.

Linings—Under the present conditions of raw material buyers are rather at a loss as to the future, and are not willing to speculate. Jobbers throughout the country are reported to have fair-sized stocks of linings on hand, and although there is no surplus, many are of the opinion that the goods on hand are of sufficient quantity to carry them along for some time to come, and that it is necessary to buy only as needs develop. In certain quarters mercerized goods are reported to have sold well for fall delivery, orders being placed much earlier than usual. Sateens and percalines are the most satisfactory from the agent's standpoint, and in the new styles that are being shown by the converters, a satisfactory amount of interest is reported as being shown, with more of a willingness on the part of buyers to purchase for future needs.

Woolens—The woolen end of the business seems to have taken on a better aspect recently, not that there have been many additional orders placed, for this is not so, but there have been some revisions of orders that have favored the woolen end of the business. There have been just enough of these to make the woolen mills feel that there is a revulsion of feeling in their favor. It will be remembered that when the buyers first came into the market they favored woolens and bought of them with considerable freedom, comparatively speaking. Later, when they saw the great array of worsteds, they were moved to place orders more liberally for them, and in order to do so, and not overbuy, they were obliged to cancel part of their orders for woolens. This they did, and it made it look as though worsteds were to have the call. This further revision of orders, which has taken place to a small extent, again gives promise that the season will show a leaning towards woolens. This may not be so, by any manner of means, and we would counsel moderation of feeling, because there has nothing yet occurred to give the clothiers reason for

changing their ideas. They can not know any more than they did two weeks or a month ago what their trade in general will want. They can only guess at it now, guided perhaps by what some friends in the retail business may have to say. The only point upon which they can base any estimate whatever is the early spring business which the retailers have so far accomplished. This has been fair when the matter of weather has been taken into consideration, but it can hardly be said that the trade has shown any decided inclination towards either woolens or worsteds. Reports of the retailers make it seem as though the tendency was about evenly divided.

Mercerized Worsteds—There seems to be some doubt, not to say skepticism, among commission men in regard to the outcome of mercerized worsteds that are in the field. Those that have real merit undoubtedly will find a place of usefulness in the clothier's lines, but you can hardly expect a 16 or 18 ounce fabric to be very satisfying for a cold winter's day, and as the consumers will not purchase their clothing until the weather forces them to, it will be on cold days only that they will do their buying, and at such a time weight and thickness count more than anything else. They would, in fact, rather have a 22-ounce shoddy fabric than a 16-ounce all-worsted as a general rule. Much of the mercerized worsted stuffs that were placed on the market were of the flimsiest kind of weave, and no particular claim was made for this variety of cloth, except for cheapness, and for that matter there seemed a great effort to carry cheapness to an extreme, and an extreme that was unequaled by any other lines. It is not altogether impossible that some of these offerings may reach more or less success, speaking in a comparative way, but we have our doubts in regard to their finding any great amount of business in the retailer's hands. It must not for a moment be understood that we refer to all of the mercerized lines on the market. There were good lines that possessed real merit; such should be given full benefit thereof. Buyers should certainly make a distinction between the good and the bad, and not be carried away by a merely good appearance.

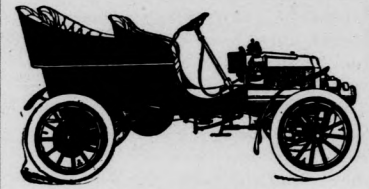
Cassimeres and Thibets—The range of goods covered in woolens has been very wide, including in addition to the cheviot cassimeres mentioned last week, double and twist cassimeres, which have proved to be an interesting feature and sold well. Thibets are said also to have reached an amount of business that promises very well for the future, and precludes as far as can be judged now the possibility of the failure of this fabric.

Rain Fabrics—A good amount of business has been accomplished, both for spring and fall, for rain goods, and there has been also a request for some mild fancies, particularly such lines as are adapted for cloaks and raincoats for women, and in these there are wanted plaids and checks of modest designs in olives and browns. There has also been a re-

quest for Oxford and other grays, and also for moderately roughish faced goods to be made up in connection with waterproof linings.

Underwear—Manufacturers of ribs and balbriggans are very quiet, but the jobbing end is in a very fair way. The South and West seem to be the principal fields of action, particularly in the cheaper grades. In fleece goods the majority of manufacturers have taken all the orders they care to accept. The amount thus secured may not be sufficient to run the mills up to the new season, but it is all that the supply of cotton on hand will take care of. Of course, there is always the prediction that certain manufacturers will never deliver the orders they have taken, but generally these prophecies are not fulfilled in actual fact. The desire of the majority is to buy standard fleeces at \$3.50, but there are practically no lines which can be bought under \$3.87½, and some are held at \$3.90 and \$4. There is no doubt that, as a rule, jobbers have sold a goodly proportion of their first orders on fleeces and are desirous of securing more. The claim is undoubtedly true in many instances that no more than \$3.50 can be paid for fleeces, but the outlook is that on what reorders are made higher prices will have to prevail. What the duplicate business is to be in fleeces remains to be seen. There does not seem to be much chance of any weakening in the prices which are being asked. Notwithstanding the fact that cotton is a considerable distance from the highest point it has touched, the status of the yarn

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 24 W. Bridge St., Grand Rapids, Mich

Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.



They Save Time

Trouble

Cash

Get our Latest Prices

MATTINGS



The new patterns we have in this line are neat and prices very low. We show them at 9, 10½, 13½, 15, 17½, 18, 20 and 21 cents per yard. Pieces average 40 yards each.

Grand Rapids Dry Goods Co.

GRAND RAPIDS, MICH.

Exclusively Wholesale

market is little changed, and manufacturers aver that at the present level of selling prices there is little profit for them.

Hosiery—The primary market is practically lifeless. A few belated orders for fall goods have been placed, but other than this the business has been small. Jobbers are doing a fair business in staple lines and the fancy lines in a few instances have done remarkably well. In the East, next to the staple blacks and tans, the embroidered effects in half hose and the lace effects in ladies' hose are in request, while in the South and West the cheap and medium priced staples have first call.

Jute Body Brussels—This line, up to four or five years ago, in imported goods had a large run until the tariff shut them out. Recently importers have shown samples and taken good orders, although the tariff necessitated an advance from former prices, 35@37½c per yard. They are made ¾ wide and to-day are offered at 40@42½c per yard. These are woven goods, and sell in price according to grade. The goods are to be delivered immediately as soon as orders are placed. The importers are also bringing out the same goods in art squares. They are woven eight in a piece, with selvage between, and cut up, and borders made to match and sewed like regular Brussels rugs, except that the borders are made separate.

Axminster Rugs—The demand continues good for this line from the general trade, and sellers also report an increasing demand from the installment houses, who buy these goods very largely, especially 30x60-inch sizes. The effects are considered among the finest rugs produced.

Silk for Shirt Waists.

All efforts to drive the shirt waist from existence have proved futile and it promises to be as popular the coming season as ever before. Recognition of this fact has led to the issue of a pamphlet to members of the Silk Association of America containing reports from members upon different branches of the silk industry. M. D. Migel contributes a paper on the progress of fancy silks made in America and the outlook. He says:

"In referring to the collections of fancy silks as prepared by some of our leading manufacturers in good seasons, we might say that the amount of energy and money expended by them is really astonishing. The cost of some collections in a good novelty season for the expenditure of samples alone is a heavy one. We are far ahead of the European manufacturers in this respect, as after a fashion of fancy has been established we manipulate it and diversify it in a great number of ways, and always irrespective of the cost of making samples.

"The beginning of the current spring season has been a remarkable revolution in the demand for fancy silks.

"Dame Fashion has made one of her periodical somersaults and created a demand for novelties suitable for shirtwaist suits. These have to

be made in neat and tasty effects and do not give so much scope in the producing of original ideas as larger patterns in novelties would. It has, however, stimulated manufacturers in novelties and they believe that the turning point has come and that the demand from now on will be even stronger than it has been. It is, however, possible that the manufacturers of novelty silks themselves may kill this new demand. The silks that are in demand are desired for entire dresses, which means that the fabric must be of a sufficiently good quality to be used for that purpose. Yet there are being placed on the market qualities that are so absurdly flimsy that the use of them for these costumes would only mean the death warrant of the demand itself."

Cotton Growing Crowding Out the Peanut.

We are told that the great doctrine of the solidarity of mankind is being enforced as never before by the discoveries of modern science. Medicine, economics, biology, physics, in their latest developments, teach us with hitherto unapproached force that all men and all things are so bound together that what affects one affects all. It is an impressive truth. Consider the case of man, the cotton crop and the peanut. Within the last few years the consumption of the peanut has vastly increased. This interesting legume has fought its way over prejudice and contempt to a place of unchallenged pre-eminence in popular esteem. Sneers have not prevailed against it. Contumely in the presence of unparalleled popularity of the peanut hides at last its diminished front. Last year we broke the wrinkled shells of 5,000,000 bushels of pindars and ate some billions of arachian "nuts." If essentially the choice of a plebeian taste, if the rich and fastidious prefer a daintier delicacy, the peanut is without rival in the favor of the multitude.

But now observe. The plant arachis hypogaea demands an early spring, a hot and moist summer and a sandy, friable loam. But these are conditions required by another plant of great usefulness and value—namely, cotton. With this staple at a normal value Virginia, North Carolina, Georgia and Tennessee have found it advantageous to devote a part of their acreage to the edible at the expense of the sartorial crop. But lately cotton has been going up and the South is naturally planting it to the neglect of other crops, unhappily almost to the exclusion of the peanut. Thus we see that such an unimportant fact as the value per bale of cotton vitally affects human happiness in a somewhat remote particular.

Each Had Same Thought.

One of the strangest of coincidences on record is chronicled in an old English publication giving reminiscences of odd happenings in that country. Two country squires named Leaman, of Ivybridge—"two thin, delicate-looking old men, twin brothers, 72 years old, with white hair, very gentle and courteous in manner, red cutaway coats, white

cord, black boots, caps and gloves"—when past 60 years of age, one night after hunting one of them said to the other:

"I have been thinking neither of us can have much longer to live in this world and it will be a terrible thing for the survivor to have to remain here alone. Don't you think one of us ought to marry?"

"Yes," was the reply. "I have thought so for a long time."

"Well, do you know of any lady?"

"Yes, I do. Is there anyone you fancy?"

On comparing notes it appeared they had both selected the same woman, the manager of a hotel at Okehampton.

How One May Sleep Well.

It is not uncommon to hear people say, "I was too tired to sleep." But it is not generally known how great a help it is at such times not to try to sleep, but to go to work deliberate-

ly to get rested in preparation for it. In nine cases out of ten it is the unwillingness to lie awake that keeps us awake. We wonder why we do not sleep. We toss and turn and wish we could sleep. We fret and fume and worry because we do not sleep. We think of all we have to do on the following day, and are oppressed with the thought that we can not do it if we do not sleep. First, we try one experiment to see if it will not make us sleep, and when it fails we try another, and perhaps another. In each experiment we are watching to see if it will work. There are many things to do, any one of which might help us to sleep, but the watching to see if they will work keeps us awake.

When we are kept awake from our fatigue the first thing to do is to say over and over to ourselves that we do not care whether we sleep or not, in order to imbue ourselves with a healthy indifference about it. It will help toward gaining this wholesome indifference to say: "I am too tired to sleep and, therefore, the first thing for me to do is to get rested in order to prepare for sleep. When my brain is well rested it will go to sleep; it can not help it. When it is well rested it will sleep just as naturally as my lungs breathe or as my heart beats."



Buy GOOD Bed Pillows

The best is none too good to rest your head on, eight hours in every twenty-four. We sell the famous "Emmerich" feather pillows, all bearing this tag



which is a guarantee of clean feathers and elastic durable pillows.

Emmerich Cushions

also bear the tag of quality and we have handsome covers for them in beautiful patterns.

Also a large line of Silk Floss and Down Pillows. Sheets, Pillow Cases, Comfortables, Blankets and Spreads at all prices. Pillows at 40c, 50c, 60c, 75c, \$1.00, \$1.25, \$1.40 and \$1.60 each. Inspect our line before placing your order.

P. STEKETEE & SONS

Wholesale Dry Goods,

Grand Rapids, Michigan

The Best is none too good

A good merchant buys the best. The "Lowell" wrappers and night robes are the best in style, pattern and fit. Write for samples or call and see us when in town.

Lowell Manufacturing Co.
87, 89, 91 Campau St.
Grand Rapids, Mich.



Stiff Hats at a Premium—Straw Braids Scarce.

The closing weeks of March showed no apparent decrease in the activity that has been characteristic of the hat factories for the past few months. With the advance of spring sales of hats have increased, and in most instances retailers have anticipated their wants by sending re-orders, which have greatly increased the season's business.

Easter-time is each year becoming more and more a holiday season, and marking as it does the passing of winter, it affords a most appropriate occasion for the donning of spring attire, which occasion nowadays is accepted by the majority of people. This year Easter comes late, and as the winter season hung on tenaciously until March was more than half gone, the retail stores did not receive the rush of customers for spring goods until warmer weather had actually appeared. In no line of retail selling was this fact more apparent than in the men's hat trade. The indications are that the present season will be a most prosperous one to manufacturers and retailers alike.

The last of the "special" and agency styles for spring were placed on sale late in February, since which time no novelties in stiff hats have appeared. In fact, none is really necessary, for the variety of styles now shown is sufficiently extensive and varied to satisfy the most eccentric and fastidious tastes. The shapes that are greatest in demand are those having full round crowns, or with a slight tapering effect. The brims are mostly of the flat set order, rolled slightly at the sides, and are finished with a light curl. The heavy brim effects are noticeably absent. Variations to the foregoing description are to be seen in every store, for in order to suit all tastes and properly become the physical differences in people, a wide variety of styles of hats is absolutely necessary.

The present spring season will be in every way a stiff hat season. In the large cities stiff hats are selling in the ratio of two to one of the soft hats. In the outlying districts the sales are about evenly divided. Devotees of soft hats are not disturbed by the fluctuations of sentiment in the matter of fashion. For such a soft hat is the hat always, and for them a goodly assortment of styles are to be had.

There now seems to be no doubt about the matter of brown stiff hats, and the question whether they will be worn or not is practically settled. They will be worn extensively in all the large cities and in many of the smaller towns. For several seasons past the manufacturers have put forth great efforts to make brown derbies popular, but the attempts were attended with small results. This season, however, the results will be much more satisfactory, for the

time seems to be ripe for the introduction of colors in stiff hats. Most retail concerns show but three shades of brown, viz., light, medium and dark, with matched and contrasted trimmings. New York City retailers have become quite enthusiastic over the brown goods, and report that sales have been numerous to date, and further state that there is no doubt but that the sales will increase greatly as the season advances. The manager of a prominent retail hat department in Philadelphia stated to the writer on March 15, that to that time at least 25 per cent, of the sales on spring styles had been made on brown hats. With figures to verify such statements the situation appears promising to say the least.

Every retailer in the country has by this time heard or learned of the scarcity of certain kinds of straw braids, and of the condition which this scarcity has caused in the straw hat market. Some few may have investigated the conditions, but it is safe to say that the majority have given the subject little thought. A great deal of annoyance and trouble would be saved to all parties concerned if the retailers would give the matter some attention, for the situation is somewhat serious at the present time, and there is every prospect that it will be worse before it is better.

The situation in a nutshell is about as follows: There is a great scarcity of split braids. There is a great demand for split braid straw hats for next summer. The manufacturers have secured nearly all the braid there is to be obtained at the present time, and the straw braid commission firms state there is no more coming into the country. Occasionally a few cases arrive from foreign ports and they are "gobbled up" as quickly as they pass through the custom house. It seems doubtful if the manufacturers have enough of the split braids to enable them to fill all the orders they now have. It is also sure that any future orders for split braid straw hats can only be filled at greatly increased prices. The most serious aspect of the situation lies in the war now going on in the Far East. By far the greater proportion of the braids used in making men's straw hats comes from Japan and China. The Chinese braids are plaited at or near Tien Tsin, which point is near the seat of the present disturbances and is considerably affected thereby. Any and every war always disturbs local conditions, and in the present instance the inhabitants have given up their usual pursuits, with the result that few, if any, straw braids are being plaited. As the war-like disturbances began some time ago, and as there is every probability that the war will be a long-drawn-out affair, it is but reasonable to suppose that a considerable period of time will elapse before normal conditions will obtain among the straw braid plaiters. Therefore a great scarcity of split, sennit and Jap braid straw hats may be expected from this time on, and none can be obtained except at greatly increased prices.—Clothier and Furnisher.

For Immediate Delivery

Cravenette Coats, 52 inches long.

All Styles

All Prices

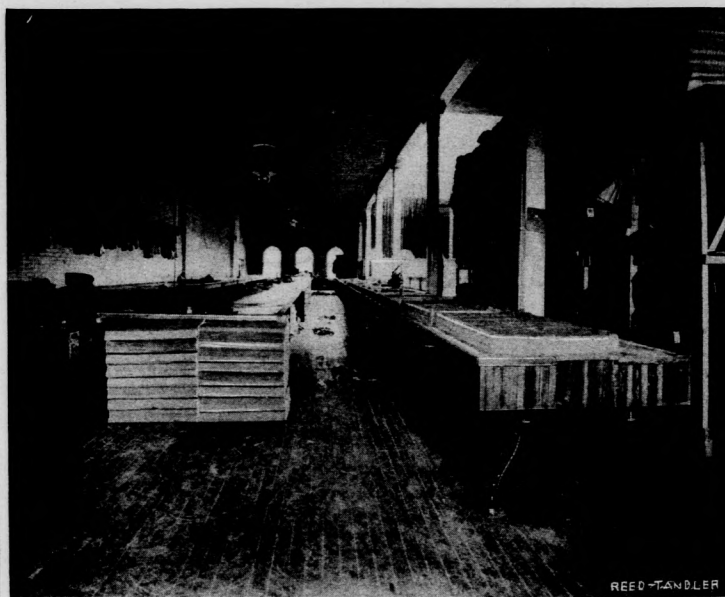
All Sizes

Write or wire us for samples.

Wile Bros. & Weill

Makers of Union Label Clothing

Buffalo, N. Y.



Cutting Room, Factory No. 3

THE IDEAL CLOTHING CO.
61-63 MARKET ST
38 & 40 LOUIS ST.
GRAND RAPIDS, MICH.

Market Conditions of Shirts, Collars and Cuffs.

Manufacturers and jobbers will go before retailers about the middle of the month with advance collections of fall shirtings. Importers have already taken the major portion of their import orders from their largest customers and are now visiting the custom trade.

The styles shown are, in many respects, similar to those now out for spring and summer. The texture of the shirtings, however, is heavier. Passing over the usual assortments of staple things in light grounds, stripes and figures, we note that the assortment of color grounds is even more varied than was introduced for the season now opening with the retailers. These color grounds show almost as much diversity of patterning as characterized the variegated stripe season several years ago, when color stripes of different widths were shown on white grounds, a season of stripe styles still referred to by shirt people as productive of the most beautiful shirtings the trade has ever had. Fall shirtings show similar treatments of stripe effects on color grounds, the color of the stripes being darker than the grounds, forming pretty contrasts. More stripe and figure combinations are shown; also checks of different sizes.

During the closing weeks of March some of the largest shirt manufacturers sent their representatives out with supplementary spring lines, on which a fairly good business was done. The salesmen, while visiting the trade, sought the opinions of retailers on negligees for fall. With very few exceptions they expressed a reluctance to take up negligees for the reason that in doing so they were crowding out stiff bosoms, but said that they were compelled to favor soft fronts for fall because their customers called for them. The retailers interviewed said in substance that "what the public want you must give them if you expect to do any business, and they want soft front shirts."

The continuous sales of negligees during the past six months and the light business done on stiff fronts have forced shirtmakers to give the soft front more consideration for fall than they think the season entitles it to. But during the fall and winter just closed manufacturers and retailers found the utmost difficulty in pushing stiff bosoms. We have previously mentioned that men buy sufficient shirts in the spring and summer to last them throughout the year and continue wearing their soft summer shirts throughout the winter. Manufacturers now seem satisfied this is the cause of the decline of the stiff bosom, helped by the fact that the soft shirt can easily be laundered at home, while the stiff front causes laundry bills, and the garments are less comfortable to wear.

Negligees for fall have, therefore, gained in importance, and many of the shirtings shown for the new season are especially made for this class of garment to be worn in cold weather.

Since one of the largest Troy manufacturers has inaugurated an energetic campaign in favor of quarter

sizes there has been considerable more talk about them in the trade. This present interest in quarter sizes may turn out to be a good business feature of the collar trade. Other large manufacturers are giving them attention, although reluctantly, because they say retailers do not want quarter sizes, since their stocks are already as large as they can well afford to carry. The manufacturers who are interested and who have been gathering the views of retailers, say that their customers would much prefer to increase the number of styles they now carry than to add quarter sizes to their stocks.

Some retailers, who claim to have gone through an experience with quarter sizes, declare that they have not proven satisfactory. The quarter size is not a new feature in collarmaking. Manufacturers, who have tried them before and paid as high as 35 cents a dozen for laundering them, say that they get no better results than makers who pay only 12½ cents a dozen, since the shrinkage in laundering can not be overcome accurately enough to warrant any dependence upon a uniformity of quarter sizes. A manufacturer who is authority for the statement that he has "gone through the mill" on quarter sizes says "they don't amount to a hill of beans, except as a good selling point." Aside, however, from what may be said for or against quarter sizes, they are at present the topic of interest in the collar trade, and are proving a profitable venture for the concerns exploiting them.—Apparel Gazette.

Recent Business Changes Among Indiana Merchants.

Clayton—Reid & Martin, dealers in buggies, have dissolved partnership. The business is continued by O. F. Martin.

Alexandria—H. C. Badger & Co. succeed the Model Grocery Co.

Brookville—Bruns Bros. have sold their grocery stock to George Morin.

Butler—Shapland & Co. have purchased the dry goods, notions and shoe stock of C. H. Smith & Co.

Hammond—Hubbard & Griswold, grocers, have dissolved partnership. The business is continued by Chas. W. Hubbard.

Hector—O. B. Snyder has engaged in the grocery business. The stock was purchased of J. G. & E. M. Bennett.

Huntington—G. V. Griffith & Son, manufacturers of plow handles, have removed to Albany.

Lebanon—Jos. W. Shelby succeeds the Lebanon Hardware Co.

Milford—Hall & Self, grocers, have dissolved partnership. The business is continued by John Hall in his own name.

North Manchester—The capital stock of the North Manchester Lumber Co. has been increased to \$10,000.

Schnellville—Alvis J. Schaaf has sold his furniture stock to Geo. E. Schaaf.

Vincennes—The style of the dry goods house of S. & I. Lyons has been changed to the S. & I. Lyons Co.

Waterloo—H. (Mrs. M.) Madden has removed her dry goods and notion stock to Ashley.

Westfield—The Faulkner-Webb Co. succeeds the Westfield Packing Co.

Indianapolis — The Consolidated Paint & Oil Co. has filed a petition in bankruptcy.

Roanoke—M. L. Dague, flouring mill operator, has gone into bankruptcy.

Rockport—S. Honig Sons, furniture dealers, have taken advantage of the bankruptcy laws.

Do and Don't.

Thomas N. Hart went to Boston at thirteen; he began as a clerk in a dry goods store. He won a competence, became mayor of the city, and retired. At seventy-five he gives to the world his rules for success:

"Do."

- Do everything well.
- Do more than is expected of you.
- Do things better than other people do them.
- Do your work as if it were a pleasure to do it.
- Do exactly as you agree to do.
- Do some little kindness every day.
- "Do unto others as you would be done by."

"Don't."

- Don't drink.
- Don't swear.
- Don't tell a lie.
- Don't run into debt.
- Don't shirk your task.
- Don't stay out nights.
- Don't be late at your work.
- Don't think you know it all.
- Don't wait until you are old to marry.
- Don't go into politics if you are a young man.

Made on Honor

and

Sold on Merit

Buy Direct from the Maker



We want one dealer as an agent in every town in Michigan to sell the Great Western Fur and Fur Lined Cloth Coats. Catalogue and full particulars on application.

Ellsworth & Thayer Mngf. Co.

MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

M. I. SCHLOSS

MANUFACTURER OF

MEN'S AND BOYS' CLOTHING

143 JEFFERSON AVE.
DETROIT, MICHIGAN

Is offering to the trade a line of spring suits for season of 1904. Perfect fitting garments—beautiful effects—all the novelties of the season. Look at the line when our representative calls on you.

Those New Brown Overalls and Coats are Sun and Perspiration Proof

They are new and the "boss" for spring and summer wear. *Every Garment Guaranteed—They Fit.*



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

DOLLS AND TOYS.**Some of the New Things Manufacturers Have Devised.**

The import line is now very well settled and the trade is reporting a good season. Of course, it is early now to predict with any great accuracy how the different lines will sell, but it seems likely that dolls of every description will be in large demand. The staple lines of dolls sell year in and year out, and no doubt will continue to do so as long as children retain their human attributes. There are several novelties in the doll line, and so far they seem to be meeting with quite ready sales. Iron toys are good and are always good sellers. Although a great many of these toys are made in this country, the sale of the imported ones has suffered no appreciable extent from their encroachment.

It is now possible for the small boy to have a regular Coney Island, with the toy circuses with all the menagerie represented, and all sorts of booths, from the orange woman with her push cart heaped high with yellow oranges, to the regular stores, and he can give all kinds of performances, from the man with the trick bear to the legitimate theater with its list of regular performers. The loop-the-loop can be represented also, and the roller coaster with its elevator tower, and the most fun of all, the shoot-the-chutes. This last comes with a good sized receptacle made of tin to hold the water.

Iron toys have come out in greater abundance than ever before. The soldier sets of the different countries are very complete, and for the lad that is martially inclined, he can get up quite a "scrap" between the powers. There are a water tower and firemen, with hose wagon and hook and ladder and, in fact, all the modern appliances for fighting fire. Quite a naval parade can be given with the number of war vessels that is included in the set. The German band, hurdling race, fox hunt, and the buffalo hunt are all made in this class of goods.

A workshop with one large engine and a complete system of belts and pulleys is now being offered. The larger central engine has an upright boiler and has sufficient power to run quite a number of the smaller secondary machines. These embrace almost every kind of toy machine, and some of them are very well made indeed. Some of the largest of these miniature shops have as many as twelve different machines besides the one large engine.

There is a little bathroom fitted up with tank and tub and brushes and all the toilet necessities and luxuries. The tank will readily hold water, and by means of a rubber tube the water can be run into the tub.

There are fur rugs for the doll house now to be had. These come in imitations of various animals and have the heads of tigers, bears and even the fox on them. The tiger skins are marked in the same manner as the skin of the animal.

In miniature railways there are many improvements and additions shown. There is one with a self-

coupling attachment, which by means of a series of bumpers allows the train to be split up and then brought together again. The equipment that is offered with these railways is very complete now. A train can start out from the car barns and roundhouse, and by a series of switches can go to its station, which is a large covered platform, and from there can start out on its trip through tunnels and over bridges. There is a signal tower for crossings that works with levers and sets the semaphores on the other side of the tracks. The trains come in a great variety of sizes and varying equipment. There is a high tower light that is perfectly stationary, but adds greatly to the whole effect of a railroad. The boy with an inventive genius can get as much out of a railway as any toy he could possibly have.

The clowns that turn somersaults are always amusing and they are with us this year in all manners of gay costumes. The queerest toys of this kind, perhaps, are the little bears which turn any amount of somersaults and which always have that self-satisfied grin with which their maker endowed them. These little brown fellows are more ludicrous, if possible, than the clowns of whom one rather expects such odd antics.

In the mechanical toys that walk there are many new things. The large elephants have the identical ponderous walk that can only be associated with that animal. The lion and cat crawl along and the other animals move in their usual fashion. In the comic toys in this class there is a pig with a small dog hanging to his tail and a horse also suffering the same humiliation. Turkeys with real turkey feathers strut about proudly, and they are of very good size. The cat that walks and says meau at the same time must strike terror to their hearts. There is also the fox with a goose in its mouth, which he shakes as he walks along.

In the smaller mechanical toys there is a host of original things. Innumerable lady dolls are to be seen riding in all manner of vehicles, from the lady of quality to the humble nurse maids with their charges in perambulators. The swell turnouts are very fine. The driver of the hansom with his fares and the jockey with his horse and sulky are both fine toys. There are so many of this class that it would be almost impossible to give adequate mention of them.

In the toys that work with bulbs there are many new ideas. The Typewriter Girl, Buster at the 'phone and the Hello Girl are some of those that are selling well. This line is now made up in popular priced goods, and, with such a large choice of subjects to choose from, it seems that the popularity of these toys should be established.

Sprinkling wagons that hold real water and sprinkle as they go, are selling well. These should delight the heart of the child who is never happy unless with some toy that requires water or something of that kind.

In the Jack-in-the-Box line there are all the old favorites represented, besides many new ones. Toff-toff is

the name given to one of the latest importations in this class. It consists of a small auto, which, when the cover of the box is opened jumps out and starts on a wild run across the floor. It is given its impetus by a spring in the bottom of the box. This comes at popular prices and should sell well. Happy Hooligan and the Policeman and nearly all the funny papers' creations are represented in this line.

There is a snake newly brought out this year which crawls along the floor and drags its length of tail behind it. It is life-size and is run by mechanical means. It is made of iron and is apt to impress itself rather unpleasantly upon the recollection of the person who sees it for the first time. The snake crawls in a very lifelike manner.

The talking, walking and sleeping dolls are having a wide sale. They are attractive and seem to fill the want of the little folks to have a pretty doll that can do all the things that are the perquisites of a real baby. These dolls are surely mighty accomplished.

In mechanical toys the line is larger than ever. In the cheaper class of these goods there is no end of attractive novelties. The orange woman pushing her cart, the balky horse, girl with skipping rope, darky driving the ostrich are only a few of the schemes now carried out in this line.

The Loop-the-Loop is now to be had in popular-priced goods. The auto which is used on this is made with wooden wheels, but in the more expensive ones it is made entirely of iron. In some of the better class the auto runs into the elevator tower and is at once raised to its original level to begin its trip on another one.

Among the toys to delight the child with a sense of the realistic is a large ox cart with the yoke of oxen covered with real skin, and they are fine strong oxen and are guaranteed not to break with the first breath. These oxen come with a variety of vehicles, from logging carts to heavy wagons, such as are used for heavy trucking.

One of the finest of the new toys intended to be operated in the water is a large racing shell with two oarsmen seated in it. The men are dressed in racing regalia, and when the toy is wound up they bend forward

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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.

3 1/2 Per Cent.

Paid on Certificates of Deposit

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Resources Exceed 2 1/2 Million Dollars

RUGS FROM OLD CARPETS THE SANITARY KIND

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

Petoskey Rug M'g. & Carpet Co. Ltd.
Petoskey, Mich.

Spring Trade is Near

We Have a Complete Line of

Light and Heavy Harness, Saddlery Hardware, Collars, Whips, Etc.,

and can fill your orders promptly. We still have a good stock of Blankets, Robes and Fur Coats. Send in your orders.

Brown & Sehler Co.

West Bridge St., Grand Rapids

No Goods at Retail

The William Connor Co.

Wholesale Ready-Made Clothing Manufacturers

28 and 30 South Tonia Street, Grand Rapids, Michigan

The greatest stock in Michigan, largest sample rooms and one of the biggest lines (including union-made) of samples to select from in the Union, for Children, Boys and Men. Excellent fitters, equitable prices, all styles for spring and summer wear; also Stouts, Slims, Etc. Spring Top Coats, Rain Coats, Cravettes. Everything ready for immediate shipment. Remember, good terms, one price to all.

Mail orders solicited.

Phones, Bell, 1282; Cit., 1957

and back in a realistic fashion and move their oars, which are fastened to their hands. The force given to the scull by the figures is sufficient to propel the shell at fair rate of speed through the water. This is one of the finest toys that is shown in this class.

In the toys that work with water there are many new ideas. The large water wheels are more elaborate than ever, and some of the more expensive are good working models of the action of the water wheel. Toys of this kind tend to educate the boy in a way that appeals to him as no book can ever do. These wheels are made for attachment to engines of varying sizes.

Some of the little water toys are figures that are made to do useful things, as the donkey that draws the water from the well for his drink and the child that gives himself a shower bath. These all sell well.

Tin lobsters, butterflies, turtles and all sorts of animals and birds are attached to the end of canes by means of which they are pushed along. By a simple arrangement they make their wings or feet or some portion of their anatomy go, and some of them are particularly amusing.

The band of comic figures that play on all sorts of instruments and include all kinds of figures is popular. Happy Hooligan is still popular in this line, and so is Foxy Grandpa. In one of the mechanical toys Grandpa is seated rather precariously on a mule, which kicks and does some funny stunts.

There are automobiles of every description, from the tiny little ones that wind up to the great big ones that are run by pedals and are large enough to hold two children. These large ones steer with a wheel in the same manner as the real autos. Some of the little ones have extra tires on the front, for all the world like the regular touring and racing machines. The little mechanical ones have rubber tires and are so arranged that the child can take them off and substitute the extra tire.

There is a miniature telegraph for the boy who is inclined to the use of instruments of this kind. It has all the parts of a regular grown-up telegraph instrument, but is much smaller. It has a battery by which current is supplied. Along the lines are the small telephones, which may be rigged up in any house, and are really useful. There are also small dynamos offered.

There are all sorts of attachments for engines now on the market. Perhaps one of the most satisfactory of these is a fountain which by the attachment is supplied with water. The water is forced up into the fountain and comes out in a good sized stream. There are tubes which convey the water from the pond up into the tower; there it is given impetus from its height sufficient to force it out through the fountain.

In sand toys there is a fountain shown. It works with a series of buckets, which carry the sand up into the tower and from there it runs down into the pool again on the same principle as the fountain just mentioned. All the standard articles are

represented in these toys this year.

A fire engine with a place for real fire under the boiler is a toy to fill the heart of the boy with joy. It has a place for an alcohol lamp, by means of which the water is heated, and the engine works very much the same as the big engines. It has rubber tubes for the water and nozzles on the ends of them. It can generate sufficient steam to force the water with quite a pressure.

For the electric railways there is a wrecking crane. This is built to run on a three-inch track. This crane has all the belts and pulleys of a large crane and can take a car up and swing it bodily about. These electric roads can be operated either by cells or by attachment to the electric light wires. They are very substantially built and come in sets with about 30 feet of track supplied.

The doll tea sets come in the Dresden ware and seem to be selling very well to the higher-priced trade. They also come in solid colorings in green and ochre. Some of the best of these have fine decalcomaines on them.

In French ball toys the demand remains constant and there is quite a large line of these shown in the comic heads. These come in all grades.

There is a toy kitescope on the market which is a very fine toy. It operates in the same manner as the larger sized ones and is capable of throwing a picture on the screen about 4x5. Extra films may also be obtained and it is possible for the happy possessor to earn quite a bit of money with his "moving pictures."

Toy cannon on revolving carriages are in good demand.

Granite ware and pewter sets for the dolls are shown in improved sizes and in larger sets.

The line of boats that go in the water is more complete than usual this year. It includes all kinds of war vessels and from them down to the little racing sculls. There is also a fine line of torpedo boats and torpedo destroyers.

A rather clever device in the line of a drum is now out. It has the sticks inside and is worked by winding it up. It is warranted to be as noisy at least as the ordinary drum. These are not expensive as one might be led to think would be the case with a device like this.

In squawkers there are some new things shown, but this is largely a staple line and always sells readily. The roosters come in great variety and seem to be the favorites. This line should have a good sale this year, for all noise-makers are popular when big campaigns are on.

A fine new mechanical toy that will be used for exhibition purposes is a big brown bear that holds an arch in his paws and with his head rings a bell suspended in the arch.

In electric railways the line is more complete than last year. The trains that climb the hills by the cog system make a very fine window display for any store. The road mentioned has a third-rail system and the engine has a shoe which fits over the charged rail. For those not desiring an expensive or elaborate road there

is offered a cheaper grade of the same road, and it is the same except that it does not have the cogs for climbing the hills. In toy cars that wind up there is the trolley that has two cars, and one of them is constantly in motion. As the one comes back on the switch it strikes a little projection, which liberates a spring by which the second car is set in motion. This is a fine toy for a child.

A model of the farm machinery is shown. By a belt system the machines are all operated from the central engine. There is the man driving his horse attached to a mower, the butter churn, thresher, the cream separator, the grain cleaner, grist mill, coffee mill and a feed cutter. This makes a fine display for the various machines, and it presents quite a sight when the engine is started up. These also come separately, and can be attached to smaller engines.

Dolls in sailor costumes have the name of the town in which they are to be sold on the hats or caps. For instance, dolls that are intended to sell at St. Louis this summer have the name on them in some conspicuous place. There is reported to be quite a demand for these dolls.

The little wooden cages from which the inhabitants pop out when the doors are opened are selling well. All kinds of fowls and birds are represented in this line, and all make the same little squeak when they bob out. The large tiger in particular is very amusing with his blood-curdling roar.

Senator Spooner, of Wisconsin, says the best speech of introduction he ever heard was delivered by the German mayor of a small town in Wisconsin, where Spooner had engaged to speak. The mayor said: "Ladies and gentlemen, I asked haf been to indrottoose you to the Honorable Senator Spooner, who to you vill make a speech. Yes, I has now done so, und he vill now do so."

If business is worth having it is certainly worth going after.

Are Your Books in Balance and kept by Up-to-Date Methods?

Do they give you the information necessary to run your business successfully? Let us send an expert from our accounting and auditing department to install a new system and instruct your book-keeper in the latest time-saving, fact-giving methods. Write for particulars.

The Michigan Trust Co.

Grand Rapids, Michigan
Established 1880



IF

Flies Carry Disease

As Your Customers Well Know

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of Tanglefoot in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep Tanglefoot constantly at work within sight of every person who enters your store?

Highest in price because of its quality

EXEMPLAR

The Ideal 5 cent Cigar

G. J. Johnson Cigar Co.

Grand Rapids, Mich.

MEAT MARKET

What Organization Can Do for the Meat Dealer.*

The meat business, like other lines of industry, has its successes and failures. I am sorry to state that, on account of the ease and facility of now entering the meat business, the failures far outnumber the successes. According to United States census reports, 95 per cent. of those who enter business are failures, leaving only five in every hundred to succeed. If the truth were known those who enter the meat market business contribute largely to the 95 per cent. of recorded failures. The reason for this is not far to seek. Before the advent of the dressed beef companies it was absolutely necessary that a man who entered the meat business should be a butcher in practice, as well as in theory, but in these days, when the dressed beef companies furnish meats ready for the block, hundreds are attracted to the business, apparently imagining that previous experience is unnecessary. They learn their mistake, but not usually until their resources are exhausted. The commercial highway is strewn with wrecks of this character and failures are of daily occurrence. There may be exceptions, of course, to this rule, but they are rare.

The opportunity for success as a retail meat merchant is, in my opinion, just as good to-day as ever, providing the meat merchant has the necessary experience, combined with business knowledge. It is apparent, therefore, that success depends on two important essentials—experience and familiarity with business methods. A man may have experience, but if lacking business knowledge and methods, there is great danger of business flounder. That is the one chief cause of some good practical butchers falling by the wayside—they lacked the necessary business knowledge that goes with experience to bring about success. There are isolated cases where good business men, possessing no previous experience in the meat business, have succeeded, but, as previously stated, they are the exceptions, not the rule. While there is every opportunity for success as a retail meat merchant, even in these days, there is not the profit in the business as before the entrance of the dressed beef companies. It is a fact, that will be acknowledged by every experienced butcher, that the profit in a bullock is from the hoof to the block. This being the case, it is not hard to trace in these days where the large profits go in the meat business. It is apparent, therefore, that the retail meat merchant of to-day loses these profits, as represented in the sale of the hides, feet, liver and other offal. Although we hear old craftsmen talk of the good old days, how many are there here to-night who would want to go back to the old methods of slaughtering and vir-

*Address by John H. Schofield, of St. Louis, Mo., at annual banquet Grand Rapids Retail Meat Dealers' Association.

tual slaves to long hours and hard work? It is true that in the evolutionary process that has been transforming the industrial conditions of the United States, the butchers have suffered most grievously, as the very foundation stones of their business have been removed, and instead of being butchers in fact, they are simply agents for and cutters of other men's meats. I am not here to argue that this revolutionizing of the meat industry is not for the greatest good of the greatest number, or whether the man who caused a thousand blades of grass to grow where but one grew before is a public blessing or a curse. I leave those questions for you to analyze and to form your own conclusions.

A study of industrial science teaches that the centralizing of the meat industry of the United States was inevitable and that if Messrs. G. F. Swift, Philip D. Armour and Nelson Morris had not with their forethought grasped the opportunity, others would, equally as progressive and enterprising. The slow stage coach process of former days would not do in these times, when facility and dispatch are essential factors in trade. This centralizing of business has not been confined to the meat industry, but has been general in the industrial world. The meat business offered a rich and unlimited field and we must confess that the pioneers and those now occupying the meat kingdom have made and are making the best of their opportunities.

Such conditions, however, proved a serious blow to the butchers of the United States, as the props of their business were knocked from under them and instead of being manufacturers of meat products as formerly, they found themselves forcefully relegated to the position of commission merchants of other men's products. That they should resent such intrusion on what they considered their rights in trade was only natural, but they engaged in an unequal struggle, because they were battling against progress and the demands of the times. If instead of wasting their substance in such useless warfare they had consolidated their interests and met these pioneers in the business in the open field of competition, by operating their own meat packing plants, their prospects of success would have been much brighter.

I shall deal briefly with this evolution of the meat business and only as it now affects the marketmen. There is no one who will dispute that the supreme being who controls this universe formulated perfect plans, as shown by the precision with which the several planets move in their orbits and the systematic regularity of the seasons on our own earth. This perfection of system is further illustrated in the kingdoms of nature.

God having given us perfection in the working of His universe, it has remained for man to perfect our system of civilization and government. If our government and society are not perfect, the fault is with man. If our laws are such that large combinations control the industrial situation



Saving Pennies

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Why not give your clerks a post graduate course in this same lesson?

Keep it Ever Before Them

They can make your business blossom like a rose.

A Dayton Moneyweight Scale

does this more effectually than anything else.

Ask Dept. "K" for 1903 Catalogue.

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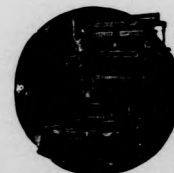
Dayton, Ohio

The Moneyweight Scale Company
Distributors

Chicago, Ill.



Moneyweight



of the country it is the fault of the people in permitting and submitting to such abuse of power. The people can control, because they are largely in the majority, but the masses lacking knowledge of important questions, as well as being indifferent, they do not properly appreciate the value of the ballot. It is apparent, therefore, that the voters of the United States are responsible for any conditions that are not for the best interests of the people.

As these conditions affecting the meat business have come to stay, there are but two courses to pursue, either accept them gracefully or find other means of gaining a livelihood. If you decide to remain in the business, organization is imperative to regulate conditions governing the trade. As combinations result largely from commercial selfishness and greed, the natural tendency is not to restrict those traits of character, but to expand them. This will account for a certain class who desire to "hog" the whole business, wholesale and retail. Charity should be exercised towards such men, as they are the natural product of the selfish commercialism of the times and have grown intolerant and arrogant with power.

These, my friends, are conditions, not theories, that confront the retail butchers of the United States, and self-protection demands that they must be properly and effectively met. In most instances individual organizations are able to hold their local wholesalers to their legitimate field, but there are wholesalers who do business in every section of the United States, and sometimes they prove the greatest enemies of retail butchers. You are not without experience in this city. Against this class of wholesalers local organizations are powerless, and here comes one of the chief benefits of affiliation with the National Master Butchers' Association. While the large wholesalers may sneer and scoff at a local organization, the antagonizing of the retail butchers of the United States as represented in a national body is a more serious question. When they learn that by antagonizing a local association they will be at war with the retail butchers of the United States they are liable to quickly recede from any improper position.

They may attempt the opening of retail markets, but let me tell you that the consumers of the United States will be found supporting retail butchers. Consumers have learned much during the past few years regarding monopolies, and they are in no temper to witness the abuse of power or the ruin of retail merchants. When wholesalers enter the retail field it means death to the business life of retail butchers and the love of fair play, that fills every American heart, will not tolerate such conditions. They have witnessed retail butchers in the evolution of trade conditions relegated from manufacturers to salesmen, but when these monopolists attempt to control the trade from the ranch direct to consumers, there will be such a general awakening of public condemnation

that they will be glad to retreat from their selfish position.

The action of the National Government towards these combinations has had a wholesome effect, while in the State of Missouri they have been practically taught that they can not ride rough shod over the laws of equity and justice. While we can not fail to admire the business push and enterprise that have characterized these great companies, that practically control the meat industry of the world, the business life of retail butchers demands that they confine themselves solely to the wholesale field. American consumers are being so thoroughly educated to the evils of monopolies that cheap prices will fail to attract, for they have learned that with competition removed they would be at the mercy of the monopoly.

I am by no means a pessimist on this question, for the men at the heads of these great companies are wise, conservative and diplomatic. They realize and know that the retail butchers have been their best friends, and have assisted largely in the up-building of these colossal enterprises by distributing their products. There are, however, black sheep in every flock, and we must not condemn all for the actions of a few. Neither is this question by any means all one-sided. There are certain rights due wholesalers that retailers are also bound to respect. What these are you all know, therefore it is unnecessary to enumerate them here. On the whole, I am firmly convinced that a majority of the large wholesalers desire to do what is right by retailers, and in this they are guided by good, sound business principles.

The retail butchers of the United States hold a peculiarly responsible position in their several communities that is hardly appreciated by the general public. You may patronize other branches of trade, and if inferior or a poor quality of goods are sold, you are simply damaged by the fact, that being of poor quality they do not wear well and are generally unsatisfactory. Your trade with retail butchers, however, is of an entirely different character, for what you buy from them is for the sustenance and support of your physical structure. The importance of having the best needs no argument, for it is a fact beyond all dispute that what we eat makes or unmakes us physically as well as mentally. This being the case, how necessary and how important that you buy your meats from honest and reputable men.

In this respect the people of Grand Rapids enjoy a position second to none in the United States. You have an organization here known as the Master Butchers' Association. Those who deal with its members are safe guarded by reason of such membership. Members of that organization would not dare sell you anything that would not stand the full test of purity. Their declaration of principles is to subserve your interests, as well as their own, and any member selling you anything unwholesome would be expelled.

Under such conditions the people

How About Your Credit System?

Is it perfect or do you have trouble with it?



Wouldn't you like to have a system that gives you at all times an

Itemized Statement of Each Customer's Account?

One that will save you dispute, labor, expense and losses, one that does all the work itself—so simple your errand boy can use it?

SEE THESE CUTS?

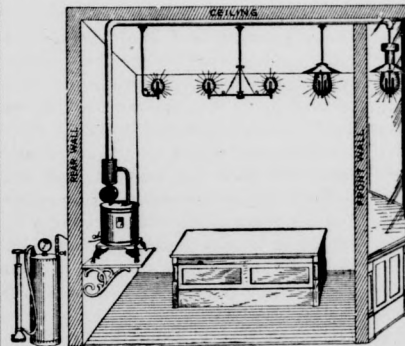


They represent our machines for handling credit accounts perfectly. Send for our catalogue No. 2, which explains fully.

THE JEPSON SYSTEMS GO., LTD., Grand Rapids, Michigan

How Does This Strike You?

TRY BEFORE YOU BUY



To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your diagram for estimate. We are Manufacturers, not Assemblers. Avoid cheap imitators who demand money in advance.

White Mfg. Co.

186 Michigan St CHICAGO, ILL.

SPECIAL OFFER

Total Adder Cash Register
CAPACITY \$1,000,000

"What They Say"

Datona, Fla., Jan. 4, '04

Century Cash Register Co.,
Detroit, Mich.

Gentlemen:—
The Cash Register reached me in good condition Saturday. I put it up and began operating it at once, and so far have found it very satisfactory.

In consideration of the price I find it much ahead of the \$350.00 — that I operated for three (3) years while manager of the Ponce de Leon Pharmacy, at St. Augustine, Fla.

I called in one of my competitors, Mr. Hawkins, doing business under the style name Atwood's Pharmacy, and explained the machine to him. He was so much pleased with my Register that he remarked as he left the store that he would buy one at once.

I believe that I can sell several Registers here without any trouble.

Yours truly
E. L. BURDINE, Druggist.

Mr. Burdine says it is ahead of the \$350.00 machine that he operated. We believe it is impossible to make a better machine than our No. 2, 1904 Model. Nearly every mail brings us letters similar to the above.

Every machine sent on 7 days' trial and guaranteed for 5 years. . . .

SPECIAL OFFER—We have a plan for advertising and introducing our machine to the trade, which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date 20th Century Cash Register for very little money and on very easy terms. Please write for full particulars.

Century Cash Register Co. Detroit, Michigan
U. S. A.

656-658-660-662-664-666-668-670-672 and 674 Humboldt Avenue

of Grand Rapids are happily circumstanced, for by dealing with the members of the Master Butchers' Association you are assured pure, fresh and wholesome meats. When these facts are considered, does it not become the imperative duty of consumers to give their full support to the members of such a worthy association? The Master Butchers' Association was not organized because the inspection laws are not sufficient, if enforced, but because they desired, for the benefit of the craft and to protect consumers, to be a law unto themselves. Do not these facts warrant me in appealing to the good people of Grand Rapids to give the members of that organization their encouragement, support and sympathy? Those who are not members do not deserve it. Any man who is not willing to identify himself actively with such a worthy public and sanitary movement is not only unworthy of your confidence and support, but he may reasonably be looked upon with suspicion.

If consumers generally knew that wholesalers with retail stores use them merely to sell stuff that retail butchers will not buy, they would be more careful and deal with those men who sell only wholesome meats. In fact, it is the boast of some of these wholesalers who try to "hog" the business, wholesale and retail, that they obtain nearly as good a price for their unwholesome products as the retail butchers obtain for their wholesome meats. While these are unpleasant statements, they are nevertheless true and they emphasize the importance of dealing with honest men.

I sincerely pity the man who in these days does not believe in organization. Organization is one of the essentials of life. If it were not for the organization of society life would be a chaos and butchers as a class would have no existence. Suppose those who landed on these shores three hundred years ago had not believed in organization, who knows if we could now boast the best and greatest civilized country on earth? Those colonists proved the nucleus of our national life and through those rugged and determined men and women, who believed in organization, we now enjoy our national, state and municipal government.

But these are not all. Our moral, social, and business life is honeycombed with organizations, all independent and yet all dependent and owing allegiance to our national existence. We have our church, our political, our fraternal, our social and our business organizations, and that they appear necessary adjuncts no man will deny. As the necessity for organization is generally recognized, why should not butchers become a factor in this process of national organizing? Those familiar with the ramifications and conditions of the meat trade must admit that there is no class of retail merchants in greater need of thorough and practical organization. The evolution that has taken place in the meat industry of this country within the last thirty years emphasizes the necessity for such action.

While we desire to believe that wholesalers intend to do what is right with retailers and recognize and respect their rights, this, however, in no wise lessens the need for thorough and complete national organization. There is an old, but wise saying, in time of peace prepare for war, and therein lies the necessity for organization. That is why we have our standing army and navy—not because the United States desires war, but as an intimation to other powers that our rights as a nation must not be trifled with or trampled upon. So with retail butchers, we desire peace and harmony, but our rights as retail merchants must be respected and if they are not the full weight and influence of our National Association will be thrown against all offenders.

When the principles involved are fully considered and understood, does it seem possible that any self-respecting marketman should hold himself aloof from organization? Besides the benefits already enumerated are the social features, and in this respect I must confess that butchers are usually sadly lacking. There is no class of merchants so negligent in this regard. Other merchants have their associations, where they gather and talk over their business interests and become acquainted with one another. In this way much trade jealousy is removed, simply because by association and fellowship they learn that their rivals in trade are simply like themselves, trying to make an honest living for their families. It will be found that the best friends of the butchers are their fellow craftsmen, because their business interests are identical.

I therefore appeal to every butcher in Grand Rapids to affiliate at once with the Master Butchers' Association. To the members of that

Association, I say, attend your meetings regularly and thus you will encourage your officers and cause them to feel that they have your confidence and support. Badly-attended meetings have a discouraging effect on those who do attend and especially on the officers, as they have good reason to feel that there is failing interest and that they are lacking proper support. It should also be remembered that every member is individually responsible for the success or failure of your Association. The best officers can do nothing without the proper support and confidence of members. Is it not, therefore, a strange condition of affairs when men have to be pleaded with to do that which is for their best interests of not only their business, but which also entails the happiness and comfort of those who are dependent upon them for support?

The selfish question should not arise, what good will it do me? but the more patriotic and broader one, what good can I do for members of the craft, present and future? The scriptures tell us that no man "liveth or dieth to himself," and this is directly applicable to the organization of retail butchers. We might with as good reason ask of what benefit is organization to your worthy members, L. J. Katz, John G. Eble, S. J. Hufford, as well as many other excellent workers in your Association? They are all men with a good business, so that they are practically independent. They wisely, however, see the handwriting on the wall, the elimination of retail butchers as a class unless retailers through organization give wholesalers to understand thus far shall you go, but no farther. They, therefore, take the broad view and are in this organization work for the sake of those who follow.

The Old National Bank

GRAND RAPIDS, MICHIGAN

Our certificates of deposit are payable on demand and draw interest at

3%

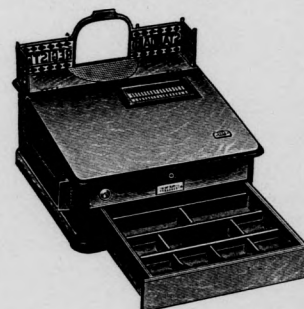
Our financial responsibility is almost two million dollars—a solid institution to intrust with your funds.

The Largest Bank in Western
Michigan

Assets, \$6,646,322.40

THIS IS IT

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St.,

Wabash, Ind.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both 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.

Before closing I desire to call your attention to the question of prices. As you are aware there is now a great hullabaloo about the discrepancy of meat prices from the hoof to the consumers. Cattle raisers and stockmen generally attribute the cause to the large meat packers who have the monopoly of the business, and the meat packers on the other hand charge that the retail meat merchants are the fellows who are making all the money. Influenced no doubt by the alleged statement of some meat packer on this subject, no less a person than Hon. James Wilson, Secretary of Agriculture of the United States, came out with an interview in which he charged that the retail meat merchants were robbing consumers through exorbitant prices. A little investigation by Mr. Wilson in Washington, D. C., would have convinced him that the retail meat merchants were making only a living profit. We do not believe that Mr. Wilson would intentionally misrepresent the retail meat merchants of the country, but his erroneous statements show the necessity of public men being thoroughly familiar with conditions before passing such a sweeping opinion upon any subject.

As I have shown you that the profit in a bullock is from the hoof to the block, you will at once recognize that the retail meat merchants have lost the profit from the sale of the offal, and besides this must pay nearly twice as much for the finished product as it would cost them on the hoof. You will thus observe that the retail meat merchant of to-day is practically dealing with a two-edged sword that cuts both ways. First, the meat merchant loses the profit on the offal that would come to him in case he slaughtered his stock, and second, he loses by having to pay nearly twice as much for the finished product as what he could buy cattle for on the hoof. Is it not plain from these statements where the profits in the meat business are to be found? The Master Butchers' Association of St. Louis appointed a committee of five well known and practical butchers in the different sections of the city to ascertain the actual profit on a bullock, giving the cost and the price the various cuts were sold for. The results were surprising, inasmuch as each one of the committee worked independently and turned in their reports to me individually. Mr. John P. Klug, of 1391 De Hodiament avenue, turned in his statement, with the bill from the St. Louis Dressed Beef Co., for two sides weighing 334 pounds, for which he paid 6¼ cents a pound, amounting to \$20.87. He sold from these sides the following:

16 lbs. of neck beef at 6 cents.	\$	96
34 lbs. of plate beef at 5 cents.	1	70
40 lbs. of chuck beef at 8 cents.	3	20
32 lbs. of rib beef at 10 cents.	3	20
17 lbs. of shoulder beef at 12½ cents	2	12
34 lbs. of shank at 1½ cents.	51	
13 lbs. of shank piece at 8 cents	1	04
3 lbs. of flank steak at 12½ cents	38	
17 lbs. of flank and kid fat at 2 cents	34	
58 lbs. of loin beef at 12½ cents	7	25

9 lbs. of loin cut at 12½ cents.	1	12
4 lbs. of rump bone at 2½ cents	10	
14 lbs. of rump beef at 8 cents	1	12
36 lbs. of round steak at 12½ cents	4	50
7 lbs. of end of round at 8 cents	56	
334 lbs.	\$28	10

This would indicate a gross profit on the two sides of \$7.23, or about 26 per cent. profit, out of which must come the expense of handling and other incidental expenses, which Mr. Klug figured conservatively at \$4.60, leaving a net profit in the carcass of \$2.63.

The other members of the committee also presented statements, differing only in the weights of the cattle handled, the net results being about the same proportionately. The offal in that same bullock, if slaughtered by the butcher, would have netted as much or more than the gross profit and the quality handled would not have cost more than 4¼ cents on the hoof. I have the originals of these statements with me, in case any of my hearers would like to examine them. The large meat packers have made and are making now good money, but not so much as formerly. The extra expense of labor, cost of material and the higher price for coal have all had a tendency to reduce their profits. According to an official statement of H. L. Eichelberger, National Organizer of the Amalgamated Meat Cutters and Butcher Workmen of North America, the increase in wages since Sept., 1903, will aggregate over thirteen million dollars, and that to obtain this increase the cost by strikes aggregated \$700,000. It must be remembered that this large increase came out of the meat packers. In Chicago the members at the Union stock yards, numbering 24,000, actually gained an increase of 33 1-3 per cent., and the cattle butchers are receiving one dollar a day more than two years ago. The same conditions also, in a measure, affect the retail meat merchants; wages for labor are higher, rents and fuel are higher and supplies generally. In view of these facts I feel safe in stating that meat prices are none too high on actual conditions, and that prices are bound to increase rather than decline unless conditions change materially.

Responsibility of Sales-People.

The reception extended by the average clerk in our large city shops is a challenge. A customer is condemned in advance and classed as an antagonist. Her approach is resented as an intrusion. Even under the eyes of the floorwalker a thin veneer of politeness does not conceal the indifference, impatience, impertinence and the effort to chill the customer and make her ill at ease.

The responsibility of sales-people does not end with making sales. It is the duty of every person in the store to contribute to the buying spirit and the cheerfulness of the place. A clerk has no more right to kill the buying spirit than she has to steal or destroy the merchandise on her counter.

Every reader of this magazine can name stores where one-third of the value of the advertising is killed by the selling force.

A merchant who can develop anything like a uniform spirit of courtesy throughout his establishment will accomplish a thing as new in this country, almost as startling in its effect, and as fruitful of good results, as was the application of advertising to the retail business.

There is, of course, the clerk's side of the question. A volume could be written on what sales-people have to stand at the hands of customers. But courtesy and good temper, under all circumstances and under every provocation should be part of a salesman's working outfit, the tools of his craft.

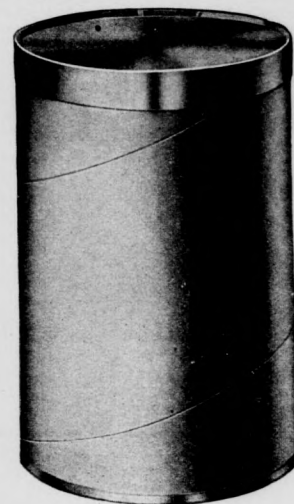
Men will even stand up to be shot at as a profession. The clerk is not subjected to physical violence. A customer never takes her life. Her work is just as hard as she thinks it is and just as easy as she is willing to make it. She gets about what she gives out.—Mahin's Magazine.

Some of the smart belts are in grays, blacks, and suede, trimmed with gold braid, a narrow braid outlining the upper and lower edges, and a broader band, half an inch wide, running through the center. These belts are wide, tapering down in the front, where the leather is plain and fasten with the square harness buckles in gold.

Perseverance plus industry equals success.

We Save You \$4 to \$6 per 1000

If you use this 1 lb. coffee box



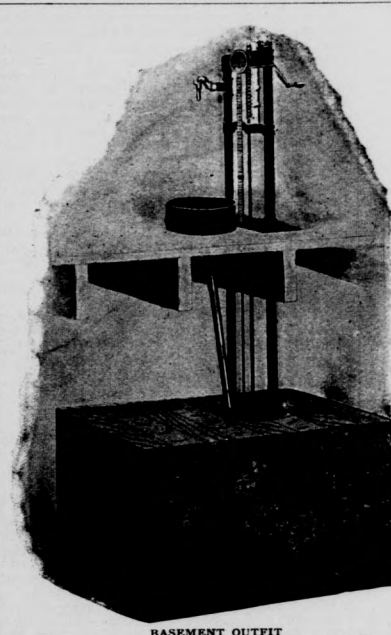
Gem Fibre Package Co.
Detroit, Michigan

Makers of

Aseptic, Mold-proof, Moist-proof and Airtight Special Cans for

Butter, Lard, Sausage, Jelly, Jam, Fruit Butters, Dried and Desiccated Fruits, Confectionery, Honey, Tea, Coffee, Spices, Baking Powder and Soda, Druggists' Sundries, Salt, Chemicals and Paint, Tobacco, Preserves, Yeast, Pure Foods, Etc.

WASTE MEANS LOSS OF PROFITS



BASEMENT OUTFIT

That's why there's so little profit in handling Oil or Gasoline in the Old way.

STOP THE WASTE

Caused by evaporation and loss from leaky barrels and dirty "sloppy" measures by installing an improved

BOWSER
3 MEASURE SELF MEASURING
OL TANK

IT'S THE NEW WAY

It pumps a Gallon, Half Gallon or Quart directly into the customer's can without use of measure or funnel.

No Waste of Oil. No Loss of Time or Labor. No Dirty, Oil-Soaked Floors.

We shall be glad to explain more fully Ask for Catalogue "M"—It's free

S. F. BOWSER & CO.
FORT WAYNE, INDIANA

Piles Cured Without Chloroform, Knife or Pain

Indisputable evidence of the superiority of the Burleson Painless Dissolvent Method over all others

Suffered Twenty Years—Cured in Thirty Minutes—Now Brings His Friends to be Cured.

Wilcox, Mich., Oct. 10, 1903.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I was afflicted with piles for over twenty years and for the past six years had not been able to do any heavy work. I had tried many different remedies and several different doctors without any help. A friend called my attention to your treatment and advised me to take it. I did so and was cured in thirty minutes. I can not speak too highly of your treatment and would recommend anyone afflicted with this terrible disease to take the treatment without delay. It is practically painless and I was able to work the next day after the treatment. I would not be placed in the condition I was before taking the treatment for any amount of money. I expect to be in Grand Rapids next week and will bring a friend with me to take the treatment. Hoping that this will lead some suffering fellowman to find relief, I remain,
Gratefully yours,
M. M. Deake,
Postmaster and Dealer in General Merchandise.

A Pleasure to Answer Enquiries.

Grandville, Mich., Oct. 5, 1903.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I feel so grateful for what you have done for me I hardly know how to express myself other than say: Without any exaggeration whatever, that I have been saved from a fate worse than death. I feel that I have a new lease of life. It has given me new energy to cheerfully bear all other calamities that may fall to my lot in life to come. I will cheerfully give in detail to anyone asking for it what I have suffered for years with one of the worst cases of piles it is possible for any person to have and how perfect and painless the cure. Please call on me at any time, Doctor, for reference. I am as ever,
Your grateful friend,
Mrs. Milton Velzey.

Suffered Twenty Years—Cured in 30 Minutes.

Millbrook, Mich., Oct. 8, 1903.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I wish to make acknowledgment of your successful treatment of my case. I suffered twenty years with protruding piles; you cured me in thirty minutes and I am now as sound as any man of my age in Michigan. I went to you against the advice of my physician and am thankful that I did. I recommend your treatment to any person afflicted as I was.
Respectfully yours,
Wm. Bragg.

No Faith in Salves and Ointments. Speaks From Experience.

PALMITER, THE CLOTHIER,

Phone 40—2 rings.

Good Clothing Ready to Wear

Custom Made.

Furnishings Too.

Hart, Mich., April 13, 1903.

Dr. Burleson cures piles. I suffered for ten years with a most painful case, tried all sorts of salves and ointments without relief, to say nothing of cure. I do not believe these patent mixtures ever cured a genuine case of piles. Dr. Burleson has cured me completely and I have every reason to believe in him and his method of treatment.
H. J. PALMITER.

Took 50 Treatments Without Benefit. Cured in 30 Minutes by New Method.

Grand Rapids, Mich., July 1, 1903.

I suffered for years with a bad case of protruding piles and prolapsus, which disabled me so I was unable to work a good deal of the time. I could get no relief at home (St. Louis, Mich.) so decided to go to Grand Rapids and be treated by a specialist. On inquiry I found a rectal specialist, who claimed to cure piles by what he called the injection method. I consulted him and he assured me that he could effect a cure. So I commenced treating with him, continuing same twice weekly for about six months. He used the injection method, until it could be seen to be an absolute failure. He then claimed that he knew about the use of electricity and so he tried that for a few weeks, with no benefit whatever, until I got disgusted and began to give up all hope of being cured. With all these treatments I had not received a particle of benefit. At this point I thought I would go and have a talk with Dr. Willard M. Burleson, the Rectal Specialist, and he told me that he could easily cure me and that it would cost me nothing until I was satisfied that I was cured. He treated me once by his New Painless Dissolvent Method and to my great surprise and joy he cured me and I have not had a sign of prolapsus or protrusion since.

I do not know whether the fault was in the man or the old-fashioned injection method, but in my case I know that both were dismal failures. I took about 50 treatments by this old-fashioned method with no benefit whatever, and Dr. Burleson by his New Method completely cured me of all protrusion and prolapsus in one treatment lasting about 30 minutes. If I had gone to Dr. Burleson in the first place and received honest, intelligent and up-to-date treatment I would have been saved six months of suffering and the annoyances of about 50 useless treatments.

I had an extremely bad case and Dr. Burleson's pronounced success in my case leads me to believe that he will have but few failures.

Dr. Burleson accomplished much more than he promised in my case, while the doctor who used the injection method promised everything and accomplished nothing.
W. A. GREEN,
197 Mt. Vernon St.,
Grand Rapids, Mich.

Fremont, Mich., June 20, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

You are welcome to use my name in any capacity in which it will do good. I suffered for years with protruding piles and you cured me in one short treatment by your New Painless Dissolvent Method. I was in a very precarious physical condition when I went to you to be treated, but my health and appearance have so much improved that my old friends are surprised. I have advised numerous friends to call on you and will do so from time to time as opportunity presents itself.

I feel confident that you have the only treatment for this class of trouble. I had been advised by surgeons, in whom I had confidence and supposed were up-to-date, that the only way I could be cured was to have them cut out. However, I know better than this now.

Thanking you for the great service you have rendered me, I am, yours truly,
GEO. E. HILTON,
Postmaster.

P. S.—I expect to be at your office Thursday, with a friend for treatment.
G. E. H.

Suffered Ten Years—Cured in One Treatment.

Petoskey, Mich., Oct. 12, 1903.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I have no reason to believe that I am not perfectly and permanently cured of my piles by your treatment. I suffered all the tortures that accompany these conditions for eight or ten years, and tried a number of different remedies, but still suffered. Last June I heard of your wonderful success in curing Rectal Diseases and went to Grand Rapids and was treated on July 6th last. The treatment was painless and caused me no inconvenience and I have had no trouble with piles since that treatment, and it is needless to state, am well satisfied with the results.

It gives me great pleasure to recommend your treatment to my afflicted friends. I am,

Yours truly,
Thomas Quinlan,
Real Estate and Insurance.

Felt That He Was Condemned to Death.

Fremont, Mich., Oct. 5, 1903.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I hardly know how to express the gratitude I feel towards you for the great service you have rendered me. I never realized that piles could cause so much disturbance, and make such a complete wreck of a man. When I went to you for treatment I was in a pitiable condition; I could not sleep nor could I think, my back ached so bad that I was in misery all the time; I was unable to attend to business and felt that I was a doomed man. I felt like a man condemned to death. I had very little hope, and the horror of submitting to a barbarous surgical operation aggravated my nervous condition not a little. Every doctor whom I consulted before coming to you could advise nothing but the knife and if they had recommended the gallows I would have accepted it as cheerfully.

I had heard of your wonderful cures of Rectal Diseases and resolved to consult you. Your diagnosis was ulceration and hemorrhoids, and I began to improve both locally and in general health as soon as you commenced treating me and soon my hope began to return, and in about two weeks you had the rectal trouble cured and I could see that I was on the road to rapid recovery. My improvement has been phenomenal and I am to-day as well as I ever was. I have recommended many others to go to you to have rectal troubles cured and you have been equally successful with them all. Your treatment caused me no pain or inconvenience whatever and my case was an extremely severe one.

I believe your fame is assured; and in a few years your reputation will be national. I am,

Gratefully yours,
Wm. Hilton,
Cement.

A Bad Case Easily Cured.

Grand Rapids, Mich., April 25, 1903.

Dr. Willard M. Burleson easily cured me of a very bad case of piles. I was so bad that I could not work for a week at a time. I suffered all the tortures of the damned. I had piles just about as bad as any person could have them and my experience demonstrates to me that Dr. Burleson and his New Painless Dissolvent Method are a decided success. The treatment causes no pain or suffering, but it does the business.

JOHN SEDARD,
84 Center St.

Came All the Way From Florida.

Orlando, Fla., Oct. 6, 1903.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor—It gives me pleasure to thank you for the many courtesies, kind attention and careful treatment received while under your care in Grand Rapids a month ago. And for the benefit of others afflicted as I was, I would add my testimonial to the many others, the reading of which led me to go two thousand miles to get your treatment. I have been troubled with piles for about twenty years. After much suffering I was treated five years ago by the "Injection Method," which nearly resulted in my death and left me worse than before. I grew steadily worse until last spring, when I found myself about exhausted both physically and financially and having no alternative but the knife, I again submitted to the "Injection Treatment," with the result as at first. For three weeks after this treatment there were times when, for hours, I was in an agony of pain, and thought I should die, but the Lord graciously raised me up and soon after, as I believe, put it into the mind of a friend to send me Dr. Burleson's pamphlet telling of his treatment. It is now a little over one month since I took his treatment by electricity. I reached home one week after the treatment and have been hard at work for nearly three weeks. Were I ten thousand miles away and had a case of piles, I would try and get to Dr. Burleson, and I advise you who are suffering to do the same. I will gladly answer any enquiries.
Yours respectfully,
J. B. Finley.

Suffered Sixteen Years.

Fruitport, Mich., Oct. 17, 1903.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor—After three treatments by you I feel like a new man—better than I have for years. I suffered with the bleeding and protruding piles for the last fifteen or sixteen years. I suffered something awful and could not work most of the time. Now for months since you cured me I can do as good a day's work as I ever could. At the time I went to you for treatment I was so bad that I could not do anything at all. I am,
Ever your true friend,
Walter Carrick.

Cured in One Treatment.

I suffered for eight years with protruding piles, which at times bled profusely; was so bad that I was in misery all the time. Could not do any work without having them come out. I had to put them back about every ten minutes when I was trying to work.

I was cured in one treatment by Dr. Willard M. Burleson, by his painless dissolvent method. I have not been troubled at all since that one treatment and have every reason to believe that I am perfectly cured.

C. N. Tubbs,
Contractor and Builder,
311 Junction St., Grand Rapids, Mich.

In Bed Eight Weeks Following Knife Operation—Was Soon Worse Than Ever.

I was terribly afflicted with protruding piles. Had knife operation six years ago, suffered terribly and was in bed eight weeks. Was soon worse than ever. I am now well, however, having been cured by Dr. Burleson's New Painless Dissolvent Method. Did not suffer any and was not in bed one day. Foolish to suffer when you can be cured so easily.

H. D. DAVIS,
Belmont, Mich.

Told That Dr. Burleson Was a "Fake."

A. J. WHITE,
General Merchandise,
Bass River, Mich., April—1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

I suffered for fifteen years with a very aggravated case of piles and kept getting worse until I was almost a complete physical and mental wreck. I lost thirty pounds in weight and was so nervous that I was unable to sit still for more than a few minutes at a time or sleep more than two or three hours a night. I would go to bed about midnight and would sleep a troubled sleep for about two hours, when I would wake and would have to get up and walk. In two weeks I knew every street sign and every night policeman in Grand Rapids, where I was at a sanitarium being treated for my nervous condition. Before coming to you I got no benefit whatever from the treatment, but from that time on I commenced to improve and in about four weeks from the time you first treated me I was a well man physically and mentally, and to-day weigh more than I ever did before in my life.

I had been advised that I could not be cured without a surgical operation and taking chloroform, and one of Grand Rapids' oldest physicians and surgeons went so far as to tell me that you were a "fake."

As every physician whom I talked to about my case wanted to use the knife, I am satisfied that you are far in advance of any of them in the treatment of these troubles, as you cured me easily and quickly without any pain and without the use of chloroform or knife, and caused me no inconvenience whatever.

I feel very thankful for what you have done for me. I think I was in a fair way for something worse than death.

I am gratefully yours,

A. J. WHITE.

The above shows how little dependence can be placed in the word of some physicians when asked for an opinion of a brother practitioner. All physicians are not so unprincipled, however, as there are many honorable men in the medical profession. Think of trusting your life in the hands of such an unscrupulous person.

A Well-Known Druggist Easily Cured, After Failure of Every Known Remedy.

Grand Rapids, Mich., April 25, 1903.

After suffering the most intense agony for years with a very severe case of piles and trying every remedy known to medical science with no relief and getting worse all the time, I was easily cured by Dr. Willard M. Burleson by his New Painless Dissolvent Method, without any pain or inconvenience or losing one day from my work.

I was in a terrible condition and on the verge of physical breakdown. From my own experience I know that Dr. Burleson's treatment is everything he claims for it, and language cannot be made strong enough to praise it as it deserves. No person can speak honestly of this wonderful treatment without recommending it. It is a Godsend to those who have this terrible affliction.

FRANK ESCOTT,

With Geo. L. Warren, Druggist, 75 Canal Street.

Gives Testimonial for Humanity's Sake.

I was afflicted with the piles for over thirty years and have suffered terribly from this horrible complaint. For the last three years my suffering had been severe and I have used a bushel of "Sure Cures," without any relief whatever. Last spring I happened to see Dr. Burleson's advertisement in the paper and called upon him a short time after, took treatment and must say the benefit received from one treatment was almost beyond belief. It hardly seems possible to me, even now, that piles can be cured so easily. I heartily endorse his method and will always have a good word for it, either at home or abroad.

I dislike to have my name appear in public print, but I feel as though it would look a little cowardly and unjust to withhold it; if it will only do you and suffering humanity some good, I will stand the publicity part. With best wishes, I am,

Respectfully yours,

D. L. HARDEN,
Newaygo, Mich.



Willard M. Burleson, M. D.

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

Charges and Terms

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared to pay the entire fee at once will be allowed to make payment as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

The Method

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. THE PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET, IT CONTAINS MUCH VALUABLE INFORMATION.

How to Find Out

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

Guarantee

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

Bad Case of Piles For 20 Years—Cured in Less Than One Hour.

Grand Haven, Mich., April 11, 1903.

After I was troubled with piles for over twenty years and on December 10, 1902, they became so bad I had to give up work and was confined to my bed for three weeks, a friend who had been cured of piles by Dr. Willard M. Burleson called to see me and advised me to go to Grand Rapids and consult with the doctor with a view to being treated.

On January 3, 1903, Dr. Burleson gave me a treatment that completely cured me. And only think, in less than one short hour's treatment I was relieved of years of suffering. And without loss of time, as I was able in a very few days to attend to my business as usual. I cheerfully recommend Dr. Burleson's method of curing piles and other rectal diseases and am satisfied that anyone troubled with either will never regret being treated by him.

CHARLES E. STEARNS,
R. F. D. No. 1.

Cure Effected So Easily and Quickly That She Can Hardly Believe She Is the Same Person.

I was afflicted for nine years with protruding bleeding piles, which were so bad that I was unable to be on my feet more than a few minutes at a time. I went to Dr. Burleson and two days after the first treatment by his New Painless Dissolvent Method I started to work and have been on my feet continually ever since, and have suffered no inconvenience whatever. One week after the first treatment I took the second and last treatment, which resulted in a complete cure. The cure was effected so easily and quickly and the change in my condition so great that sometimes I can hardly believe I am the same person. I did not bleed any after the first treatment.

MRS. M. L. SUMNER,
190 Clay Ave., Muskegon.

Piles 30 Years, Six Surgical Operations Without Relief—Cured in 30 Minutes.

Hart, Mich., April 10, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

Last June I went to you for treatment for piles, from which I had suffered for 30 years. You operated only once and cured me, whereas I had been operated upon six times before and not cured, but kept getting gradually worse so that it seems that your method is at least six times as effectual as the others. It is all right, as I know from actual experience. I am very thankful and shall do all I can to have my afflicted friends go to you for treatment, as the method is so nearly painless and at the same time is a sure cure. I remain, Yours thankfully,

B. S. REED.

Had Piles Forty Years—Cured in Thirty Minutes—No Money Until Cured.

The Crosby & Beckley Co.,
Wholesale

Hardwood Lumber,
Michigan Hardwoods,
Eastern Office, New Haven, Conn.
Delta, Mich., April 11, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. I have had piles since 1864, while in the army, and I have tried any amount of remedies. I finally made the assertion that people might claim what they would, I claimed there was no permanent cure for piles, when once fairly hold of a person. I was advised to see you by one who had been cured, and I permitted you to treat me more as an experiment than anything else. You left it all to me to decide whether I was cured or not. You told me I need not expect a miracle; I had been 40 years getting into the condition I was in, and I ought to be satisfied to get out in one year. It has been only about two months now and I am nearly through with all looseness or protruding when having a passage. I expected to need two or three treatments, but the longer I wait the more I am convinced I am cured now with only one treatment.

I cheerfully recommend all sufferers with any kind of piles to visit you and get cured. You are a success; there is no question about it.

Yours very respectfully,

A. C. CROSBY.

Had a Sad Experience.

Ludington, Mich., Oct. 12, 1903.

TO WHOM IT MAY CONCERN—

One year ago to-day I was operated on at a private hospital, not a hundred miles from this place, for piles. They used the ligature method. I suffered all the tortures of the damned for nearly two weeks after the operation and did not receive any attention or treatment to aid in healing the sores in the rectum caused by the operation. The only relief I got from pain for three weeks was lying on a hot water bottle. At the end of three weeks I decided to take the case in my own hands, and in the meantime, having heard of Dr. Burleson and corresponded with him I had a brother Odd Fellow go with me to Grand Rapids.

An examination by Dr. Burleson, and witnessed by the brother who attended me, and who is in a branch of the medical profession, showed that ulcers had formed where the tumors had been tied and sloughed off. I received seven or eight treatments from the doctor and he fitted me out with appliances and ways of treatment that I could follow at home.

The time taken in healing the ulcers was longer than if I had stayed at Grand Rapids and let the doctor treat me each day, which I think is the better way if one has the time to do it.

Had I known of Dr. Burleson's method of treating such diseases ten days sooner, it would have saved me nearly two months of time lost, over \$100.00 in money and such suffering as is only known by those who have passed through it. I am satisfied that if I had gone to Dr. Burleson at the time I went to the hospital, I would have been at work in two weeks, saved at least \$50.00 and the cure would have been practically painless.

In 1891 I spent about \$160.00 with a doctor who tried to cure me with the "Injection Method." I was shortly as bad as before.

I can honestly recommend Dr. Burleson to any sufferer from rectal troubles. He will cure you speedily and painlessly and will not want all you are worth to do it. Dear Sufferer: DON'T let anyone torture you to effect a cure when it can be done in a painless way.

Yours in sympathy,

Elvi D. Cribbs,
206 W. Loomis St.

Suffered Nine Years—Easily Cured.

WIGTON HOUSE.

Rounds & Foote, Proprietors.
A Fine Brick Building Lighted by Electricity.

All Modern Improvements.

Hart, Mich., April 14, 1903.

After suffering with piles for the last nine years, I have been cured by Dr. Burleson's Painless Dissolvent Treatment.

W. A. ROUNDS.

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.

CASH REGISTERS.

Some Reasons Why They Are Indispensable.

The ingenuity of American inventors in devising labor-saving machinery is the cause of the Nation's commercial power in the world. Every business, every industry, has been made more profitable by the substitution of speedy, accurate machinery for hand labor, and, later, the replacing of old machinery by improved machinery.

The store as well as the factory has received the attention of the ingenious inventors and the old, slipshod, haphazard ways of book-keeping and of caring for cash have been discarded by progressive merchants and accurate, infallible machines and systems substituted. The perfect protection afforded store transactions by the use of cash registers has been the means by which many a grocer has turned loss into profit and achieved success, where before bankruptcy stared him in the face.

Naturally the question following such a statement is, How will a cash register help profits? The answer is not hard to find. That it is a convincing answer is proven by the fact that hundreds of thousands of merchants throughout the world have found it true.

The reason the register increases the profits is because it gives the merchant positive information about every one of the transactions which has taken place in his store.

Suppose in a store where a cash-drawer is used, business was very

dull and only one customer came in during the day. This customer bought 50 cents' worth of goods. The money was put in a cash-drawer. The proprietor was in the store at the time and knew all about the transaction. When night came he naturally looked in his cash-drawer for the 50 cents. He had seen and heard every point in the transaction between his customer and his clerk, and if the 50 cents was not in the drawer the grocer would know at once that it had been taken or else a mistake had occurred.

Now, suppose on the next day trade picked up. Five customers came into the store. The proprietor was in when four of the customers bought their groceries and he saw and heard the transactions. But while he was out, having stepped down the street for a moment, the fifth customer entered the store and paid one dollar for goods. When night comes the grocer looks into the cash-drawer and on the blotter. He remembers very distinctly the first customer and the transaction. The memory of the second one is fairly clear. The third comes into his mind easily because the clerk had asked him about the price of coffee. He thinks he remembers the amount paid by the fourth customer, but when he comes to look on the blotter he finds the clerk entered an amount different from the amount in his mind. The amount is less than the grocer thinks and it puzzles him. He thinks he remembers accurately, but he does not know.

When he sees the blotter entry of the fifth customer, the grocer is sur-

prised and wonders when the customer came into the store, and still puzzling over the mistake about the fourth customer the proprietor wonders whether the fifth entry is accurate or not. But he does not know.

The next day is Saturday and trade is good. Customers are coming and going from early morning until late at night. Goods are sold, packages tied, change made or goods are charged quickly and with the least possible thought. When night comes the transactions of the day are blurred and mixed in the mind beyond a possibility of the memory being helpful to the tired grocer as he takes up the drudgery of night book-keeping. No man ever lived who possessed a memory which would hold every detail of the transactions taking place daily in even a moderately busy store. And unless a proprietor has positive information about the details of the business he is at the mercy of careless, forgetful, dishonest or hurried clerks, because the drawer and blotter give no positive information.

Now all of this is too clear to admit of any dispute. Positive information must be had if the merchant is to have perfect control over the life blood of his business—that is, the money he receives for his goods.

Only one way can this information be accurately gained, and that is by using a cash register. With a register every penny handled in the store is recorded. Cash and credit sales, money received on account or paid out, or change made, are all recorded honestly and faithfully and infallibly. Losses and mistakes can not occur.

It was only twenty years ago that the first register was put on the market. It was a very simple machine compared with modern machines. But even this primitive machine proved such a money-saver for merchants that great numbers of them were sold, consequently the register business grew and to-day a machine is furnished which, as one enthusiastic user remarked, "would do everything but talk." This new model gives a complete, detailed, printed record of the day's business, showing the amount and nature of each transaction and the initials of the clerk making it, all printed on one long strip of paper as the transaction occurred. It also gives the total number of customers each day.

Gives the total number of cash sales and the number made by each clerk.

Gives the total amount of cash sales each day and the amount made by each clerk.

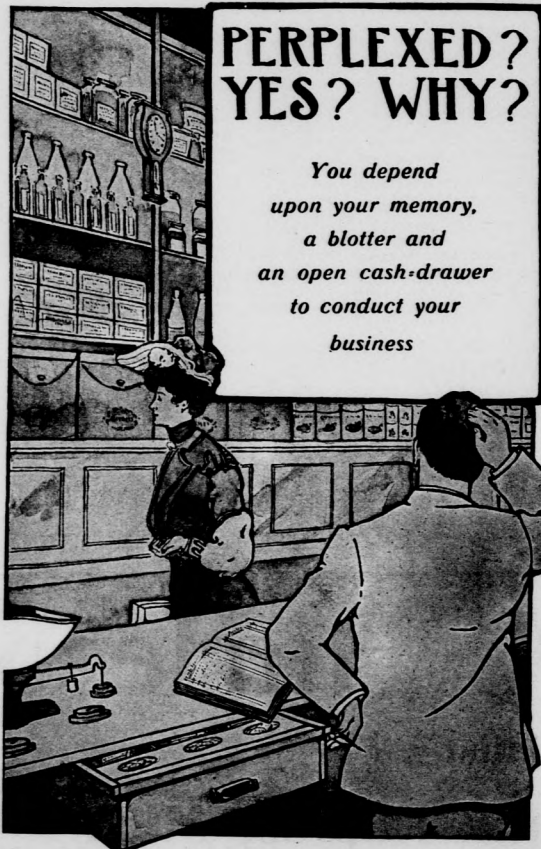
Gives the total number of "Received on Account" transactions each day and the number attended to by each clerk.

Gives the total amount of "Received on Account" transactions each day and the amount received by each clerk.

Gives the total number of credit sales each day and the number made by each clerk.

Gives the total amount of credit sales each day and the amount made by each clerk.

Gives the total number of "Paid Out" transactions each day and the



**PERPLEXED?
YES? WHY?**

*You depend
upon your memory,
a blotter and
an open cash-drawer
to conduct your
business*

DON'T WORRY

Buy a Cash Register and Save Your Energy
to Sell Goods

A 1904 model "National" will do your bookkeeping.

It takes care of

1. CASH SALES
2. CREDIT SALES
3. CASH RECEIVED ON ACCOUNT
4. CASH PAID OUT
5. MONEY CHANGED

"Machinery makes no mistakes"

A few moments of your time talking to an N. C. R. representative will be a good investment. It will cost you nothing and puts you under no obligation to buy. Send the coupon today.

**National
Cash Register Co.
Dayton, Ohio**

Agencies in All Principal Cities

CUT OFF HERE AND MAIL TODAY
N. C. R.
Co.
Dayton, O.
Please have
one of your
agents call when
next in my vicinity.
I want to know more
about your 1904 models.
Saw your ad in

MICHIGAN TRADESMAN.

Name _____

Address _____

total number attended to by each clerk.

Gives the total amount of "Paid Out" transactions each day and the amount paid out by each clerk.

Prints a check at each registration, showing the date, amount and nature of the transaction, the clerk making it, and an advertisement of the store.

Leaving out of the question all the other advantages of a register, a machine will pay for itself within a short time with the customers it keeps.

No grocer has carried on business for any length of time without having a dispute with customers over payments on accounts or settlements. Sometimes the customer pays an account and on leaving the store gives an order with the request to have it charged. When settlement is made next time he remembers the date of last settlement and insists the account was paid up to date. At other times the clerk in his hurry has overcharged or even forgotten to charge. One way the grocer loses a customer, the other he loses profit—money losses in both cases. Dozens of ways there are of causing disputes with customers, but the cash register is the only way of avoiding them. With the register the customer leaves the store satisfied that whatever transaction may have occurred, all is correct. The proprietor has the same feeling of safety, knowing that every cent of his hard-earned money is secure.

Reasons for a grocer having a cash register are plentiful, but no progressive man can discover a reason for not having a register. A register saves money and therefore makes money; it saves time; it makes clerks and proprietor more careful; it pleases customers; it reduces book-keeping; it gives a systematic protection to a merchant's business.

Every man in the grocery business is there to make money. Every move he makes is to increase the amount of money he has coming in. Is it good business policy, therefore, to neglect to take care of the money which he earns by such hard work?

Business Is What We Make It.

The man who is cheerful and smiles whenever the opportunity offers is the man who gets along easiest, and the man who grunts and scowls is the man who finds the trouble he expects and the difficulties he always anticipates. Most business men are always glad to see coming the man who is pleasant and dread contact with the man who is drearily unpleasant. He may believe in the integrity of both, and know that from the one he will receive as good and considerate treatment as from the other, yet he prefers to deal with the man who is pleasant. The business world is a place with little time to spare for frills in manners and no time to waste in any way whatever, yet it is simpler and easier to meet a man with a pleasant manner than to greet him with a frown and an implied invitation to hurry up and get out of the way. Combativeness is catching and the man who exhibits it freely is likewise met with it on proper occasion. The veriest old bore is driven away more readily with a smile and

declination than with a frown and dismissal; the unquenchable solicitor is easier sped away by an impregnable pleasant face and a firm declination than by an invitation to clear out.

The salesman whom we don't want to see, but who knows he has something we want, will fight his own way inside our fortifications if he is met with a scowl and snap of words, but he is almost helpless when he is met with a warm handshake, a smile of recognition, a refusal to buy anything and an invitation out to lunch. It is all the same old story of heaping coals of fire, although the application may sometimes be difficult to make. We have every right to suppose that the man who approaches us on business bent has something of importance that moves him, and we have every right to expect that his time is as valuable as ours, and we should meet him with a politeness and a manner equal to his own. Yet with increasing acquaintance and increased reputation, such as every man in business acquires, we are bound to be met at our office doors with the same sort of greeting which we are reputed to give.

The business man who is pleasant with his employes gets their best service, and he disarms them of all thoughts of rebellious attitude or action. The man who snarls within his business confines acquires the habit of snarling without, and his reputation thus acquired puts snarls and kinks into his business results. Business is what we make it, and what we would have it: pleasant or unpleasant.

Planning For Profit.

Sometimes merchants fear for the results of their business dealings of the present. Not many merchants see the wisdom of running a store at a loss this season in order to make a profit next. There are other merchants who think they show their business wisdom in not expecting profit this year, but feel that they can run at a loss now in the hope of a greater profit later.

There is business wisdom in disregarding profit sometimes in order to have greater profit later.

There often seems to be wisdom in having real values and only selling at a profit. The decision along the different lines must be made by the merchant himself and he must be sure of his correctness before he goes ahead.

The man is justified in running his business at a loss if he has a definite, certain plan for making good in the future. The merchant who has a plan in which he has confidence will have no difficulty in getting results later on by putting up with losses now.

It is not the loss that makes the profit later, but the plan that is being carried to success at the cost of profits, that makes that man's business good.

Keeping the business going at the expense of hard mental and physical effort, even although the profits are slow in returning, is all right if the business man can see far enough into the future to get the benefit of

the turning of the tide in his affairs. Keep one thing in mind and that is that business success is coming and that at no distant date.

The profits that are not visible at this season may be within grasp soon, but the wise merchant sees that his plan is sufficiently safe to insure his getting results that will be entirely satisfactory later.

A good cut helps an advertisement to tell its story and to tell it quickly. The advertisement with a good cut stands out to the advantage of the merchant or store using it. If the good of the store is considered in the use of illustrations in advertisements the advantage will be shown to be with cuts that talk, that stand out in clear contrast to the surroundings and that give to the merchant an advantage over the other advertisers. The judgment and taste of the store are illustrated in the wisdom shown in the selection of cuts for use in advertising, and this wisdom is appreciated by those who read the paper.—Advertising World.

Former Mayor Seth Low of New York is enjoying himself in Europe. He crossed the ocean early in the winter, and had a very rough passage. One night, he reports, he was aroused by the voice of a child crying, "Mamma, mamma, my dinner won't stay swallowed."

It's easier to buy some men than it is to induce them to stay bought.

The last match you have is generally the one that won't strike.

Greenville Planter Co.

GREENVILLE, MICHIGAN
Manufacturers of



The Eureka Potato Planter, a tube planter with locking jaws and an adjustable depth gauge.

The Pingree Potato Planter, a stick planter with locking jaws and an adjustable depth gauge.

The Dewey Potato Planter, a non-locking stick planter with an adjustable depth gauge.

The Swan Potato Planter, a non-locking planter with a stationary depth gauge. See cut above.

The Segment Corn and Bean Planter. Accurate, light, compact, simple, durable and cheap. No cast parts. Sold by jobbers generally.

JOHN T. BEADLE WHOLESALE MANUFACTURER



HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

FOR SALE OR TRADE

One of the best equipped Merchant and Custom Steam Roller Flouring Mills in Northern Ohio, located in a lively town of about one thousand inhabitants, two railroads, T. & O. C. R. R. track right at the door. The mill is a solid brick building four stories high and basement, lighted by electricity furnished by dynamos on second floor. Capacity, 100 barrels flour per day, with storage capacity of 10,000 bushels wheat and 1,000 barrels flour. Located in one of the best wheat producing counties in Ohio. Will sell this mill on a cash basis, one-half cash down and balance on time; or will accept on a cash basis a good general or dry goods stock of about ten thousand dollars (\$10,000) and liberal time on balance. Parties looking for snap of this kind write for further particulars. Reason for selling, other business. Mill running night and day.

Also dealers in Coal and Barrel Salt.

L. E. HAMILTON, Sycamore, Ohio

ENGRAVERS

BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING.

HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.



What Income Is Sufficient to Get Married On.

Written for the Tradesman.

A great humanitarian movement has just been started by the Corn Exchange National Bank, of Chicago, which has posted up the following notice:

"Employees of this bank receiving a salary of less than \$1,000 a year must not marry without first consulting the officials of the bank and obtaining their approval."

This effort to put love's young dream on a sound financial basis can but meet with the hearty approval of all sensible people, for there is no other one thing in the world that has inspired as much crime, and led to as much misery as the fatuous theory that you can draw dividends in happiness on a matrimonial venture that is floated on a hot air capitalization. Misled by the glittering and alluring prospectuses in novels,



where clothes never wear out, where one never hungers and the bill collector is at rest, millions of confiding young people rush into wedlock without a penny in their pockets in the fond belief that love is enough, only to find out in the end that they have been bankrupted in affection as well as money.

Probably the most blighting disappointment that ever comes to any lover is to discover that the way a human being is constructed he is more stomach than heart, and that if he wants to nourish the one he must sustain the other. Nevertheless it is true. However it may have been in the past, when the demands of life were less exigent, certain it is that in these prosaic times Cupid runs things on strictly commercial lines, and only those may indulge long in romance who are able to pay for the luxury.

Of course, this bald statement of fact will not please the sentimentalists, who hold that everyone in love, or everyone who imagines himself in love, should rush off and get married even if he borrows the money

to buy the license and fee the parson, and takes his bride home to his poor, hard-worked old father to support. This is the general American view of the subject, and there could be no more cynical commentary on the length of time love lasts under adverse circumstances than that the United States, which leads the world in love matches, also leads it in the number of its divorces.

It is precisely this state of affairs that the wise and philanthropic officials of the Chicago bank propose to combat. They are not trying to discourage love. They are simply trying to protect it with such safeguards that it will not be starved, or frozen, or overworked to death, and in this they deserve to have their hands upheld by the entire community. In reality, there are few greater public crimes than the tacit encouragement that we give callow young people to contract foolish and ill-judged marriages. When a silly boy, who has never even supported himself and who has not a cent to bless himself with, marries a sickly girl, who is equally helpless and poverty stricken, we justify the iniquity by saying that they were in love, and it was so romantic, yet it does not take a prophet, nor the son of a prophet, to see the finish of the majority of such marriages in the poorhouse or the criminal docket.

There are no statistics available on the subject, but there can be no doubt that a large percentage of the trusted clerks who rob their employers, and the book-keepers that go wrong, were almost driven to steal to supply the needs of sick wives or babies who were crying to them for luxuries they were unable to buy, or were first tempted to play the races to try to get money easily because they were hounded and harassed by household debts they lacked the money to pay. We do well when we judge such men leniently, because the public sentiment that backed them up in marrying before they could afford it makes us "particeps criminis" in their offense.

No one would undervalue the beauty and sacredness of love, but it is a cold fact that it is not sufficient capital of itself on which to marry. No man or woman is in the proper frame of mind to be sentimental when they are hungry, or cold, and the love that has to stand the wear and tear of shabby clothes, and crucified tastes, and the harassment of unpaid bills is mighty apt to soon show signs of frazzling out around the edges and giving away in the seams. Of course there are exceptions to this rule, but anybody who gets married without a decent support in sight is as foolhardy as if he jumped overboard at sea, without knowing how to swim, because there have been people who could not be drowned.

In theory and poetry all that any married couple need to make them perfectly happy is bread and cheese and kisses, no matter if they have been used to terrapin and champagne. In real life if we are going to be happy, although married, we have to have the same menu we were used to, and the kisses thrown in

as an extra course. We have to add to our pleasures, not subtract from them. In the first flush of love a young man thinks that there is nothing he would not be willing to sacrifice for the girl with whom he is smitten. Sometimes, while he is still of that opinion, he marries her, and then begins the eternal battle between tastes and habits and love, in which love is usually knocked out in the first round.

Take the case of a man who has



been raised a gentleman with a gentleman's tastes. He has been accustomed to dressing well, living well, to knowing cultivated and refined people, to seeing good plays, and hearing good music, and smoking good cigars. He marries on a too small income, and finds that the sal-



To those buying quality, note!

Jennings' Flavoring Extracts

Mexican Vanilla
and
Terpeneless Lemon

Are guaranteed pure and the most economical Flavorings offered to the consumer.

Jennings' Extracts are never sold by canvassers or peddlers. Always sold by your grocer at reasonable prices.

Jennings
Flavoring Extract
Co.,

Manufacturers

Grand Rapids, Mich.

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

ary that made one very comfortable can make two very uncomfortable. He must live in a cheap flat, or a Godforsaken suburban cottage, where the ugliness of everything is an anguish to one cultivated up to Turkish rugs and old blue china standards; he must give up his friends, for he can neither entertain nor dress as they do, and his life becomes one continual sprint at dodging the bill collector.

Is there any happiness for a man in such matrimonial conditions? Will he even continue to love the woman he fancies now, when she is dainty and pretty, when she becomes work-worn, and dowdy and shabby? All of us have seen men marry girls, and drag them down to poverty, and then turn from the faded household drudge to some lovely creature in shimmering satins and filmy laces, who answered the ideal of softness and beauty that is every man's conception of the eternally feminine. It is a tragedy of tragedies with, perhaps, no one to blame. It is the craving, hungering desire for what appeals to our souls that will not be denied.

Nor is woman's love a whit more lasting in such an ill-advised marriage. Under Heaven there is no other creature so forlorn as the woman of educated and refined tastes who marries a very poor man, and who must combine in her own person wife, mother, cook, seamstress, laundress and nurse. In comparison the lot of the so-called working woman is idyllic ease and luxury, for she at least, has some hour out of the twenty-four that she can call her

own, and some money, however little, that she can spend on herself, whereas the unpaid household slave has none. The romantic goose of a girl who is willing and anxious to marry on nothing a year dreams of spending her life in a rose covered cottage, where she will hang perpetually over a rustic gate welcoming and speeding her adoring spouse, and it is only when it is too late that she realizes that, translated into actualities, the vine embowered cot is



a two by four flat, and that it is her unhappy destiny to fry Cupid to death over the kitchen range.

But, say the advocates of universal matrimony with money or without it, these young people could marry and be happy if they were only con-

tent to go back and begin life like their parents did. It is a nonsensical begging of the question. Nobody can go back. Nobody can go back to using tallow dips after using electricity; nobody can go back to the stage coach after the vestibuled limited. It is true that we demand more luxuries than our forefathers did, but we are used to more. It is not convincing to say that we ought to be satisfied with living in a log hut, or hearing the news semi-annually, because that sort of life satisfied our ancestors. We are accustomed to modern improvements, to a comfort and beauty of which they never dreamed, and we should be miserable without them. Rightly or wrongly, there is the cultivated taste to be dealt with, and so it is a condition and not a theory that confronts us.

This is not to contend that only the rich should marry. Far from it. Nor should money be an object in matrimony. Those who marry for money are criminal, but those who marry without it are imbecile, and it is to be hoped that other commercial institutions will follow the precedent of the Chicago bank, and put a discourager on the particular form of lunacy that leads a man to believe that he can support a wife on love instead of beefsteaks. Of course this will cause some temporary anguish among the Algernons and Mauds immediately concerned and who have contemplated setting up housekeeping on air, but if Algernon is the man he ought to be he will hustle out and get the sticks to build the nest, and if

he is not, well, better a small dent in a heart than a smashed and broken life.

Whether \$1,000 a year is enough to get married upon depends upon the place and the station in life to which the lovers are called. Sometimes it is enough. Sometimes it is not. Without doubt the happiest and most congenial marriages are those in which young people of moderate means have married and worked their way up together, but unless there is sufficient income to maintain them in comfort in the way of life to which they have been accustomed, matrimony is a hazardous experiment to try. The wolf at the door was never intended as the family watch dog.
Dorothy Dix.

It is asserted that probably the two most learned women in the world, and certainly the foremost women Biblical scholars, are Mrs. Agnes Smith Lewis and Mrs. Margaret Dunlop Gibson, of Cambridge, England, who have just discovered what is known as the Sinaitic palimpsest, the oldest known manuscript of the four gospels. This is the most important discovery of Biblical manuscripts which has been made in modern times. Remarkable to say, Mrs. Gibson and Mrs. Lewis are twin sisters. Clearly it is a case of inherited talent.

He Knew the Safest Way.

Carrye Onn—Did you ask papa for my hand to-day?

William Wise—No, our telephone was out of order.

**YOU CAN'T FOOL
A BEE**

When it comes to a question of purity the bees know. You can't deceive them. They recognize pure honey wherever they see it. They desert flowers for

Karo CORN SYRUP

every time. They know that Karo is corn honey, containing the same properties as bees' honey.

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

Put up in air-tight, friction-top tins, and sold by all grocers in three sizes, 10c, 25c, 50c.

Free on request—"Karo in the Kitchen," Mrs. Helen Armstrong's book of original receipts.

CORN PRODUCTS CO., New York and Chicago.





What a Window in a Shoe Store Is For.

There are too many commonplace windows just about this time of the season. Why not show the world that there is nothing commonplace about the shoe business? Display a little energy and whether or not you have a regular "opening" with flowers and music like some of the big city dealers, put a good trim in your window. It certainly won't drive any trade away, and the chances are that it will attract somebody into your store. The store window is no longer a means simply of permitting a flood of light to enter the store. The window to-day is a business-getter. It is an advertisement that talks. It holds the purchaser tight to the spot, and if the argument is clever—if it is strong—it will bring the would-be purchaser into the store.

If you have not already made plans for such a window, do not lose any time, but go about it at once. If you have not good ideas take your clerk out to lunch and talk it over with him. Go to the stationery store and buy some crepe paper. Get some white paper and some of a lavender shade. White and lavender, or white and purple, make an excellent combination for an early spring window. This paper is cheap. Place alternate lengths of it on the floor of your window. If there is an inside obstruction, such as a post, wind that with strips of paper. Secure a sheet of cardboard, two by three feet, and have your signwriter letter it with lavender paint: "New Spring Styles." If you are decorating the store have the sign read "Spring Opening." That will bring people inside to look, if nothing more. Do not clutter your window up with shoes. Show but one shoe of a pair and ticket it with the price. This is an age when people are interested in prices. Use nickel fixtures if you have them. They are worth every cent they cost you.

The window will be much more attractive if you adorn it with two or three green plants. The number of these blossoming plants, so prolific in the greenhouses at this season of the year, for you to use of course depends on the size of your window. If you can not get green plants secure a few white blossoming plants, and if these are not available, secure ferns or palms. This gives the window an air of freshness and newness.

Show only summer shoes. Put the bargain shoes out of sight for the time being. Display patent leathers and tans also, if you are going to sell them. Oxfords will soon be worn. Small Dealers. What's a Window For?

Let the populace know that you anticipate their wants and have these on hand. They may not sell for a month yet. When people do want them they will remember the hand-

some ones they saw in your window.

Do not say to yourself that because your store is not downtown there is no use fussing to fix it up. There is use. If you have never tried it do it now. You will find yourself taking a new interest in your business. You will be occupied, at least, and will have less time to grumble about the downtown dealer capturing all the trade. He has to capture a big share of it, of course. If he did not he could not pay thousands of dollars for rent where you pay hundreds. The chances are that your proportion of profits in accordance with the size of your business is equal to, if not larger, than his.—Shoe Retailer.

An Interesting Point.

A customer entered a Chicago shoe store this week and asked for a pair of cushion shoes such as he then wore and had been accustomed to buy at that store. The clerk said he had such shoes, but those he brought were not exactly the same as wanted, although the clerk stated that they had the goods required. The customer noticed the difference and berated the clerk for deceiving him. The clerk replied that the shoes were very little different, but this did not pacify the customer.

What should the clerk have done when asked for shoes which he probably knew were not carried in stock?

Some employers give strict orders to clerks to never let customers leave without buying something and this naturally has a stimulating and forceful effect on salesmen. There are, of course, two sides to the question. The average customer knows what he wants and may not like to be shown something which he does not care for. On the other hand, the clerk is not working for his health, and in many cases people are willing to take shoes not exactly like those enquired for, but which probably would suit.

The customer in the Chicago store informed the clerk that he would report him to his employer, but it is hardly likely that the clerk felt very badly over this, as there is no special crime in clerks being overambitious to hold patronage, even although they show goods which are not exactly those called for.

Possibly it would be better for clerks who know that they can not give customers the style or kind of shoes required to be honest enough to say so and then ask permission to show other shoes. Or, if the shoes asked for are not in stock, the clerk might with propriety bring some shoes which are like the ones called for and give proper explanations. Many things in this world are settled on the basis of compromise, and the man who wants certain things is usually willing to give way a little if the other party is also willing to meet him part way.—Shoe Trade Journal.

Pockets in Stockings.

Are hosiery pockets for women to supplant the dainty purse or reticule? Hosiers who have made a long study of woman's need for pockets have

introduced under the guise of St. Louis Fair souvenirs a big variety of women's stockings with pockets knitted near the top.

As a rule the pockets are done in bright-colored silk, the designs being the Stars and Stripes, crossed flags or St. Louis Fair inscriptions on pink or red silk. The pockets are three and a half inches in length and one and three-quarter inches broad, and are made ostensibly for the safeguarding of railroad tickets.

Hosiers gravely announce that the new creations are the forerunners of a modified pocket stocking, which will be fastened or buttoned, and is

destined to contain the money or trinkets which milady carries about with her.

These manufacturers, who are accustomed to study the needs of women in wearing apparel, even prophesy that skirts will be made eventually with apertures so as to render the pocket easy of access.

The importers admit that neither they nor anybody else can venture to say how capricious woman will regard them. She may prefer the discomforts of searching through a muff for car-fare, or continue to worry about the contents of a chain purse on shopping expeditions.

Our Star Line Shoes Are Strong



We know what a boy's shoe has to undergo and build accordingly. We combine extra good leather and skilled workmanship in making them.

The result is what you want—a moderate priced Boy's and Youth's Shoe that will look well and last long under extremely hard usage.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Sporting Boots



May 1st is fishing day. Quit work, seek rest in play.

There will be a large demand for Sporting Boots this spring. Order

The
"Glove"
Brand

THE BEST MADE

Hirth, Krause & Co., GRAND RAPIDS MICHIGAN

Ability of the Country Merchant To Hold Trade.

More or less discussion has been provoked of late by reason of the intrusion of the electric cars into the rural districts as to the ability of the country merchant to hold his home trade now that it is so convenient for farmers and other residents of the suburbs to reach the big towns and cities. We now hear the assertion made by a well-posted city shoe dealer that the country dealer has been improving his methods and that it is a mistake to think he is not abreast of the times.

"Many people have an idea that all one can get in the shape of footwear in a country store is heavy felt boots, overshoes and plugs of shoes, but I want to say this is not so," declares our informant. "The farming classes have been unusually prosperous the past few years, and they are spending more money than formerly for clothes and other articles of wearing apparel. The country and village storekeepers realize this, and one can make a good selection of shoes or most anything else in the line of body covering that he wants. Dealers are learning to buy more and more of the manufacturers direct, and in this way they have their shoes made to order and secure more style and snap in their goods. It is well known that the average jobbing line lacks the ginger that distinguishes the lines offered the trade by the manufacturers direct.

"There has been a big sale of patent leather shoes to country merchants this year, and I tell you the average countryman is going to wear as good footwear when he goes on a holiday, or takes his wife or sweetheart on a trolley trip to the city, as does his city cousin. The country woman is not a swell dresser, but she is a careful buyer, and believes it to be economy to buy good goods. So, when she purchases shoes, she is willing to pay a fair price and get an honest pair. The chances are she will get plenty of style, as the country dealer very seldom carries a large stock and has few 'left-overs.'

"In many of the villages containing from one to three thousand inhabitants, and also in the smaller stores of the big cities, the shoe dealer, with few exceptions, buys his stock from the jobber. That more care should be taken in making selections, even from a jobbing line, is plainly evident. This was forcibly illustrated by a statement made to me recently by a salesman for an Eastern jobbing house. The salesman said, in discussing this matter, that in three-fourths of the stores in which he sold goods he seldom, if ever, bothered the proprietor about his order on making his call.

"I have visited most of the stores so often," related this salesman, as well as I can remember his exact words, 'that it would seem like useless red tape to ask the proprietor or buyer what he wanted. I just take out my order book, go from shelf to shelf, note what he is low on, fill in the order blank with the number of pairs of the sizes and widths apparently needed, tell the dealer what I have done, and nineteen times out

of twenty I don't have to make a change.'

"Now, this way of replenishing the stock show a carelessness and shiftlessness that are inexcusable. No dealer is so busy that he can not go over his stock himself. Let the salesman wait. It can not be possible that he is in so big a rush that he has to pursue this method all of the time. It is simply habit, and the salesman gets through his work quickly and has more time at the hotel to play pool or occupy in some other diversity.

"There is another serious objection to this method. Time after time the jobber sells this man shoes without the dealer knowing what he is going to get as to style, leather, etc. Where a dealer is not particular it is a temptation to a jobber, no doubt, to palm off some old style shoes on him. I am not saying that this is ever done, of course. I simply reflect that the temptation would exist.

I have noticed considerable in your journal about the city dealer getting after the country trade. It is stated that the city dealers go into the country and do a lot of advertising. Yes, this is so. Did anyone ever drive into the country (or go by trolley, for that matter), and note all the painted arguments about this city dealer's wares or about that city dealer's goods? The absence of such signs would make the fences in and about a country settlement conspicuous. Some farmers, for the sake of getting their barn painted, permit advertisers to use all sides of it that are conspicuous from the roadway or trolley cars. Now, if this is good advertising, why don't the country merchants spend some of their spare time going about with a pot of paint and a brush and distribute their cards for the rural residents to read? Wouldn't some signs like these make the country folk who are in the habit of going to the city for shoes stop and think, and maybe effect a good resolution:

"Be Loyal to Beenville. Buy Shoes of Jones.'

"Jones' Shoe Prices Are Low Because His Rent Isn't High.'

"Save Time and Trolley Fare By Buying Shoes of Jones.'

"City Shoe Style at Beenville Prices—at Jones.'

"Jones Can Shoe You at Less Than City Prices.'

"If Jones' Shoes Don't Suit, Then Go to the City.'

"Keep Your Money at Home and Buy Footwear of Jones.'

"These signs I have given at random, as my memory serves me. I saw them, and many more like them, on the fences and telegraph poles at a small country settlement near Rochester last summer. The storekeeper, whose name, of course, was not Jones, was a bright young fellow, full of push and vim. He was 'on' to the ways of the city dealers, he said, believed that advertising paid.—Shoe Retailer.

If you do not advertise you will have more time to trim your windows and fix up your store. But what's the use?

When Looking

over our spring line of samples which our men are now carrying

Don't Forget

to ask about our KANGAROO KIP Line for men, and what goes with them as advertising matter. Prices from \$1.20 to \$2.50. Strictly solid. Best on earth at the price.

GEO. H. REEDER & CO., Grand Rapids, Mich.

The Season is Opening For Spring Shoes

We have a full line of everything you need. Send us your orders. No. 104 Ladies' is running better than ever. Our sales on No. 110 Kangaroo have increased over 100% over all previous records.

WALDEN SHOE CO., Grand Rapids

Selling Hard Pan Shoes?

If you are, you are selling your customers the very best shoe that was ever placed on the market. These shoes are made to stand up year after year.

Leather and Workmanship the Best

Herold-Bertsch Shoe Co., Makers of Shoes Grand Rapids, Michigan

LYCOMING RUBBERS

We are state agents for this famous line of Rubbers. We have recently added a large warehouse to our already commodious quarters, and are in position to fill all orders promptly, which will be appreciated by all dealers on account of the heavy demand for rubbers at this time of the year. Send us a trial order for the best rubbers made.

Waldron, Alderton & Melze

Wholesale Boots, Shoes and Rubbers 131-133-135 North Franklin St., Saginaw, Mich.

"CHOICE CUTS."**Why It is Impossible To Do Without the Butcher.***

When first consulted relative to giving you gentlemen a little talk this evening, the term, "Butcher," became fixed in my mind as though driven home by a steam hammer. And, as I pondered, the realization came that there must be some potent force in the word. Else why its frequent use?

We all know the omnipresent news-butcher who makes train loads of travelers miserable; while the furniture manufacturers in Grand Rapids assert, without qualification, that the wood-butcher is a wart on the nose of cabinetmaking. Then there is the candy-butcher, who treads delightfully upon our toes and digs his elbows and knees into our anatomy as we watch the tumblers and the clowns at the circus. In my own business as editor I frequently meet up with the chap who, having a hemorrhage of the English language, is, after all, little more than a word-butcher.

These thoughts brought me no relief at all because, in each instance, the application fairly reeked with ridicule. Truly, I said in my own mind, there must be some serious sense in the title of butcher, and, with this conviction as a leader, I became reminiscent and picked out memories of the Grand Rapids butchers of fifty years ago, to wonder what they did and where they worked: Referring to old city directories I found that B. B. Church, Samuel Judd and George Judd had a butcher shop where the Grand Rapids Savings Bank is now located; that about where Dettenthaler's Market is was a market kept by one Thomas Martin, and, farther up, four or five doors, was another butcher named Joseph Clinton.

I found that a very large proportion of the fresh beef used in Grand Rapids came from the farms within a radius of twenty-five miles of our then little city. The cattle were driven in on the hoof or brought up the river on the steamboats. Our pork came from farther south, hauled in on sleighs in the winter season by farmers from the southern tiers of counties and exchanged here for land plaster, which was hauled home for fertilizing purposes. Bear meat and venison were plentiful, while as a pigeon market Grand Rapids was pre-eminent.

I learned, also, that B. B. Church laid down his life for his country on the white sands of North Carolina's sea beach; that Samuel Judd fell at the battle of Fair Oaks and that in the same dreadful carnage George Judd left one of his arms as his contribution to patriotism. Surely there is nothing ironical or frivolous about the records of such butchers. If you think there is, go up to the Soldiers' Home and consult the present commandant of that institution—once George Judd the butcher.

And then I came back to To-day with the acres of machine controlled shambles in Kansas City and Chicago; the scores of great live stock markets all over the land; the long, trail-

ing processions of cattle and sheep on our Western ranches and the thundering trains of refrigerator cars speeding to the Eastward filled with dressed beef. I looked out of my own window just in time to see a wagon load of fresh meat drive along and recognize on the wagon the name of one of the great "judicious combinations" that dictate to and influence all markets in the country. And I say: "There's nothing trivial or even ludicrous about all this."

And yet you butchers do have fun—at times, I am reminded, as I look about me. Over there I see a butcher who was recently visited by a beautiful young bride on her first marketing trip. Charmed by her grace and her glorious eyes, he answered her call for a "good porterhouse steak" by forgetting all about the thick flank and the thin flank and wholly oblivious as to evening up on the whole critter gave her the best tenderloin cut on the carcass.

"I think I'd like it a little farther up," said the lady with supreme self-confidence, and our friend, annoyed, and with his dream dispelled, deliberately palmed a fore rib steak off on his pretty customer and was graciously thanked for his courtesy.

"How long has this been hanging?" asked a crochety old customer of another friend I see in the room, and this butcher looked at the shipping tag earnestly as he replied: "Eleven days, to-day." And when the old man came back the following day with: "That steak I got yesterday was a trifle 'gamy,' but it was out of sight just the same!" the butcher stepped into the refrigerator room to laugh in the cold, as he remembered that he had equivocated by just nine days.

I won't specify for fear I might unintentionally identify someone here present, but I want to tell a story about bob-veal—on second thought I guess I won't. It is too tender a topic. However, I may say, with perfect freedom—as you are all butchers—that not a pound of bob-veal has been sold in Grand Rapids since the great freshet of '45.

There is another thing about Grand Rapids butchers: In selling sirloin steaks they never think of waste and scraps, and leave the veiny piece to take care of itself. Once in a great while a portion of this piece gets into their steaks, but it is never noticed—until it is too late.

"Give me a couple of pounds of rump steak," said a vealy looking young man on his first trip as a provider, and a gentleman sitting over yonder started to fill the order, but somehow his knife slipped over into the mouse buttock and—well, the next day the young man reappeared and wanted "two pounds off the same piece you cut from yesterday."

The other day I happened into the shop of a butcher friend of mine just as a customer passed out and my friend said: "Do you know that party?"

"I do not. Why?" was my reply.

"Well," he replied, "she's been in here half an hour trying to get me to describe the difference between a porklet and a porkling and when I said that one is a young hog, while the other is a young pig, she came back at me with "What's the difference between a hog and a pig?" And I tried and tried to make her understand the difference, until finally she allowed that there is no difference except as to price and that if she wants pig, why pig is the higher priced. If it is hog she wants, then the high price is on hog.

Discreetly changing the subject by ordering a rump roast, I made my escape.

And yet all is not easy with you butchers. Down in Battle Creek there is a Dr. Kellogg who, after developing all the vegetarians possible, has struck a new lead and has thousands of followers. He has found a new compound—of black-strap molasses, middlings, sweet acorns and cedar sawdust, or something of that character, which he calls Protose or Protoid or anything else that looks curious in print, and out of that stuff he creates all sorts of meat substitutes and hypnotizes people into the belief that they look, taste and real-

ly are better than the meats they represent.

Not only are you forced to contend with such opposition, but in every city in the country, in every university and college in the land, you will find pathologists and chemists studying, investigating and experimenting, to the end that they may discover some new and horrible microbe or wriggling protoplasm common to this, that or the other kind of meat you have for sale. And the fecundity of one pair of these wrigglers has all the rabbits on this continent beat to a stand-still.

As though such occult methods were not sufficient to drive all of you out of business, each city has its health officer and its meat inspector to pry around and to generate public panics as to tuberculosis, and a dozen other dreadful possibilities, until really there is no department of commerce beset with so many kinds of obstacles, and the wonder is that you stick to the business.

That you do continue to buy and sell meats; that you observe all laws, National, State or municipal; that you escape being charged with conspiracy, murder and a whole lot of other things, and that to-night you are able to meet together in this delightful and elegant fashion, is proof positive that you are good citizens, good fellows and good butchers. And I congratulate you and give you most sincerely the wish that hereafter, as before, you will succeed in proving, by your own stability of character, your own prosperity and your own good fellowship, that for the people of Grand Rapids to do without you is impossible.

Gentlemen, I thank you.

Push clears the track; people get out of the way of an energetic man.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency



Agents Wanted

Everywhere in Michigan to sell the famous

F. P. Lighting System

I want good reliable men who are hustlers, and to such men I can make a proposition that will net them from \$20 to \$50 per week. All my agents who are hustling are making big money. One of them made \$3,500 last year. Our system is the best known and most popular one of the kind on the market. 40,000 in use now—1,000 being sold every month. Get one plant in a town and the rest sell themselves. This is no fly-by-night scheme, but a steady, established business. If you are a good man and want to make good money, let me hear from you.

H. W. LANG, Ft. Wayne, Indiana, Michigan State Agent

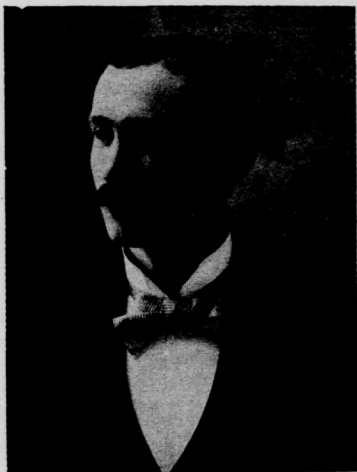
*Address delivered by E. A. Stowe at annual banquet Grand Rapids Retail Meat Dealers' Association.

SALMAGUNDI.

Facts and Fancies Connected With the Meat Business.*

As I am no orator, I have prepared a paper to partially cover the topic assigned to me, but, after hearing the very able addresses on the different subjects this evening, it seems to me that the ground is pretty well covered already. I feel about like the butcher felt after he waited on a little girl who came up to the counter and said, "Mister, have you any brains?" "Very sorry, Miss," replied the butcher, "but I haven't any." I understand this is the real reason why my friend Homer Klap isn't a butcher to-day.

The butcher business very often puts me in mind of the two Irishmen who went into a German saloon for refreshments. I presume you all know that all well-regulated German



saloons have for lunch many different kinds of cheese, as well as sausages, so Pat, after getting his beer, went over to the lunch counter, took some bread, put mustard and cheese on it and took a bite. Pretty soon he stopped, looked up at Mike and said, "Moike, did yez iver git yer teeth in it?" "No, Pat, but I've had my feet in it." So it is in the butcher business. Once you get in it it is hard to change into something else.

Happy, indeed, is the butcher who can turn frowns into smiles when a customer comes in his shop to register a kick against a three-year-old spring chicken, a tough roast or a steak so tough that the dog couldn't eat it. We could all take a lesson from a local German butcher who, when a lady from Buffalo entered his shop and asked for some smoked ham, as he was cutting it off, remarked that the ham was quite fat and wasty. His answer was, "No, madam, that ham isn't wasty. I weigh it before I trim it."

Another incident came to my notice some time ago. Last fall a farmer bought some pork sausages at a local shop and in a couple of days was back to register his kick. He said that they put the sausage in the frying pan—this was good country sausage, too—and it sizzled and sizzled and sizzled and when it got

through sizzling there wasn't enough left to feed the cat with. Now, what on earth do you suppose made it sizzle? John Rauser could tell us.

I have been curious to know what the word lament is translated into in the several different languages. I find that lament in English is lament; in German, das Betlagen des Metzger; in Holland, greinen; in Polish, lamentawach; in Swedish, klaaga; in Chinese (common) bud how; Cantonese, yun ho.

Some time ago I had occasion to visit Chinatown, in Los Angeles, Cali. My curiosity was aroused to see how the Chinese butchers do business. While I could not get their prices on the different cuts, I could readily see what kind of meat they handle, also how they cut it up. The translation of the word meat to the Chinese language is yok. That covers all kinds of meats. The only kind of meat I saw in the Chinese shops was pork. Pigs of about 75 pounds average seemed to be their choice. They are cut up into strips of about two pounds each.

They have a way of roasting a pig that is quite unique. They salt and pepper the pig, then it is hung up by the hind legs in a smoke house (similar to ours) until it is baked or smoked through. They then commence to cut it up, taking the head first. The first customer gets head meat and so on until it is all cut up. It seems to me that there isn't much room for lament in the butcher business in Chinatown. Especially is it true, as the Chinese settle all their debts in full, at least once a year, so as to have their name clear and recorded on the walls of their church, the josh house, at New Year's time. The Chinese New Year commences Feb. 15, and they celebrate it for two weeks. From close observation I find that the Chinese butchers take less chances and are less anxious to do business than are our American butchers. It would be the making of a fortune to any of us butchers could we but wear the bland smile of the Chinaman when someone comes in to register a kick.

I think our worthy Vice-President had cause to lament, some time ago, after partaking of some chop suey. He said chop suey may be all right, but he wants to know what is in it; so he called for ham and eggs.

Butchers of the West Side have been doing a high-water-mark business for some time. What cause have they to lament? The river was so handy that one was seen washing off some muddy hams in it. It is a fact, nevertheless, that the people are very cautious about buying anything in the meat line which was liable to be soaked in river water.

After visiting several markets I find that their grievances vary. In one shop, which formerly had been meats exclusively, I found canned goods and groceries. I asked the reason why. The answer was: "The grocer next door put in some meats and to retaliate I had to put in some groceries." I think the time is not far distant when all first-class shops will add groceries to their stocks.

Contentment in your business is a blessing. On our rounds we found

one butcher who was so contented with affairs in his neighborhood that he hadn't been down town in three years. And he was proud of the fact!

\$500 Given Away
Write us or ask an Alabastine dealer for particulars and free sample card of

Alabastine
The Sanitary Wall Coating
Destroys disease germs and vermin. Never rubs or scales. You can apply it—mix with cold water. Beautiful effects in white and delicate tints. Not a disease-breeding, out-of-date hot-water glue preparation. Buy Alabastine in 5 lb. packages, properly labeled, of paint, hardware and drug dealers. "Hints on Decorating," and our Artists' ideas free. ALABASTINE CO., Grand Rapids, Mich., or 105 Water St., N. Y.

The LIGHTEST & FINEST.



The lightest and finest bread is not made by accident—it is made by New Century Flour, with a little care and "know how" mixed in with the dough.

The least skillful baker can make good bread with New Century, and the expert can do wonders with it. Wonderfully light and healthful pastry, cakes and bread.

Put it on your list of things you need to-day.

Let us quote you prices.

Caledonia Milling Co.
Caledonia, Mich.
Citiz. Phone No. 9

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.
Established 1780.

MERCHANTS

JUST TRY

ONE BALE



100 One-lb. Cotton Pockets to the bale
33 Three-lb. Cotton Pockets to the bale

Retails **10** and **25** Cents

IT'S A WINNER

*Paper read by Sol Hufford at annual banquet Grand Rapids Retail Meat Dealers' Association.

THE BUTCHERS' CONVENTION.

The butchers all met in political convention
And every man had his bone of contention;
There were varied opinions, some shaky, some fixed,
There were wets, dries, liberals, conservatives and mixed.
Each wore a long apron and skull cap in white,
With a knife in his boot and spoiling to fight.
Each man with his neighbor was picking a bone—
That each was in earnest was read in the tone.
It was plain, very plain, that mischief was breeding;
Mohrhardts were broken and Schuchardt was bleeding.
Things rapidly took on a slaughter-house gloom
And some of the victims were scenting their doom.
Hoelzley stepped forward, with meat axe in hand,
And commanded strict silence as the bosses had planned.

"Gentlemen, come to order! You will please be seated
And remain in your places till our work is completed.
We've come here to-night to fix up a slate,
And name for Mayor our candidate.
This town has had doctors and lawyers and merchants, 'tis true,
But never a butcher. Ah, 'twill never do.
They've chopped off our heads when dull were their axes,
They've cut out our hearts when we kicked on the taxes;
They've bled us and dressed us and stuffed us intense,
They've skinned us alive, hung our hides on the fence.
Now, I say to you gentlemen, if you but knew it,
Much better a professional butcher could do it.
Now, gentlemen, your pleasure, speak sharp to the point,
Detach all superfluities at the first joint."

Then up spoke Dombrowski: "Boss, I submit
That we want a man whom the strikers can't hit;
Give us a butcher from the fifth ward lodge,
And let his name be Fred R. Dodge."

"I object, I protest! I object, I repeat,"
And Sol J. Hufford was quick on his feet.
"I'm not hard to please, but I want no ham;
Better have just a common old-fashioned clam.
I name Frank Pearl—a most fitting thing
To have a fine setting for the boss butchers' ring."

"Hurrah for Frank Pearl!" yelled a hundred hoarse voices;
"Hurrah for Fred Dodge!" yipped as many odd choices.

Then out sprang a stalwart, Peter Pitsch was his name.
"Let's toss them both over and begin a new game.
I name George Goozman, old Ganderman's son;
He'll carry both wings and the victory's won."

Said Ford: "He's old fashioned and writes with a quill
And has a bad habit of shaving his bill.
I think he would certainly feather his nest
And palm off bad eggs for the freshest and best."

"You've hit the bull's-eye," said Ed. Hendershot;
And Peter Salm sang out, "Give it to 'im hot!"

Warren Cole fired up to the issue just then
And shot hot air at all three men;
He got the whole crowd so warm 'round the collar
There'd have been a fight but for Dettenthaler,
Who, like a good angel, just happened in
With an original package of original sin.
He applied this to Burns who mounted a table
With a flaming speech for his friend Eble.
Now, Eble's a man you can't bamboozle,
But he had to get Cross to state his refusal.
By this time the convention had advanced a stage
And half the butchers were in a fierce rage.
There was bellowing and charging like mad fighting steers,
There was bucking and rooting and kicking and tears.

"I don't like your rine," said Stein to Moll.
"Very well, my dear sir, I can't go your gall."
"You're a perfect old sheep's-head," said Dressler to Reese.
"Well, what if I am? I'm not old soap grease!"
At this point Klaas Geut, unannounced, butted in,
Locked horns with McCool and peeled half his skin.
Just then Jim DeKraker biffed Gray on the nose,
And DeHoop rolled over on Katz's toes;
Gee whizz! the fur flew. There was something doing
When Mohrhardts were turned loose and Katz got to chewing.
For Dodge's spare ribs a left scratcher he aimed,
But clawed Pearl's calf and he hobbled off maimed.
Then he sailed into Goozman with a few wicked spats.
Goozman hissed, "I won't run; go away, you old Katz."
Katz sprang on the table, swiped all the pelf,
And calmly announced he'd be mayor himself.

"Come off your perch!" did a stout butcher sing,
And the crowd shouted loud, "Kling, Kling, Kling!"

Now Kling was a modest, reserved sort of fellow,
But this nerved him up. He let forth a bellow—
You'd 'a' thought a whole drove of fat steers was turned loose.
Down skinned the Katz, Draper hung the Goose.
A new boom was started, Hoogebloom was the man,
A pork packer named him and the fun began.
Den Herder and Wickham started up a hot quarrel,
Her and Lass gave a yell, DeHoop climbed a salt barrel.
Being both safe and brave and having no fear,
DeHoop made a speech, rounding out his career.

"My dear fellow butchers, it is our proud boast
That our greatest profit is in selling pork roast.
This man's the most typical our trade can present—
By all means put him in, let nothing prevent.
He would mete out full justice and cravings inspire
And pigs' feet and sausage would go a notch higher;
There'd be no foul play in our Government affairs,
He'd feed stock to the bull and cage all the bears;
He'd appoint brother Barnes as building director,
He'd appoint brother Hayes as food inspector;
He'd put my friend Dressler in charge of the work,
And Sluyter, no doubt, would be his chief clerk.
Then there's our friend Kremers—he'd do to test milk,
And DeKraker to stew oysters would be fitting as silk.
Yes, and there's Otto Goetz, his like you can't find—
He'd make a boss sausage and poundmaster combined.
Then we'd put brother Dart in charge of the weather,
And I'd be DeHoop to hold them together.

Just then an explosion was heard in the room,
Caused by the collapse of said Hoogebloom.
The inflation was more than the pigskin could stand
And it busted the boom to beat the band.
McCool showed himself the emergency man
And locked all the doors ere the candidates ran.
But when he took hold to pull out the snarl
DeWit slyly knocked DeHoop off the barrel.
Of course, this was disastrous; all the fresh meats became salts
And the crowd danced with joy to see Gottlieb Waltz.

They forgot all their troubles and ended their friction,
Calling J. Herman Randall to pronounce benediction.

A. E. Ewing.



JAR SALT

The Sanitary Salt

Since Salt is necessary in the seasoning of almost everything we eat, it should be sanitary

JAR SALT is pure, unadulterated, proven by chemical analysis.
JAR SALT is sanitary, encased in glass; a quart of it in a Mason Fruit Jar.
JAR SALT is perfectly dry; does not harden in the jar nor lump in the shakers.
JAR SALT is the strongest, because it is pure; the finest table salt on earth.
JAR SALT being pure, is the best salt for medicinal purposes.

All Grocers Have it—Price 10 Cents.

Manufactured only by the

Detroit Salt Company, Detroit, Michigan



Forest City Methods and Forest City Quality nail the customer every time.
Moses Cleveland

of ye
Forest City Paint & Varnish Co.

Order Now

The time is ripe for the placing of your spring paint order. Don't delay too long. It's the man who has his stock on his shelves ready for business when the season opens that gets the bulk of the early trade—which is always considerable.

Send us an order for at least a trial assortment of

Forest City Paint

now. Let us begin planning a spring advertising campaign and get it started in your town, without cost to you, at once—the sooner the better.

Don't hesitate—don't put it off. If you do you are losing one of the best money making, trade-increasing paint opportunities ever offered any merchant anywhere.

Write to-day for our Paint Proposition. It's free, and mighty interesting. A postal will bring it.

The Forest City Paint & Varnish Co.
Dept. T.
Cleveland, Ohio.

RETURNED GOODS.

Most Perplexing Problem Which Confronts the Retailers.

One of the most perplexing situations which confront the retailer is "making good" on unsatisfactory merchandise returned by customers. Too much liberality on the part of the dealer is costly, yet a too penurious position is fatal. It requires much good sense to make these settlements satisfactory to the customer.

The dealer is expected to maintain a sort of "court of claims" where grievances are submitted and he hands down his judicial decision. These various claims are bound to come up in every shop, and the main thing is to adjust them in a manner resulting in the greatest satisfaction to the customer with a minimum loss to the merchant's cash-drawer and his business integrity. The following cases in W.'s store are actual occurrences which have from time to time come up for settlement and which will, perhaps, serve to illustrate how some claims can be adjusted by a little diplomacy. A. had on a pair of dollar gloves looking much the worse for wear. He said he had worn them six days. The seams were badly ripped and they looked as though they had been worn a month or more. By adroitly drawing him out in the cross-examination which ensued, it was plain that A. was expecting a new pair in exchange. It was explained to him that a retailer's only redress was an appeal to the manufacturer, who would not recognize this claim as the gloves were too badly soiled. In the second place the stock was intact and showed no defects, and silk thread was bound to break in any glove.

W. suggested having the gloves re-stitched, but A. did not think that a very liberal adjustment. Another pair was offered him for 75 cents in addition to repairing the old ones. This arrangement proving satisfactory the purchase was made and the old gloves carefully re-stitched and delivered to A. with a net loss to W. of a two-cent stamp and a gain of a permanent customer.

B.'s case was a suit of woolen underwear for which he had paid W. \$5 two weeks previously. It had shrunk to one-half its original size. B. said they had been carefully laundered at home and this was the first unfortunate experience he had had with W.'s merchandise. After carefully examining the suit, W. discovered an indelible laundry mark under the front facing and called B.'s attention to it. Here was clearly a case of careless work in some steam laundry and B. looked rather nonplussed. He, however, skillfully parried the blow by saying the salesman had guaranteed them not to shrink.

The salesman in question was appealed to and verified B.'s statement. Without further argument W. wrapped up another suit, saying he would make the firm's word as good as its bond. The old underwear was returned to the factory with a carefully worded letter and W. received credit for \$1.50, just one-half the original

cost. Result, loss to W. of \$1.50 and gain of a permanent and satisfied customer and a good lesson on the meaning of a "guarantee."

C. returned three shirts of a well known make, size 15½. He stated the neckbands were too large to permit his wearing size 15½ collars on them. It was found the shirts measured just 16 inches. C. was given three shirts which measured correctly, the others were returned to the factory and a credit bill duly received. Result, satisfaction all around without pecuniary loss.

D.'s case was the irrepressible glove trouble. He had purchased a pair of \$1.50 gloves of well known make. They had been worn about two weeks and had torn across the thumb. They were badly soiled, but W. returned them to the New York office explaining the case. A new thumb was inserted and they were returned with a letter defending the maker's position. D. was shown the correspondence but thought the manufacturer unfair. W. offered to sell him a new pair at cost, but D. took the position that a glove of renown should give better satisfaction.

W. was courteous but firm in the belief that he had been fair in the matter. D. agreed that he (W.) had possibly done what he could but believed he was entitled to a new pair. He left the shop with the repaired gloves and feeling rather dissatisfied with the transaction.

D. withdrew his patronage on gloves, although continuing to purchase other merchandise. Careful handling and courteous treatment won him over eventually, and he now purchases his gloves of W. Result, a temporary loss of a glove customer, and eventually an indorsement of W.'s business methods and a good feeling all around.

E. had worn a pair of 50 cent hose a couple of days and they had "croaked" badly. He was given a new pair which proved just as troublesome. A pair of another make was substituted and W. returned the entire lot of unsatisfactory hosiery to the jobber and a credit bill in full was received. Result, a satisfied customer and protection to W.'s hosiery trade which E.'s experience made possible.

In most of these cases it will be seen that W. appealed to the jobber or manufacturer and thereby escaped personal responsibility. But, after all, he had faith in the houses with which he was doing business and in no case did he take unfair advantage of their liberality. He advertises he sells honest merchandise and he expects to get honest merchandise when he buys it.

Of course some customers are unfair in their demands, but meet them half way, and if that does not pacify them their trade is not of much value.

I do not believe that a retailer gains anything by being an "easy mark," that is, by submitting meekly to what he knows to be a bare-faced imposition. A man can have but scant respect for that kind of a merchant. On the other hand, tact and courtesy are essential in dealing with the returned goods problem, and the

retailer must be willing to pocket an immediate loss for the sake of probable future gain.

Here's the point: Don't meet the returner of goods with a scowl or show any resentment at his claim. Be just as civil and listen as patiently to him as you would were he buying instead of returning goods. That impresses him with your fairness and frequently takes the edge right off his displeasure. In a word, he is disarmed almost before he has had time to voice his complaint.

Whether you admit or reject his claim, the negotiations should be marked with candor and courtesy on your part and a manifest desire to do the right thing by your customers at all times.—Morris M. DeCamp in *Haberdscher*.

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



The La VERDO Cigar

Contains the best Havana brought to this country. It is perfect in quality and workmanship, and fulfills every requirement of a gentleman's smoke.

2 for 25 cents
10 cents straight
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according to size

Couldn't be better if you paid a dollar.

The Verdon Cigar Co.
Manufacturers
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We are
Distributing Agents for
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John W. Masury & Son's

Railroad Colors

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Also Jobbers of Painters' Supplies, etc.

We solicit your patronage, assuring you prompt attention and quick shipments.

Harvey & Seymour Co.

Successor to

C. L. Harvey & Co.

Grand Rapids, Mich.



Experience of a Clerk in a City Shoe Store.

I got into harness again Saturday evening and helped take care of the crowd in a local shoe store that handles nothing but men's fine shoes.

I wanted to brush up a little on the shoe business and thought this would be a good opportunity to learn by actual experience what styles are going to be the most popular for spring, what leathers will be mostly in demand, observe how the clerks approached customers—in fact, I wanted to feel for the time being that I was not only a "hearer of the word, but a doer, also," and I accordingly put on my "shoe face" and went to work. The weather was chilly and not at all favorable for a heavy day's business, yet they commenced to come about two o'clock and kept it up very steadily until nine, with a small sized rush between four and six. The same amount of business could have been done with less help, but the customers would not have received the proper attention, and that is one of the most important duties of a shoe clerk. He can frequently rush a sale through and often is compelled to do so, but it leaves a bad impression with the customer, and the next time he comes in he is not apt to sit down and wait for that particular clerk to fit him.

I had learned the location of the different styles and stock numbers and was anxious for a customer to come in so that I could try my mettle and see if my "right hand had forgotten its cunning," and I soon had my wish gratified.

He came in accompanied by his wife and I began to tremble with apprehension, for if there is anything in the business a shoe clerk dreads it is for a man to bring his wife with him to buy shoes. The supposition is that she, and not he, is the one to please. It is difficult enough to sell a woman a pair of shoes for herself, but when it comes to selling her a pair for her husband, the shoe clerk knows from the start that he is up against it.

The first thing she did when I handed him a shoe was to take it in both hands to see if she could bend the sole—thinking, perhaps, it was a turn, I suppose!

She promptly handed it back with the remark that it was "too stiff." I asked him to please let me try it on so that I could see if the size was correct and I would then show some different styles. The fit was elegant and he was well pleased with it, but she insisted on seeing something that she could bend. I took the shoe off his foot with the remark that I had the same thing in a lighter sole, which was not true.

I took the shoe to the rear of the store, gave it a vigorous bending until I got the sole limber and brought it back with the remark that this one would probably suit her better.

She took it and it responded easily

to her effort to bend it and she was well pleased. I put it back on his foot, laced it up and asked how he liked it.

"I don't like it as well as I did the first one," said he, "haven't you got the same thing in a light sole?" That was certainly a stunner, but I remembered that in my past experience I had had similar cases and I hastened to reply, "Certainly, if I have your size; that has been the best seller we've had this spring and we're nearly out of them."

I took the same shoe back and ostensibly put it in stock, but presently returned with it, remarking that, "This is the only pair we have in your size." He let me put it on his foot and both he and his wife were well pleased with it.

That one shoe had served the purpose of three different styles and the occurrence goes to show that some people don't know what they want when they go into a shoe store.

After such an experience I was prepared for anything, well knowing that I would not be apt to have anything more unreasonable than that happen, and everything passed off very pleasantly for the next two hours, when I had another crank to deal with.

A young man came in and when I asked him if there was any certain kind or style of a shoe he wanted replied, "Nothing particular, let's see what you've got." I knew at once that he was going to be a long looker and I commenced to show him, after first looking inside his old shoe to see what size he wore, which was a 7 D. I showed him a velour calf, vici kid, and patent leather.

He passed up the kid and calf without giving them any time, and commenced to scrutinize the patent very closely. He finally tried it on and concluded it was too wide at the toe. I showed one more on the coin toe order in a straight lace, but he wanted a blucher with a narrow toe. I had a velour blucher just about the shape he wanted and I showed it. "No, I want a patent colt just about that shape," said he. "There's one in the window that looks all right." I asked him the stock number, but he had neglected to look at it, slipped on his old shoe, and took me to the window.

He finally pointed out the identical shoe I had at first shown him, only it was a 6 AA and I'll admit it didn't much resemble the 7 D he tried on.

Of course, I didn't tell him that was the first shoe I showed him for that would have started an argument and that's the very thing to avoid as long as possible in selling a pair of shoes.

With the remark that "I guess I must have overlooked that particular shoe," I got down a 9 A of the same shoe, and tried it on his foot. The narrow width made the narrow toe look smaller and the extra length made the ball plenty wide enough and he bought it.

If I had told him it was a No. 9 he would have thrown a fit right there and sworn it was too big, but where "ignorance is bliss," etc., helped me out in that case and did him no injustice.

When a shoe fits properly in the

instep and across the ball it's next to impossible to fit them too long.

As an old shoe salesman told me once, "Always fit your customer plenty long and then give him a size longer!"

The next one I had wanted to exchange a pair. I had him point out the salesman who sold them to him and turned him over to him. That's one thing a shoe clerk dreads above everything else. When he labors long and earnestly with a man to sell him a pair of shoes he never wants to see him again until he gets ready for another pair, but I have seen fellows come back with a pair of shoes after taking up an hour of a clerk's time and have the nerve to want their money back! There are very few exclusive shoe stores that will give it back and if they do they ought to charge him at least 50 cents for labor performed.

I had another fellow who was trying to please his wife although she wasn't along. He was wearing a No. 10 and when I put that size on his foot he let out a roar. "The old woman has been giving me thunder for wearing such long shoes, and if I can possibly stand it I must get a smaller shoe." I found by measuring his foot that he could wear an 8½ by having them wide at the toes and when I fitted him in that size he sat for at least a half hour trying to wear a 7½, but every one I tried on hurt his toes and he finally went out with the 8½ on his feet. I hoped the "old woman" would let him wear them in peace.

I next had a fellow who wanted a certain shoe, the sizes of which were very irregular, running from 5's to 6's and 9's to 11's. There were no intermediate sizes except a pair of mismates, an 8½ B and 8½ D, and that was the size he wore.

I tried in vain to get him interested in something else, but, no, he must have that particular style. I tried the 8½ D on his right foot and it fitted perfectly, but what was I to do with the B last on his left foot—usually the larger foot? But he insisted on trying on both shoes and I had to bring it out, but in anticipation of that event I had taken it back to the stock boy with instructions to stretch it as much as it would possibly stand, and I breathed a prayer that it would fit, which luckily it did, although a little tight.

Well, that closed the incidents of the day and I asked the cashier what proportion of the different shoes sold during the day, and taking 100 per cent. for the standard here it is:

- Box calf bals 15 per cent.
- Velour bals 5 per cent.
- Vici bals 12 per cent.
- Patent bals 38 per cent.
- Tan bals 2 per cent.
- Patent oxfords 20 per cent.
- Tan oxfords 8 per cent.

Take it all the way through it was a very satisfactory day, considering the weather. The sale of oxfords would have been over 50 per cent. if the weather had been warmer.—Shoe and Leather Gazette.

Good wives and loving ones are synonymous.

ADMINISTRATIVE SYSTEM.

Its Weakness Makes Good Government Impossible.

The weakness of American state and local government is in administration. It is claimed by some political philosophers that weakness of administration is an inherent quality of all republican governments and that no republic can enjoy effectiveness of administration without danger to the "liberties" of the people. An administrative officer, in governments which make themselves directly felt in the daily life of their citizens, is an officer empowered to compel obedience to his interpretation of the law, until otherwise ordered by higher administrative authority or by the courts. The contention that the bestowal of such authority may enable its possessor to place himself above the law would seem to have its only basis in the theory that the courts were venal or the people indifferent to their own political welfare. So long as the people freely elect their legislators and the courts are absolutely independent of administrative officials, it is difficult to understand how effective administration is a danger to liberty. Effective administrative officials are a feature of all Latin republics, and administration is largely centralized in the general governments. In Central American republics this has unquestionably often, if not usually, resulted in abuses. In France it has not, nor has it done so in the more enlightened and progressive nations of South America.

An administrative officer is necessarily empowered to exercise more or less discretion. He is compelled to apply summarily the law to a state of facts which he finds to exist. The policeman is daily compelled to decide on the spot whether to arrest a person who is making a disturbance or to quiet him or get him away. In that act he is really an administrative officer, forming a judgment and summarily executing it, and as in that case public safety imperatively requires that his judgment shall be made immediately effective, he may take the disturber to prison and it is a crime to interfere with him. The next day the court decides whether he is right or wrong. In a larger sense, whether rightly or wrongly, the chief of police and police commissioners habitually exercise a limited but still rather wide discretion as to what interpretation shall be placed on laws or ordinances, and to what extent, if at all, they shall be enforced. We are accustomed to this administrative use of discretion in matters directly affecting our personal liberty and we do not complain of it. We recognize that in no other way can the public peace be preserved or the will of the people enforced in respect to the maintenance of public order.

In civil affairs, however, our administration is deplorably weak, and the tendency of the courts has been hostile to it. In consequence the laws in which the public as such is directly concerned are habitually defied. The will of the people as expressed in the law is not enforced, and there is often a condition bordering on

anarchy. The higher courts are coming to recognize this and decisions are tending the other way. Congress, for example, has clothed the Secretary of the Interior with power to declare to what extent, if at all, sheep may be grazed in the forest reserves. This is a duty which can not possibly be exercised by a legislative body, because it can not know the facts, which differ as to each reservation and frequently as to different years. What Congress can do, and has done, is to direct the Secretary of the Interior to protect the forests, and to that end it has empowered him to make regulations whose infringement is a misdemeanor. When, however, sheep herders were arrested, they were invariably acquitted, the District Judges holding that Congress had no power to delegate the authority to say what should be a crime. As mawkish and indefensible sentiment has forbidden the people to protect themselves against lawbreakers by appeal, even on questions of law, we were in a way to see law defied without remedy. Consequently, the Government was compelled to resort to injunction which could be carried to a higher court, which at once decided, in accordance with common sense, that Congress could make it criminal to injure the public forest, and delegate to an administrative officer to ascertain and declare what act would constitute such an injury. There is no doubt that from the necessity of the case, and to prevent liberty from degenerating into license or anarchy, the Federal laws and decisions will continue to tend in the direction of a stronger administrative system.

To Take Stains from Marble.

To take stains from white marbles, mix turpentine, 2 1/4 tablespoonsful; lye, 1 1/2 gills; oxgall, 1 1/2 ounces; pipe clay enough to make a paste. Apply the paste to the stain and let it remain for several days. Iron mould or ink spots may be taken out by dissolving in 1 1/2 pint rainwater, 1 1/2 ounces oxalic acid, 3/4 ounce butter antimony, flour sufficient to make a paste. Put on with a brush, let it remain a few days, wash off. Grease spots may be removed by applying common salt saturated with benzene.

To remove iron stains in marble boil the marble in a strong solution of caustic soda, then take out and rub well. Soon all the stains will come out.

Keep Sweet and Move On.

Smile in your mirror and it smiles back at you; look pleasantly at the world and it reflects your good-natured looks; cultivate a warm feeling toward all men and they radiate and give back the warmth. Deal justly. Trade on broad principles. Be not too jealous of your rights. The world—mankind—soon discovers where it is well treated and trades there. Be loyal to your clerks and they will return it in loyalty. Trade on broad lines, buy of broad people, treat the public generously and success is sure to come—a success that is worth the winning and keeping and cherishing. Keep sweet and move on.—Batten's Wedge.

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 60		
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	Shot	Gauge
120	4	1 1/2	10
129	4	1 1/4	9
128	4	1 1/4	8
126	4	1 1/4	6
135	4 1/2	1 1/4	5
154	4 1/2	1 1/4	4
200	3	1	10
228	3	1	8
236	3 1/4	1 1/4	8
265	3 1/4	1 1/4	5
264	3 1/2	1 1/4	4
Discount 40 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 E.	1 75		
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	12 50		
Garden	32 60		
Bolts			
Stove	70		
Carriage, new list	70		
Plow	50		
Buckets			
Well, plain	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Common	1/4 in. 5-16 in. 3/4 in. 1/2 in.		
BB	7 c. 6 c. 6 c. 4 c.		
BBB	8 c. 7 c. 6 c. 6 c.		
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 75		
Corrugated, per doz.	1 25		
Adjustable	40 25		
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	50 & 10		

Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates
Nobs—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	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbin's 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 75
Wire nails, base	2 30
20 to 60 advance	
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Alloway Grade	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
20x28 IC, Charcoal, Alloway Grade	15 00
20x28 IX, Charcoal, Alloway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	33 60
Nos. 15 to 17	37 00
Nos. 18 to 21	39 00
Nos. 22 to 24	4 10 3 00
Nos. 25 to 26	4 20 4 00
No. 27	4 30 4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	6 00
Second Grade, Doz.	5 50
Solder	
1/2 @ 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—Alloway 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 No. 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.	15
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	3 00
Barbed Fence, Painted	2 70
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickeled	20
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

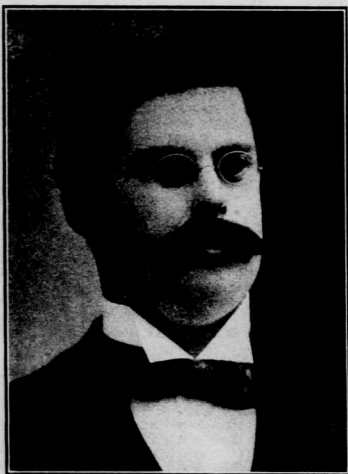
Crockery and Glassware	
STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, 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 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	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	65
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 25
Quarts	4 50
1/2 Gallon	6 50
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 30
No. 1 Crimp	1 78
No. 2 Crimp	2 78
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 30
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 20
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 60
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/4 in. wide, per gross or roll.	24
No. 1, 1/2 in. wide, per gross or roll.	33
No. 2, 1 in. wide, per gross or roll.	46
No. 3, 1 1/2 in. wide, per gross or roll.	75
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 80
1000, any one denomination	3 80
2000, any one denomination	5 80
Steel punch	75

TOUCHED ELBOWS.

Annual Banquet of the Grand Rapids Butchers.

The annual banquet of the Grand Rapids Retail Meat Dealers' Association, which was held at the Livingston Hotel last Thursday evening, was the most dignified and enjoyable affair of the kind ever undertaken by the organization. Time was called at 8:30 and two hours and a half was spent in discussing an eight course menu, which tempted the appetites and tested the stomachic capacity of the most stalwart butcher in the gathering. Music was furnished by Wurzburg's orchestra and each number on the speaking programme was interspersed with vocal efforts of a high order by Paul J. Rademaker. At the conclusion of the repast, President Kling called the gentlemen to order and made a few brief remarks, congratulating the Association on its success in being able to have so pleasant a banquet and bespeaking for the organization a career of much promise and profit for all concerned.

J. O. McCool had been expected to act as toastmaster, but on account of illness was obliged to decline, and Joseph Castenholz, who acquitted himself with so much credit on the occasion of the last banquet of the



W. J. Kling, President.

organization, was called upon to fill the breach, which he did to the satisfaction of all concerned.

The first speaker was Mayor-elect Sweet, who congratulated the butchers on the success which had attended their organization during the past year and on the splendid appearance they presented at their annual banquet. He reiterated what he had said repeatedly during the campaign to the effect that he went into the office of Mayor without having made a single pledge and that he should discharge the duties of the office with the same impartiality that had marked his career in other undertakings in life.

The toastmaster then called upon John H. Schofield, who delivered an address at some length, which will be found elsewhere in this week's paper.

Rev. J. Herman Randall was given Country Sausage as his subject and talked about many features of the business foreign to the subject. As

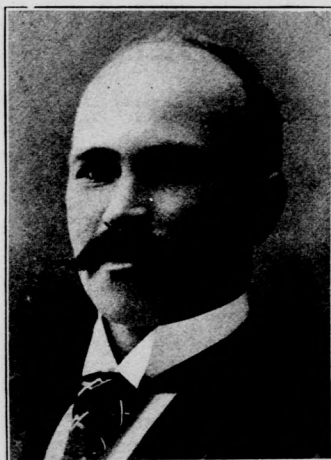
usual, his remarks were eloquent and convincing. They were interspersed at intervals with bright stories which excited the risibilities of his hearers.

E. A. Stowe delivered an address on a Few Choice Cuts, which will be found elsewhere in this week's paper.

A. E. Ewing responded to the topic of Patriotism and closed with a poem, which will be found elsewhere in this week's paper.

Sol J. Hufford read a paper on the Retail Dealer's Lament, which will be found under the head of Salamagundi elsewhere in this week's paper.

Levi Pearl was down for an address on the Butchers, Past and



Joseph Castenholz, Toastmaster.

Present, and, but for the lateness of the evening, would undoubtedly have given a very entertaining address. As it was, he spoke briefly of some of the pioneer butchers of the city, including the late John H. Mohrhard, to whose memory he paid tender tribute.

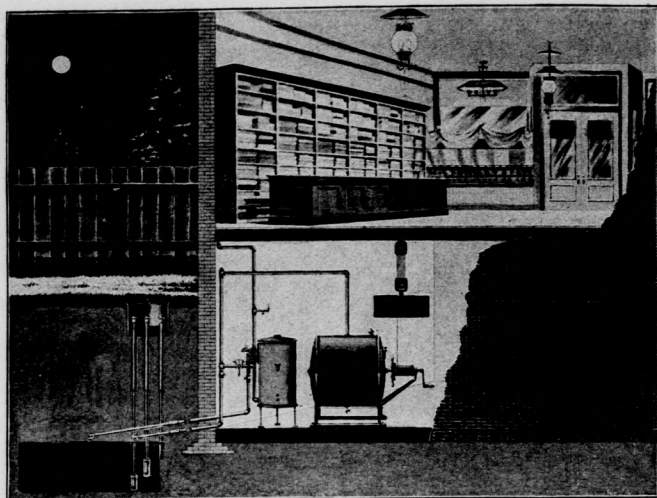
The gathering then broke up and, although the hour was late, many lingered long in the lobby of the hotel, congratulating themselves and their fraters on the success of their banquet.

To Repair Mirrors.

Remove the silvering from the glass around the scratch so that the clear space will be about a quarter of an inch wide. Thoroughly clean the clear space with a clean cloth and alcohol. Near the edge of a broken piece of looking glass mark out a piece of silvering a little larger than the clear space on the mirror to be repaired. Now place a very minute drop of mercury on the center of the patch and allow it to remain for a few minutes, clear away the silvering around the patch, and slide the latter from the glass. Place it over the clear spot on the mirror, and gently press it down with a tuft of cotton. This is a difficult operation and we would advise a little practice before trying it on a large mirror.

Cut steel clasps and buckles are seen on some of the fine girdles this season. The pressed steel for a time rather tended to destroy the popularity of the cut article, but it has now been thoroughly proven that it lacks the peculiar brilliance of the fine cut steel, and the cut steel is rapidly regaining its pristine favor.

GOOD LIGHT



Is an important matter to all merchants. It must be available at any hour, day or night. It must be reasonable in cost, easy to manage, simple and yet the best. You get all these and more when you have a

Michigan Gasoline Gas Machine

With one of these machines you will increase your trade, because people will come to a well-lighted store. It is the most economical light on the market.

Michigan Gas Machine Co.

Morenci, Michigan

Lane Pyke Co., Lafayette, Ind., and Macauley Bros., Grand Rapids, Mich. Manufacturers' Agents

THE LEONARD CLEANABLE REFRIGERATOR



Metal Ice Rack

Eight Walls to Preserve Ice

Constant Circulation Pure Cold Air

Keeps Things Cool

Saves Ice

Can be Taken Apart to be Cleaned

Let us send you our catalogue of the Leonard Cleanable Refrigerators. Every leading style for grocers, butchers, hotels and family use, at lowest prices.

WRITE TO-DAY

H. Leonard & Sons

Grand Rapids, Michigan

SELECTING ASSISTANTS.

How To Do It Properly and Successfully.

The most successful man to-day is not the one who tries to do it all himself, but who picks out good men and turns over to them certain portions of his work, telling them what results he expects, but leaving the methods of getting those results very largely to the men themselves. If you are at the head of a big business, you can not possibly look after all the details. If you try to, you are going to use up the time that should be given to more important things. Let the man you have placed in charge of a department look after the affairs of that department at least within certain liberal lines. Hold him responsible for certain results, but let him bring about the results in his own manner. Put the responsibility on him but let him carry the burden in his own way. Do not insist that he carry the load just precisely as you would if you were in his place. As long as he sustains the responsibility and as long as he produces results, let him do it in his own fashion. "Results" are what you are after anyway. Don't try to force him to dot all his i's and cross all his t's in just the same way you have been accustomed to. Of course your way is a good one and you have done things that way for a great many years perhaps, but he is not familiar with your method, and he quite likely thinks that his style of dotting his i's and crossing his t's is just as good as yours and maybe much more convenient, and as long as his writing is plain and as easily read as yours, it's all the same from the business standpoint, isn't it, providing, of course, that he gets results? You must have some confidence in him or you would not have put the responsibility on him. Go just a little farther and prove that confidence by letting him use his own judgment, within certain prescribed limits. If he is the man you want and ought to have in that position, he will justify your confidence by exercising good judgment or when he is in doubt about his own judgment by coming to you for advice. He will make mistakes! Of course he will. Haven't you made mistakes? How did you get the experience and the knowledge that are yours to-day? Was it not by making mistakes and thereby learning profitable lessons for your future guidance?

If he didn't make mistakes occasionally you wouldn't want him around. He would be so much superior to you that there wouldn't be room for both of you. You can imbue him with the principles upon which your house conducts its business; you can educate him in your own methods; you can give him the benefit of your experience, but unless you teach him to use his own judgment and to rely upon it you will not find him a man upon whom you can lean. If you can teach him this; if you let him handle the details of his work in his own manner; if you show him that you have some confidence in his judgment and in his loyalty, if you encourage initiative and

development on his part, you will find a man upon whom you can rely under all circumstances and in all emergencies; a man who will relieve you of many cares and anxieties; in short, a man who will produce results, and that is what you are looking for.

If you haven't got the right man in the right place, you will quickly discover it. Drop him then and try some one else. No matter how capable you are yourself, you can never make a round peg fit satisfactorily in a square hole. It won't produce results, at least not the kind of results you want. But, when you get the right man, the man of ambition, the man who is willing to work and work hard, the man who when he makes a mistake learns then and there never to make that same mistake again, put him on his mettle and see what he can do. Give him your confidence, tell him just what you want him to accomplish, and if you find he knows how to use his tools, let him use them in his own way. He will do more work and better work than he possibly could under any other circumstances. He will grow and develop surprisingly, because he will feel himself a part of the "personality of the business." There is many an employe who would thus grow and develop if the opportunity and the encouragement were given him. Perhaps you have just such a one in your own employ, some one who has never really been given a chance to develop or to show what he could do. If you have, try the experiment. Give him a chance to work out his own salvation. It will be a mighty good thing for him and for you, too. He will become self-reliant and capable, and you will gain an interested, thinking, careful assistant who will produce results, and they are what you are in business for.

E. D. Preston.

Ransom for a Human Life.

Few of those who, at the laying of the corner stone of a new public building, place a coin in the cavity reserved for the purpose are acquainted with the origin of the custom. This harmless practice is the shadow of an older tragic custom. The money stands, theoretically, for the ransom of the human being who by ancient superstition should have been buried in its place. Otherwise, it was held, the building would not stand firm and endure.

There was a time when this particular kind of human sacrifice had a vogue extending to most parts of the world. Even in England skeletons have been found imbedded in the bases of castle walls and there is record of one German fortress at the building of which a child was bought from the mother with hard cash and walled into the donjon tower—the unnatural mother, according to the story, looking on the while. Effigies of human beings are still used in some parts of Europe as harmless substitutes and in remoter and more ruthless places the old custom crops out from time to time in all its grim reality.

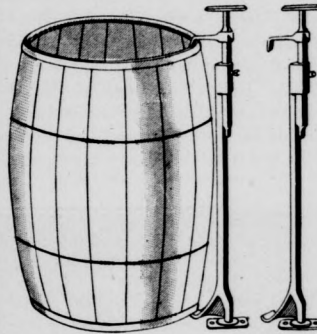
Write your letter when angry, but don't mail it until the next day.

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

ATLAS ADJUSTABLE BARREL SWING



A necessary article for the groceryman. Adjustable and surpassed by none. Once tried always used.

Stands for Strength, Durability, Cleanliness, Convenience.

For sale by wholesale grocers.

Atlas Barrel Swing Co.
Petoskey, Mich.

ATTENTION, JOBBERS!

We are agents for importers and shippers of oranges and lemons, breaking up cars and selling to *JOBBERS ONLY*. Best fruit at inside prices.

H. B. MOORE & CO., Grand Rapids

Four Color Map

of the

Japanese-Russian War District

9 1/2 by 12 inches in size

- 500 . . . \$ 6
- 1000 . . . 10
- 2000 . . . 15
- 5000 . . . 25

Including imprinting of firm name and business.

What better souvenir of the war can you present to your customers?

Sample free.

Tradesman Company
Grand Rapids

PAPER BOXES

We manufacture a complete line of **MADE UP and FOLDING BOXES** for

Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples. Prices reasonable. Prompt service.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

FLOUR

That is made by the most improved methods, by experienced millers, that brings you a good profit and satisfies your customers is the kind you should sell. Such is the **SELECT FLOUR** manufactured by the

ST. LOUIS MILLING CO., St. Louis, Mich.

Four Kinds of Goupon 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.



Michigan Knights of the Grip
President, Michael Howarn, Detroit;
Secretary, Chas. J. Lewis, Flint; Treas-
urer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan
Grand Counselor, J. C. Emery, Grand Rap-
ids; Grand Secretary, W. F. Tracy,
Flint.

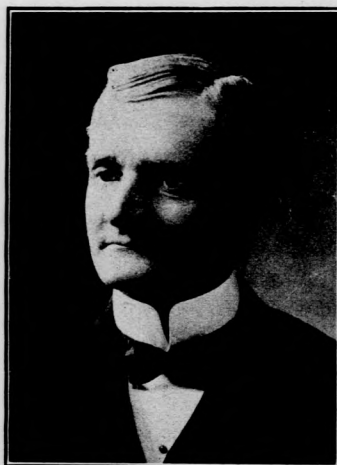
Grand Rapids Council No. 131, U. C. T.
Senior Counselor, S. H. Simmons; Secre-
tary and Treasurer, O. F. Jackson.

SUCCESSFUL SALESMEN.

D. E. Keyes, Representing Clark-Jewell-Wells Co.

David Edwin Keyes was born at Franklin, Lenawee county, Jan. 30, 1850, his antecedents on both sides being Yankee. At the age of 3 years his family removed to Olivet, where his father superintended the construction of Ladies' Hall, the first brick building erected by the College. When he was 14 years of age the family removed to Lansing, and soon after moving there young Keyes sought and obtained employment in the grocery store of Smith Hunter, who kept his clerk out of mischief sprouting potatoes, scraping codfish with a case knife to remove the tendency to redness, pumping kerosene from the barrel to the tank and back into the barrel again and delivering groceries with a push cart. During the winter of 1866 he went to school at Pontiac, returning to Olivet the following spring to work in the book store of his brother. The death of his father made him practically the head of the family and he shortly afterwards entered the book store of J. S. Baker, at Lansing, with whom he remained until the spring of 1870, when he lost his position through the destruction of the store and stock by fire. He then formed a copartnership with his brother, Geo. W. Keyes, and engaged in the book and stationery business under the style of D. E. Keyes & Bro. The combined capital of the new firm was \$16.50, their first invoice being purchased from Brown & Pilcher, of Jackson, amounting to \$119.67. This copartnership continued eighteen months, when David was attracted by the alluring reports which were received from the Dakotas and made a journey to the Red River Valley, going by stage from Breckenridge to Morehead, a distance of fifty miles. The alkali water and the rigorous climate were too much for him and Jan. 1, 1872, found him back in Lansing, engaged to travel for E. B. Millar & Co., now of Chicago, but then engaged in the wholesale grocery and spice business at Lansing. His territory included the D. L. & N. north, the Old Peninsula, now the Grand Trunk, from Lansing to Marcellus, and the Lake Shore and Michigan Central branches. He continued in this capacity two years, when he engaged with Robson Bros., wholesale grocers of Lansing, with whom he remained a similar period. From May to December, 1876, he was employed by D. M. Hastings, produce dealer at 161 South Water street, Chicago. He then returned to Lansing and for eight months sub-

sequently to Jan. 1, 1877, conducted the monument business on his own account. He then went to Ypsilanti and purchased the book and stationery stock of Wm. Terrell, which he continued until Oct., 1878, when he sold out to Chas. E. Rogers. For the next few months he was employed as traveling salesman by M. H. Birge & Sons, wall paper manufacturers of Buffalo, N. Y. He was deprived of his position by the destruction of the factory by fire. Jan. 1, 1881, he came to Grand Rapids and entered the employ of John Caulfield, then engaged in the wholesale grocery business on Canal street, with whom he remained eighteen months. He served a similar period with the old house of Shields, Bulkley & Lemon. He then engaged with Hamilton Carhartt & Co., of Detroit, for whom he traveled in Western Michigan territory un-



til they dissolved partnership. Barnes Bros., wholesale paper dealers of Detroit, claimed his services until July, 1888, when he went to Lincoln, Neb., and entered the employ of the State Journal Co., jobbers of stationery, traveling in Kansas along the line of the Missouri Pacific as far as Leavenworth. He remained with this house three years, when he engaged with A. T. Leming & Co., of Lincoln, Neb., for whom he traveled three years over the Southern half of Nebraska and the Eastern portion of Colorado. He then returned to Detroit and entered the employ of the New York Wall Paper Co., traveling in Ohio, Indiana and Michigan until Feb. 22, 1904, when he came to Grand Rapids and took the position of city salesman for the Clark-Jewell-Wells Co., by which house he is still employed.

Mr. Keyes was married Jan. 16, 1878, to Miss Mary A. Arms, of Lansing, and has two daughters, Hattie Marie and Edla Sophia, both of whom are accomplished violinists. The family resides at 77 State street.

Mr. Keyes is a strong believer in fraternal organizations and was for a long time a member of the old M. C. T. On removing to Nebraska he cast his fortunes with the Commercial Pilgrims of America, acting as Secretary of Lincoln Council No. 7 for several years. He was a charter member of Grand Rapids Council, No. 131, U. C. T., being the first member to serve a full term as Senior Counsel-

or. At present he is affiliated with Kalamazoo Council, No. 156. He is a member of the Michigan Knights of the Grip and Finance Keeper of the local lodge of the Maccabees of the World, in addition to which he was elected State Finance Keeper at the convention held at Flint Feb. 10.

Mr. Keyes attributes his success to "bull dog tenacity," as he expresses it, and those who know him best are willing to concede the justice of his claim. While he is not a member of any church, he believes in the doctrine of Chas. Reade's "Put Yourself in His Place" and has steadfastly adhered to this principle all through life.

The Watchword of Success.

Energy and watchfulness, steady and unceasing, are the common watchwords in every successful business. Such a spirit never lets well enough alone. It is constantly on the alert for weak spots. If a certain line of goods turn out to be less popular than was expected, no time is lost in getting rid of them, even at the sacrifice of some profit. Or, if the opportunity presents itself whereby some line can be bought at a little under price, stock and wearing qualities being equal, the keen, shrewd merchant grasps the opportunity to increase his percentage of profit.

To every merchant there come such opportunities, and it makes a difference—a wonderful difference—whether or not they are seized upon and turned to the mutual advantage of both customer and dealer.

Attention to details has won battles, made small men great, and built up businesses of colossal magnitude. If a store has nothing else in its favor, the one habit of looking to details ought to be sufficient to commend it to favorable attention.

Those Bright Girls.

She—In a college town the girls are made to walk on one side of the street and the boys on the other.

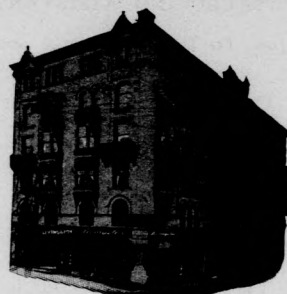
He—There's nothing to prevent the girls from looking on the sunny side, I suppose.

He Guessed Right.

Singleton—From what I have seen of your wife I am led to believe that she is somewhat of a temporizer.

Wedderly—You bet she is. I see her temper rise more frequently than I care to.

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled in Mich., 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 & Division Sts., Grand Rapids, Mich.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House

Cartoon Advance Cards

FOR COMMERCIAL TRAVELERS

Send 25 Cents, money or stamps, and I will send you 25 cards suitable for your trade. All different designs. For prices in large quantities and other particulars, address

BILLY NEWTON, Red Wing, Minn.

Western Travelers Accident Association

Sells Insurance at Cost

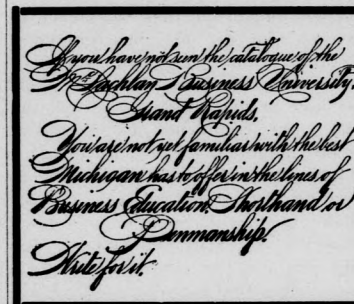
Has paid the Traveling Men over \$200,000

Accidents happen when least expected
Join now; I will carry your insurance to July 1.

Write for application blanks and information to

GEO. F. OWEN, Sec'y

75 Lyon Street, Grand Rapids, Michigan



GOLD IS WHERE YOU FIND IT

The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

J. A. ZAHN

1318 MAJESTIC BUILDING
DETROIT, MICH.

Gripsack Brigade.

Ithaca Journal: H. B. Crane, of the firm of VanDuzer & Crane, has taken a position as traveling salesman with the Crown Manufacturing Co., wholesale jewelers of Chicago.

John A. Weston, the well-known hardware salesman of Lansing, was a candidate for Mayor on the Democratic ticket this spring, receiving 1,945 votes out of a total vote of 4,164. His successful opponent was Hugh Lyons, a large employer of traveling salesmen.

E. S. Pettypiece, formerly traveling representative for the Grand Rapids branch of Wm. Reid, but more recently with the Standard Varnish Co., of Cleveland, has taken the position of house salesman for the Grand Rapids Glass & Bending Co. and will enter upon the duties of his new position at once.

Niles Mirror: C. W. Mansfield, of Ypsilanti, who represents the Chicago Paper Co., was in town to-day and made this office a pleasant call. Mr. Mansfield is one of the oldest traveling men, in point of continuous service, in Michigan, he having started out in 1863. Since that time he has confined his operations largely to Michigan, and he is known to the entire newspaper fraternity of the State as a genial, affable and square-dealing gentleman, he having been exclusively in the newspaper line for about thirty years. Previous to that time he sold wrapping paper for Barnes Bros., of Detroit, carrying newspaper goods also.

Peter J. Coppens, for many years a resident of Grand Rapids and one of the oldest commercial travelers running out of the city, died in his home, 425 Lake avenue, Tuesday morning. He was about 60 years of age and leaves a widow and one daughter. When he was a baby Mr. Coppens' parents moved upon a farm in Bowne township, and previous to coming to this city he lived on the old farm at Lowell. Mr. Coppens traveled for the Chicago Stove Co. and was himself an inventor of a soft coal heating stove. He had been on the road for nearly thirty years. Mr. Coppens was a native of Belgium, coming to this country with his parents when about a year old. He was essentially a self-made man. He was successful in business and most highly respected. In the most emphatic sense, Mr. Coppens was a man of domestic temperament. Although his business necessarily took him away from home much of the time, that home was his constant retreat and place of enjoyment when in the city. With an artistic temperament—in harmony with that of his gifted wife, the well-known artist—coupled with a wealth of ingenuity and inventive genius, he made his home surroundings, his house, his grounds, etc., beautiful. He was a most genial companion, a kindly neighbor and in the highest sense a good citizen.

Annual Banquet of the Michigan Gideons.

The third annual banquet of the Michigan Gideons will be held at Detroit Saturday and Sunday, April 23

and 24, at which time the following programme will be observed:

Saturday Afternoon.

Convention called to order by State President, D. W. Johns.
Singing.
Prayer by Chaplain H. F. Huntley.
Reading of minutes by Secretary.
Report of State Secretary.
Report of State Treasurer.
Report of Convention Treasurer.
Recommendations from State Executive Committee.
Reports of local camps.
President's annual address.
Unfinished business.
New business.
Election of State officers.
Election of officers, Camp No. 1.
General discussion of Gideon work.
Hymn.

Saturday from 6 to 7:30 p. m. a banquet for Gideons and Auxiliary will be held in the parlors of Woodward Avenue Baptist church.

Saturday Evening.

Gideon Camp Fire.
D. W. Johns, Moderator.
Ten-Minute Song Service, led by Edwards and Mayer.
Prayer, Rev. A. F. Knoblock.
Scripture, H. F. Huntley.
Music, by Male Chorus.
Address of Welcome, Spencer B. Meeser, D. D.

Address of Response, W. R. Fox.
Music, by Male Chorus.
Five-Minute Talks—Geo. A. Pierce, Grand Rapids; M. K. Ebbert, Toledo; James Martin, Fort Wayne; S. T. Kinsey, Grand Rapids; J. M. Pater-son, Detroit.

Sunday morning the Gideons will hold regular service at seven of the city churches and at 1 o'clock Sunday afternoon a mass meeting and rally will be held at the Woodward Avenue Baptist church under the auspices of J. H. Nicholson, with a fifteen-minute song service by Messrs. Edwards and Mayer.

Sunday evening the concluding service will be held at the same church under the auspices of Frank A. Vernor, at which time the following programme will be observed:

Fifteen-Minute Song Service, Edwards and Mayer.
Prayer, pastor of church, Spencer B. Meeser, D. D.
Scripture Reading (Judges 7:1-8 and 16-21), M. C. McBrayne. (The Gideons will stand at the reading, "and they stood, every man in his place," etc., and sing the rally song.)

Announcements.
Music by Choir.
Short Addresses, F. A. Garlick, St. Louis; Chas. H. Palmer, Chicago; J. H. Nicholson, Janesville, Wis.
Fifteen-Minute Praise and Testimony service.
Invitation.
Gideon Circle.
"God be with you till we meet again."
Benediction.

The Boys Behind the Counter.

Traverse City—J. D. Middleton, for some time with the Boston store, has taken a position with E. Wilhelm and will have charge of the general dry goods department.

Battle Creek—Charles Wiseman, formerly with the Smith-Winchester Co., of Jackson, as foreman of their

tin shop, has been secured by the Pittman-Coates Hardware Co. to take charge of their shop.

Niles—George Hendershot has gone to South Bend to take charge of a grocery stock for E. H. Moore & Son.

Calumet—R. H. Hocking has been advanced from his position in the grocery department at the Tamarack Co-operative store to manager of the clothing department of the same institution. Mr. Hocking succeeds P. L. Falvey, who has gone to Bisbee, Ariz., where he expects to locate. Mr. Hocking has been an employe of the Tamarack store for the last six years and his promotion is a deserved one.

Muskegon—J. M. Moore, who for four and a half years has been in charge of the department of silks, dress goods and linings of W. D. Hardy & Co.'s store, has offered his resignation, to take effect May 1, when he will go to Toledo, Ohio, to take a position as division manager with the Lyon Dry Goods Co.

Manistique—Dan J. Duhries, who has been in the employ of John R. Falk, the west side grocer, for some time, has resigned his position to accept one with Gamble & Robinson, the well-known commission merchants of Minneapolis, on their produce car which runs between Gladstone and the Soo. Mr. Dupries is thoroughly conversant with the commission business, having been engaged for a long time in the same capacity for E. P. Stacy & Co.

Marshall—Robert Peck has taken a clerkship in Dr. Pratt's drug store.

Allegan—Ray Hart and Will Anderson have taken positions as salesmen in the Sherwood & Griswold Co. store.

Holland—E. T. Henkinson, of Grand Rapids, a registered pharmacist, has taken a position in the drug store of Con DePree.

Pontiac—Tony Loehner, of St. Johns, has engaged as pharmacist with Crampton & Litchfield.

Jackson—John McVay, who for a number of years was connected with the Manufacturers' Shoe Co., of this city, and more recently manager of shoe departments at Kalamazoo and Benton Harbor, has taken the position as manager of the L. H. Field Co. shoe department.

Marlborough—The Marlborough Mercantile Co. has been so fortunate

as to secure the services of F. L. Aubery as manager of their store. Mr. Aubery enjoys an excellent reputation as a buyer and storekeeper and will undoubtedly augment his well-earned reputation in his new position.

Think Twice Before Speaking.

Harry Caruth tells of a school teacher down in Kentucky who was forever repeating to the children, "Think twice before you speak." They all knew it by heart, and were heartily tired of it, too.

One cold morning the teacher backed up close to the big stove, after having uttered his famous adage, when a little girl on the front seat said:

"Professor Hillis, I've thought once."

"Think again," he replied.

"Professor Hillis, I've thought twice."

"Well, now speak your thought."

"Yes, sir. I thought your coat tail was scorched, and now I think it is ablaze!"

Apparatus for Washing Smoke.

A smoke-washing apparatus is in successful use in London. It is claimed that the apparatus does away with the necessity for chimneys, as it produces the exact amount of draught required for complete combustion and deprives the smoke of its noxious properties. It consists of an electrically-driven fan, which draws the smoke from the fire and passes it into a stream of water, which extracts the sulphurous and unconsumed particles. It works automatically and only requires that the water in its lower part should be changed at regular intervals.

It Worked Both Ways.

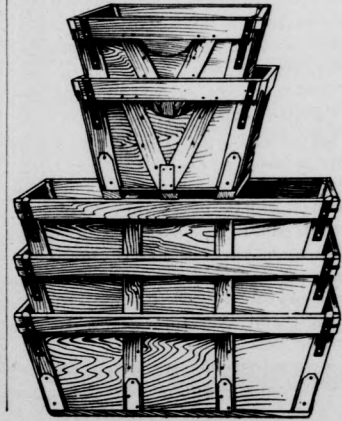
A well-known actor who prides himself upon knowing how to bring up the young idea, was recently telling his sixteen-year-old son, whom he considers very immature and young for his age, that he ought to do something for his glory and his country.

"Why, when George Washington was your age, my son," he said, "he was surveying the estate of Lord Fairfax."

The boy thought a moment and then replied quietly:

"Well, when he was your age, pa, he was President of the United States, wasn't he?"

The Wilcox Perfected Box



A common sense delivery, display or general purpose basket, built for service. Contains all the advantages of the best basket with the compactness and lightness of a box. Square corners; easy to handle; fits nicely in a delivery wagon; will nest without destroying a basket when pulled apart. One will outlast any two ordinary baskets. The handiest basket on the market for grocers, butchers, bakers, or any place where a light neat package is required. For sale by all first class jobbers everywhere. Manufactured by

Wilcox Brothers
Cadillac, Mich.



Michigan Board of Pharmacy.
 President—Henry Helm, Saginaw.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—Arthur H. Webber, Cadillac.
 C. B. Stoddard, Monroe.
 Sid A. Erwin, Battle Creek.
 Sessions for 1904.
 Ann Arbor—March 1 and 2.
 Star Island—June 20 and 21.
 Houghton—Aug. 23 and 24.
 Lansing—Nov. 1 and 2.

Mich. State Pharmaceutical Association.
 President—A. L. Walker, Detroit.
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 Second Vice-President—J. E. Weeks, Battle Creek.
 Third Vice-President—H. C. Peckham, Freeport.
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 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Park, Owosso.

Detecting Artificial Vanillin in Vanilla Extracts.

There is no well-defined test for vanillin, but you can get at it in a negative way, according to Prof. H. W. Wiley, of the Department of Agriculture. The artificial vanillin, made for the market, contains vanillin identical with the vanillin contained in the vanilla bean; but the vanilla bean, as the vanilla extract, contains, among its many "extractive matters" which enter into the food and fragrant value of vanilla extract, certain resins which can be identified with certainty in analysis by a number of determining reactions. Extract made without true vanilla can be detected by negative results in all these reactions.

Vanilla beans contain 4 to 11 per cent. of this resin. It is of a dark red to brown color and furnishes about one-half the color of the extract of vanilla. This resin is soluble in 50 per cent. alcohol, so that in extracts of high grade, where sufficient alcohol is used, all resin is kept in solution. In cheap extracts, where as little as 20 per cent. of alcohol by volume is sometimes used, an alkali—usually potassium bicarbonate—is added to aid in getting resin, gums, etc., in solution, and to prevent subsequent turbidity. This treatment deepens the color very materially.

Place 50 cc of the extract to be examined in a glass evaporating dish and evaporate the alcohol on the water bath. When alcohol is removed, make up about the original volume with hot water. If alkali has not been used in the manufacture of the extract, the resin will appear as a flocculent red to brown residue. Acidify with acetic acid to free resin from bases, separating the whole of the resin and leaving a partly decolorized, clear supernatant liquid after standing a short time. Collect the resin on a filter, wash with water and reserve the filtrate for further tests.

Place a portion of the filter with the attached resin in a few cubic centimeters of dilute caustic potash. The resin is dissolved to a deep red solution. Acidify. The resin is thereby precipitated.

Dissolve a portion of the resin in alcohol; to one fraction add a few drops of ferric chlorid; no striking

coloration is produced. To another portion add hydrochloric acid; again there is little change in color. In alcoholic solution most resins give color reactions with ferric chlorid or hydrochloric acid.

To a portion of the filtrate obtained above add a few drops of basic lead acetate. The precipitate is so bulky as to almost solidify, due to the excessive amount of organic acids, gums and other extractive matter. The filtrate from this precipitate is nearly, but not quite, colorless.

Test another portion of the filtrate from the resin for tannin with a solution of gelatin. Tannin is present in varying but small quantities. It should not be present in great excess.

P. H. Quinley.

The Drug Market.

Opium—Is dull and easy.

Morphine—Is unchanged.

Quinine—Has advanced 2c per ounce on account of higher price for bark at the Amsterdam sale on the 7th.

Cantharides, Russian—Are scarce and have advanced.

Cocaine—Is very firm. On account of competition between manufacturers prices have not advanced.

Norwegian Cod Liver Oil—Is unsettled as there is some doubt as to the amount to be marketed.

Epsom Salts—Have advanced 10c per hundred pounds and are tending higher.

Menthol—On account of larger stocks has declined.

Canada Balsam Fir—Is very scarce and advancing.

Oil Cedar Leaf—Is very scarce and high.

Oil Lemon Grass—Has advanced and is tending higher.

Oil Peppermint—Is very firm and advancing.

Oil Spearmint—Is scarce and high.

American Saffron—There is very little stock in the market and prices have doubled.

Gum Camphor—Price has been reduced 8c per pound by refiners. It is believed that decline is only temporary and in a short time price will again advance.

Blood Root—On account of some small stocks coming into market, is lower.

"Vichy" Not a Trademark.

In the Supreme Court of the United States in a suit to restrain the use of the word "Vichy" by La Republique Francaise against the Saratoga Vichy Spring Co., the court handed down the following opinions on the various points involved:

The word "Vichy" has by use become generic and indicative of the character of the water and can not be regarded as a trade-mark.

The owners of the French Vichy springs have no exclusive right to the use of the word "Vichy," since for the past thirty years they have permitted others to use that word in trade upon various waters, both natural and manufactured, having some similarity to that of the French springs, and therefore the word has become descriptive.

Geographical names often acquire a secondary signification indicative

not only of the place of manufacture or production but of the name of the manufacturer or producer and the excellence of the thing manufactured or produced, which enables the owner to assert exclusive rights to such name as against every one not doing business within the same geographical limits, and even against them if the name be used fraudulently for the purpose of misleading buyers as to the actual origin of the thing produced or of palming off the productions of one person as those of another.

As to infringement, it was held that the defendant has not simulated the label of the plaintiff or attempted to foist his goods upon the public as the goods of the plaintiff.

Bulldozing Medicine Men.

Either by a strange coincidence or by concerted action an effort is being made by a dozen or more large advertisers throughout the country to bulldoze the newspapers of Atlanta. It seems that there is a live advertising man there by the name of Jacobs, who, under the firm style of Jacobs' Pharmacy, conducts the three largest drug stores in that city. Jacobs is a slasher and a cutter of the worst kind, but no instance is known of his handing out or offering a substitute in any one of his stores. Substitution is the chief trial of the proprietary medicine man. The method of the bulldozing is offers from large patent medicine houses of contracts for big space, on condition that the newspapers will not accept any advertising of the Jacobs Pharmacy. This condition is made part of a printed form of contract. We understand that the Constitution not only refuses these offers, but resents them. Jacobs' own advertising in that paper amounts to more than \$10,000 a year. Some time ago we pointed out that in accepting a certain class of so-called patent medicine advertising, and constituting at least 75 per cent. of all of it, the newspapers were doing the advertiser a favor in permitting their readers to be conned. We are, consequently, not a little surprised at the action of the proprietary people. The retail drug trade association is the most insistent in their demands of any of the trade organizations, and ninety-nine out of a hundred of them are substituters, and these proprietary men, as well as the newspapers interested in their wares, should be thankful to the cutter and the department stores for coming to their rescue.—National Advertiser.

How Are Liquid Peptenoids Made?

Peptenoids are predigested foods. The usual way of proceeding for beef or other meats is as follows:

To 1,000 parts of finely chopped meat add 10,000 parts of water, 5 parts of U. S. P. pepsin and 5 parts

dilute hydrochloric acid. Then proceed as in the U. S. P. process for pepsin valuation. The end of the process is noted when nitric acid fails to produce a precipitate, indicating the total conversion of the albumens. Now neutralize carefully with sodium bicarbonate, strain through muslin, and evaporate in a water bath to the consistency of honey. It must be mixed with about 25 per cent. of glycerine to insure stability. Suitable corrigents, such as port wine, sherry or elixirs may then be added in order to impart an agreeable flavor to the preparation. The exact quantities should be readily determined by making a few experiments and testing its keeping qualities. Doubtless milk and gluten could be successfully treated in a similar way. You must remember that successful preparations of this kind are the results of many years' experimenting and testing. Do not expect to develop what you want at first, but make it out patiently and carefully on these lines.

Thos. Willetts.

Prospective Quinine Trust.

Dutch Indies papers comment upon rumors that the Peruvian bark raisers of Java are to form a trust. As Java supplies fully 75 per cent. of the total amount of Peruvian bark used in the world, and only eighty planters are engaged in cultivating the trees, it is proposed to erect more quinine factories in Java and to use at least one-half of the yearly crop for this purpose, as well as to interest the Peruvian bark growers in other countries in the trust and so increase and dictate the price for quinine in the markets of the world, independent of the European and American manufacturers.

What Is Disease?

What we call disease is the reaction of the human body against some harmful condition or surrounding.

What we call the action of medicine is very similar. It is simply the reaction or revolt of the human system against some foreign, harmful substance introduced into the body.

Thus the action of disease and the action of medicine can be defined by the use of exactly the same words.

FRED BRUNDAGE

Wholesale Drugs and Stationery,

Fishing Tackle, Sporting Goods,
Fireworks and Flags.

33-34 Western Ave., MUSKOGON, Mich.

FOR SALE

Soda Fountain, good as new. Cost \$450.00—will sell for \$60.00 and ship on approval. Address

"Soda"
Care Michigan Tradesman

FOOTE & JENKS
 MAKERS OF PURE VANILLA EXTRACTS
 AND OF THE GENUINE, ORIGINAL, SOLUBLE,
 TERPENELESS EXTRACT OF LEMON

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
 Highest Grade Extracts.

FOOTE & Jenks

JACKSON, MICH.

COLEMAN'S
 HIGH FOOTE & JENKS CLASS
 EXTRACTS

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum	Erechthitosis	Tinctures
Aceticum 6@ 8	Erigeron 4 25@4 50	Aconitum Nap's R 60
Benzolicum, Ger. 70@ 75	Gaultheria 2 50@2 60	Aconitum Nap's F 50
Boricum 17	Geranium oz. 75	Aloes 60
Carbolicum 25@ 28	Gossypil, Sem gal 50@ 60	Aloes & Myrrh 60
Citricum 38@ 40	Hedeoma 1 40@1 50	Arnica 50
Hydrochlor 3@ 5	Juniper 1 50@2 00	Assafetida 50
Nitricum 8@ 10	Lavendula 90@2 75	Atrope Belladonna 60
Oxalicum 12@ 14	Limonis 1 15@1 25	Aurant Cortex 50
Salicylicum 42@ 45	Mentha Piper 3 50@3 75	Benzoin 60
Sulphuricum 14@ 15	Mentha Verid. 5 00@5 50	Benzoin Co 50
Tannicum 1 10@1 20	Morrhuae, gal. 2 75@4 00	Barosma 50
Tartaricum 38@ 40	Myrcia 4 00@4 50	Cantharides 75
Aqua, 18 deg. 4@ 6	Olive 75@3 00	Cardamon 75
Aqua, 20 deg. 6@ 8	Picis Liquida 10@ 12	Cardamon Co 75
Carbonas 13@ 15	Picis Liquida gal. @ 35	Castor 1 00
Chloridum 12@ 14	Ricina 90@ 94	Catechu 50
Black 2 00@2 25	Rosmarini 1 00	Cinchona 50
Brown 80@1 00	Rosae, oz 5 00@6 00	Cinchona Co 60
Red 45@ 50	Sacchari 40@ 45	Columba 50
Yellow 2 50@3 00	Sabina 93@1 00	Cubebae 50
Bacca	Santal 2 75@7 00	Cassia Acutifol. 50
Cubebae po. 25 22@ 24	Sassafras 85@ 90	Cassia Acutifol Co 50
Juniperus 5@ 6	Sinapis, ess. oz. @ 65	Digitalis 53
Xanthoxylum 30@ 35	Thyme 40@ 50	Ergot 50
Balsamum	Thyme, opt 1@ 60	Ferri Chloridum 35
Cubebae po. 20 12@ 15	Theobromas 15@ 20	Gentian 50
Peru 60@ 65	Potassium	Gentian Co 60
Terabin, Canada 45@ 50	Bi-Carb 15@ 18	Guaiaca 50
Tolutan 45@ 50	Blechnomate 13@ 15	Guaiaca ammon 60
Cortex	Bromide 40@ 45	Hyoscyamus 50
Abies, Canadian 18	Chlorate po 17@19	Iodine 75
Cassiae 12	Cyanide 34@ 34	Iodine, colorless 75
Cinchona Flava 18	Iodide 2 75@2 85	Kino 50
Euonymus atro. 30	Potassa, Bitart pr 30@ 32	Lobelia 50
Myrica Cerifera 20	Potass Nitras opt 7@ 10	Myrrh 50
Prunus Virgini 12	Potass Nitras 6@ 8	Nux Vomica 50
Quillaia, gr'd. 14	Prussiate 23@ 26	Opil 75
Sassafras po. 18 14	Sulphate po 15@ 18	Opil, comphorated 50
Ulmus 25, gr'd. 45	Radix	Opil, deodorized 1 50
Extractum	Aconitum 20@ 25	Quassia 50
Glycyrrhiza Gla. 24@ 30	Althae 30@ 35	Rhatany 50
Glycyrrhiza, po. 28@ 30	Anchusa 10@ 12	Rhei 50
Haematox 11@ 12	Arum po 20@ 25	Rheubarbaria 50
Haematox, is 13@ 14	Calamus 20@ 40	Serpentaria 50
Haematox, 1/2 s. 14@ 15	Gentiana po 15 12@ 15	Stromontaria 60
Haematox, 1/4 s. 16@ 17	Glycyrrhiza pv 15 16@ 18	Tolutan 60
Ferru	Hydrastis Cana. @ 1 50	Valerian 50
Carbonate Precip. 2 25	Hydrastis Can po @ 1 50	Veratrum Veride. 50
Citrate and Quina 75	Hellebore, Alba. 12@ 15	Zingiber 20
Citrate Soluble 75	Inula, po 13@ 22	Miscellaneous
Ferrocyanidum S. 40	Ipecac po 2 75@2 80	Aether, Spts Nit 3 30@ 35
Solut. Chloride. 15	Iris plox 35@ 40	Aether, Spts Nit 4 34@ 38
Sulphate, com'l. 3	Jalapa pr 25@ 30	Alumen, gr'd po 7 3@ 4
Sulphate, com'l. by 9	Maranta 1/4 s 22@ 25	Annatto 40@ 50
bbi, per cwt. 70	Podophyllum po. 22@ 25	Antimoni, po 4@ 5
Sulphate, pure 9	Rhei 75@1 00	Antimoni et Po T 40@ 50
Flora	Rhei, cut 12@ 15	Antipyrin 25
Arnica 15@ 18	Rhei, pv 75@1 35	Antifebrin 20
Anthemis 22@ 25	Spigella 35@ 38	Argenti Nitras, oz 48
Matricaria 30@ 35	Sanguinari, po 24 @ 22	Arsenicum 10@ 12
Folia	Serpentaria 65@ 70	Balm Gilead buds 45@ 50
Barosma 30@ 33	Senega 75@ 85	Bismuth S N 2 20@2 30
Cassia Acutifol. 20@ 25	Smilax, off's H 4@ 5	Calcium Chlor, is @ 9
Cassia Acutifol. 20@ 25	Smilax, M 12@ 15	Calcium Chlor, 1/2 s @ 10
Salvia officinalis 12@ 30	Scilla, po 35 10@ 12	Calcium Chlor, 1/4 s @ 12
1/4 s and 1/2 s. 25@ 30	Symplocarpus @ 25	Cantharides, Rus. @ 20
Uva Ursi. 8@ 10	Valeriana Eng. @ 25	Capsic Fruc's af. @ 20
Gummi	Valeriana, Ger 15@ 20	Capsic Fruc's B po. @ 22
Acacia, 1st pld. @ 65	Zingiber a 14@ 16	Cap'i Fruc's B po. @ 15
Acacia, 2d pld. @ 45	Zingiber j 16@ 20	Caryophyllus 25@ 28
Acacia, 3d pld. @ 35	Semen	Carmine, No 40. @ 3 00
Acacia, sifted sts. @ 28	Anisum po. 20 @ 16	Cera Alba. 50@ 55
Acacia, po. 45@ 65	Apium (gravel's). 13@ 15	Cera Flava 44@ 42
Aloe, Barb. 12@ 14	Bird, is 4@ 6	Crocus 1 35@1 45
Aloe, Cape. @ 25	Carul po 15 10@ 11	Cassia Fructus @ 35
Aloe, Socotri @ 30	Cardamon 70@ 93	Centraria @ 10
Ammoniac 55@ 60	Coriandrum 8@ 10	Cetaceum @ 45
Assafoetida 35@ 40	Cannabis Sativa. 75@ 80	Chloroform 55@ 60
Benzoinum 50@ 55	Cydonium 75@1 00	Chloro'm Scutibba @ 1 10
Catechu, is @ 13	Cheopodium 25@ 30	Chloral Hyd Crst. 1 35@1 60
Catechu, 1/2 s. @ 14	Dipterix Odorate. 80@1 00	Chondrus 20@ 25
Catechu, 1/4 s. @ 16	Foeniculum @ 18	Cinchonidine P-W 38@ 48
Campthore 95@1 00	Foenugreek, po 7@ 9	Cinchonide Germ 38@ 48
Euphorbium @ 40	Lini 4@ 6	Cocaine 3 80@4 00
Galbanum @ 1 00	Lini, grd bbl 4 3@ 6	Corks list d p ct. 75
Gamboge po. 1 25@1 35	Lobelia 75@ 80	Creosotum @ 45
Guaiacum po. 35 @ 75	Pharlaris Cana'n 6 1/4@ 8	Creta bbl 75 @ 2
Kino po. 75@ 80	Rapa 5@ 6	Creta, prep @ 11
Mastic po. 45 @ 40	Sinapis Alba 7@ 9	Creta, precip 9@ 11
Myrrh po. 3 25@3 30	Sinapis Nigra 9@ 10	Creta, Rubra @ 8
Opil 60@ 65	Spiritus	Crocus 58@ 60
Shellac 65@ 70	Frumenti W D. 2 00@2 50	Cudbear @ 24
Shellac, bleached 65@ 70	Frumenti 1 25@1 50	Cupri Sulph 6@ 8
Tragacanth 70@1 00	Juniperis Co O T. 1 65@2 50	Dextrine 7@ 10
Herba	Juniperis Co 1 75@2 50	Ether Sulph 78@ 92
Absinthium, oz pk 25	Saccharum N E. 1 90@2 10	Emery, all Nos. @ 8
Eupatorium oz pk 20	Spt Vini Galli 1 75@6 50	Emery, po @ 6
Lobelia oz pk 25	Vini Oporto 1 25@2 00	Ergota po 90 85@ 90
Majorum oz pk 25	Vini Alba 1 25@2 00	Flake White 12@ 15
Mentha Pip oz pk 25	Sponges	Galla @ 22
Mentha Vir oz pk 35	Florida sheeps wl carriage 2 50@2 75	Gambler 8@ 9
Rue oz pk 35	Nassau sheeps wl carriage 2 50@2 75	Gelatin, Cooper @ 60
Tanacetum V. 22	Velvet extra shps' wool, carriage @ 1 50	Gelatin, French 35@ 60
Thymus V. oz pk 25	Extra yellow shps' wool, carriage @ 1 25	Glassware, fit box 75 @ 5
Magnesia	Grass sheeps' wl carriage @ 1 00	Less than box 70
Calcined Pat. 55@ 60	Hard, slate use @ 1 00	Glue, brown 11@ 13
Carbonate Pat. 18@ 20	Yellow Reef, for slate use @ 1 40	Glue, white 15@ 25
Carbonate K-M. 18@ 20	Syrups	Glycerina 17 1/2@ 25
Carbonate 18@ 20	Acacia @ 50	Grana Paradisi @ 25
Absinthium 3 00@3 25	Aurant Cortex @ 50	Fumulus 25@ 55
Amygdalae, Dulc. 50@ 60	Zingiber @ 50	Hydrarg Ch Mt. @ 95
Amygdalae Ama. 8 00@8 25	Ipecac @ 50	Hydrarg Ch Cor @ 90
Anisi 1 75@1 85	Ferri Iod @ 50	Hydrarg Ox Ru'm @ 1 05
Aurant Cortex 2 10@2 20	Rhei Arom @ 50	Hydrarg Ammo'l. @ 1 15
Bergamit 2 85@3 25	Smilax Off's 50@ 60	Hydrarg Ungue'm @ 60
Caliputi 1 10@1 15	Senega @ 50	Hydrargyrum @ 85
Caryophylli 1 60@1 70	Scilla @ 50	Ichthyobolla, Am. 90@1 00
Cedar 35@ 70	Scillae Co @ 50	Indigo 75@1 00
Chenopadii @ 2 00	Tolutan @ 50	Iodide, Resubi 3 85@4 00
Cinnamoni 1 10@1 20	Prunus virg @ 50	Iodoform 10@ 20
Citronella 40@ 45		Lupulin @ 50
Conium Mac. 80@ 90		Lycopodium 75@ 80
Copaiba 1 15@1 25		Macis 65@ 75
Cubebae 1 30@1 35		Liquor Arsen et Hydrarg Iod @ 25

Mannia, S F 75@ 80	Sapo, M 10@ 12	Lard, extra 70@ 80
Menthol 6 50@7 00	Sapo, G @ 25	Lard, No. 1 60@ 65
Morphia, S P & W. 2 35@2 60	Selditz Mixture. 30@ 32	Linseed, pure raw 43@ 46
Morphia, S N Y Q. 2 35@2 60	Sinapis @ 18	Linseed, boiled 44@ 47
Morphia, Mal 2 35@2 60	Sinapis, opt @ 30	Neatsfoot, w str. 65@ 70
Moschus Canton. @ 40	Snuff, Maccaboy, De Voes @ 41	Putty, strictly pr. 2 1/2 @ 3
Myristica, No. 1. 38@ 40	Snuff, S'h De Vo's @ 41	Spts. Turpentine. 67@ 72
Nux Vomica, po 15 @ 10	Soda, Boras 9@ 11	Paints bbl L
Os Sepia 25@ 28	Soda, Boras, po. 9@ 11	Red Venetian. 1 1/2 @ 2 @ 8
Pepsin Saac, H & F D Co @ 1 00	Soda et Pot's Tart 28@ 30	Ochre, yel Mars 1 1/2 @ 2 @ 4
Picis Liq N N 1/2 @ 2 00	Soda, Carb 1 1/2 @ 2	Ochre, yel Ber. 1 1/2 @ 2 @ 3
Picis Liq, qts. @ 2 00	Soda, Bi-Carb 3@ 5	Putty, comm'l. 2 1/2 @ 3
Picis Liq, pints. @ 85	Soda, Ash 3 1/2 @ 4	Putty, strictly pr. 2 1/2 @ 3
Pil Hydrarg po 80 @ 50	Soda, Sulphas @ 2 60	Vermillion, Prime American 13@ 15
Piper Nigra po 22 @ 18	Spts, Cologne @ 2 60	Vermillion, Eng. 70@ 75
Piper Alba po 35 @ 30	Spts, Ether Co. 50@ 55	Green, Paris 14@ 18
Pilx Burgun @ 10 12	Spts, Myrcia Dom @ 2 00	Green, Feninsular 13@ 16
Plumbi Acet 10@ 12	Spts. Vini Rect bbl @	Lead, red 6 1/2 @ 7
Pulvis Ip'c et Opil. 1 30@1 50	Spts. Vini Rect 1/2 b @	Lead, white 6 1/2 @ 7
Pyrethrum, bxs H & P D Co. doz. @ 75	Spts. Vini R't 10 gal @	Whiting, white S'n @ 90
Pyrethrum, pv 25@ 30	Spts. Vini R't 5 gal @	Whiting, Gilders. @ 95
Quassia 8@ 10	Strychnia, Crystal 90@1 15	White, Paris, Am'r @ 1 25
Quinia, S P & W. 29@ 39	Sulphur, Subl 2 1/2 @ 4	Whit'g, Paris, Eng cliff @ 1 40
Quinia, S Ger. 29@ 39	Sulphur, Roll 2 1/2 @ 3 1/2	Universal Prep'd. 1 10@1 20
Quinia, N Y 29@ 39	Tamarindus 3@ 10	Varnishes
Rubia Tinctorum. 12@ 14	Terebenth Venice 25@ 30	No. 1 Turp Coach. 1 10@1 20
Saccharum La's. 20@ 22	Theobromae 44@ 50	Extra Turp 1 60@1 70
Salacin 4 50@4 75	Vanilla 9 00@10	Coach Body 2 75@3 00
Sanguis Drac's. 40@ 50	Zinci Sulph 7@ 8	No. 1 Turp Furn. 1 00@1 10
Sapo, W 12@ 14	Oils	Extra T Damar. 1 55@1 60
	Whale, winter 70@ 70	Jap Dryer No 1 T 70@

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.

6

Table with 2 columns: Item Name and Price. Includes sections for MOLASSES, MUSTARD, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Sausages, Beef, Pig's Feet, Tripe, Casings, Uncolored Butterine, Canned Meats, RICE, and various other food items.

7

Table with 2 columns: Item Name and Price. Includes sections for SALAD DRESSING, SALERATUS, SAL SODA, SALT, Butter, Shaker, Cheese, Common Grades, Warsaw, Solar Rock, Common, Granulated Fine, Medium Fine, SALT FISH, Cod, Halibut, Herring, Holland, White Hoops, Norwegian, Round, Scaled, Trout, Mackerel, Mess, Pig's Feet, Whitefish, No. 1 No. 2 Fam, SEEDS, Anise, Canary, Cardamom, Celery, Mixed Bird, Mustard, Poppy, Itape, Cattle Bone, SHOE BLACKING, SNUFF, and Vaseline.

8

Table with 2 columns: Item Name and Price. Includes sections for SOAP, Central City Soap Co's brand, Jaxon, Johnson Soap Co. brands, Silver King, Scotch Family, Cuba, J. S. Kirk & Co. brands, American Family, Dusky Diamond, Dusky D'nd., Jap Rose, Savon Imperial, White Russian, Dome, oval bars, Satinet, oval, White Cloud, Lantz Bros. & Co. brands, Big Acme, Acme, 100-3/4 lb. bars, Big Master, Snow Boy Pd'r, 100 pk. 40, Marselles, Croctor & Gamble brands, Lenox, Ivory, 6 oz, Ivory, 10 oz, Star, A. B. Wrisley brands, Good Cheer, Old Country, Scouring, Enoch Morgan's Sons, Sapolio, half gross lots, Sapolio, single boxes, Sapolio, hand, SODA, Boxes, English, SPICES, Whole Spices, Allspice, Cassia, China in mats, Cassia, Batavia, bund, Cassia, Saigon, broken, Cassia, Saigon, in rolls, Cloves, Amboyna, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 105-10, Nutmegs, 15-20, Pepper, Singapore, blk, Pepper, Singap. white, Pepper, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, bund, Cassia, Saigon, broken, Cloves, Zanzibar, Ginger, African, Ginger, Cochin, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, blk, Pepper, Singap. white, Pepper, Cayenne, Sage, STARCH, Common Gloss, 1 lb. packages, 3 lb. packages, 5 lb. packages, 40 and 50 lb. boxes, Barrels, Common Corn, 20 lb. packages, 40 lb. packages, SYRUPS, Corn, Barrels, Half Barrels, 20 lb. cans, 1/2 lb in case, 10 lb. cans, 1/2 lb in case, 5 lb. cans, 1/2 lb in case, 2 1/2 lb. cans, 2 lb. in case, Pure Cane, Fair, Good, Choice, TEA, Japan, Sundried, medium, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Regular, fancy, Basket-fired, medium, Basket-fired, choice, Nibs, Siftings, Fannings, Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, fancy, Amoy, medium, Amoy, choice, English Breakfast, Medium, Choice, Fancy, India, Ceylon, choice, Fancy.

9

Table with 2 columns: Item Name and Price. Includes sections for TOBACCO, Fine Cut, Cadillac, Sweet Loma, Hiawatha, 5 lb. pails, Hiawatha, 10 lb. pails, Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Tiger, Plug, Red Cross, Palo, Kyo, Hiawatha, 4 lb, Battle Axe, American Eagle, Standard Navy, Spear Head, 16 oz, Spear Head, 8 oz, Nobby Twist, Holy Tar, Old Honesty, Toddy, J. T., Piper Heidsieck, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Smoking, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, 16 oz, I X L, 5 lb, I X L, 16 oz, pails, Honey Dew, Goby Block, Chips, Kiln Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, 1 2-3 oz, Yum Yum, 1 lb. pails, Cream, Corn Cake, 2 1/2 oz, Corn Cake, 1 lb., Plow Boy, 1 2-3 oz, Plow Boy, 3 1/2 oz, Peerless, 3 1/2 oz, Peerless, 1 2-3 oz, Cant Hook, Country Club, Fore-X-XXX, Good Indian, Self Binder, Silver Foam, TWINE, Cotton, 3 ply, Cote, 2 ply, Hemp, 8 ply, Flax, medium, Wool, 1 lb. balls, VINEGAR, Malt White Wine, 40 gr. 8, Malt White Wine, 80 gr. 11, Pure Cider, B & B, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, WASHING POWDER, Diamond Flake, Gold Brick, Gold Dust, regular, Gold Dust, 5c, Kirkoline, 24 lb., Pearlina, Soapine, Rabbit's 1776, Roseline, Armour's, Nine O'clock, Wisdom, Scouring, Rub-No-More, WICKING, No. 0 per gross, No. 1 per gross, No. 2 per gross, No. 3 per gross, WOODENWARE, Baskets, Bushels, wide band, Market, Splint, large, Splint, medium, Splint, small, Willow, Clothes, large, Willow, Clothes, med, Willow, Clothes, small, Bradley Butter Boxes, 2 lb. size, 24 in case, 3 lb. size, 16 in case, 5 lb. size, 12 in case, 10 lb. size, 6 in case, Butter Plates, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate, Churns, Barrel, 5 gal., each, Barrel, 10 gal., each, Barrel, 15 gal., each, Clothes Pins, Round head, 5 gross bx, Round head, cartons.

10

Table with 2 columns: Item Name and Price. Includes sections for Egg Crates, Humpty Dumpty, No. 1, complete, No. 2, complete, Faucets, Cork lined, 8 in, Cork lined, 9 in, Cork lined, 10 in, Cedar, 8 in, Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 common, No. 2 pat. brush holder, 12 lb. cotton mop heads, Ideal No. 7, Pails, 2-hoop Standard, 3-hoop Standard, 3-wire, Cable, Cedar, all red, brass, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, Tub, 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, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bowls, 11 in. Butter, 13 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short ctn.13, Wax Butter, full count,20, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Cream, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, White fish, Trout, Black Bass, Halibut, Ciscoes or Herring, Bluefish, Live Lobster, Botted Lobster, Cod, Haddock, No. 1 Pickers, Pike, Perch, dressed, Smoked White, Red Snapper, Col. River Salmon, Mackerel, OYSTERS, Per can, F. H. Counts, Extra Selects, Selects, Perfection Standards, Anchors, Standards, Bulk, Standard, gal., Selects, gal., Extra Selects, gal., Fairhaven Counts, gal.175, Shell Oysters, per 100 1 00, Shell Clams, per 100 1 00, HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer Hides, 60 lbs. over, Cow Hides, 60 lbs. over, Pelts, Old Wool, Lamb, Shearlings, Tallow, No. 1, No. 2, Wool, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium, CONFECTIONS, Stick Candy, Pails, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32 lb., Extra H. H., Boston Cream, Old Time Sugar stick, 30 lb. case, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Star, Hand made Cream, Premio Cream mixed, Fancy-In Pails, O F Horehound Drop, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Quinette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, 20 lb. pails, Molasses Chews, 15 lb. cases, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Brilliant Gums, Crys. 60, O. F. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Crms., Cream Butters, and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, Buster Brown Goodies, Up-to-Date Assmt, F. Bossenberger's brands, Caramels, Nut caramels, Kisses, Chocolates, Pop Corn, Dandy Smack, 24s, Dandy Smack, 100s, Pop Corn Critters, Pop Corn Toast, 100s, Cracker Jack, Pop Corn Balls, NUTS, Whole, Almonds, Tarragona, Almonds, Ivica, Almonds, California sft, shelled, new, Brazils, Filberts, Walnuts, French, Walnuts, soft shelled, Cal. No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu, Ohio new, Cocoanuts, Chestnuts, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Wilbert Meats, Alcant Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice, H. P. J'be, Choice, H. P. P. Jumbo, Roasted.

11

Table with 2 columns: Item Name and Price. Includes sections for Pelts, Old Wool, Lamb, Shearlings, Tallow, No. 1, No. 2, Wool, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium, CONFECTIONS, Stick Candy, Pails, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32 lb., Extra H. H., Boston Cream, Old Time Sugar stick, 30 lb. case, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Star, Hand made Cream, Premio Cream mixed, Fancy-In Pails, O F Horehound Drop, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Quinette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, 20 lb. pails, Molasses Chews, 15 lb. cases, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Brilliant Gums, Crys. 60, O. F. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Crms., Cream Butters, and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, Buster Brown Goodies, Up-to-Date Assmt, F. Bossenberger's brands, Caramels, Nut caramels, Kisses, Chocolates, Pop Corn, Dandy Smack, 24s, Dandy Smack, 100s, Pop Corn Critters, Pop Corn Toast, 100s, Cracker Jack, Pop Corn Balls, NUTS, Whole, Almonds, Tarragona, Almonds, Ivica, Almonds, California sft, shelled, new, Brazils, Filberts, Walnuts, French, Walnuts, soft shelled, Cal. No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu, Ohio new, Cocoanuts, Chestnuts, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Wilbert Meats, Alcant Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice, H. P. J'be, Choice, H. P. P. Jumbo, Roasted.

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER

Jaxon Brand



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 55
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 1300
5 lb cans 2150

BLUING

Aretic 4 oz ovals, p gro 4 00
Aretic 8 oz ovals, p gro 6 00
Aretic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb pack's..2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500.....33 00
500 or more.....32 00
..000 or more.....31 00

COCOANUT

Baker's Brazil Shredded



70 1/2 lb pkg. per case..2 60
35 1/2 lb pkg. per case..2 60
38 1/2 lb pkg. per case..2 60
16 1/2 lb pkg. per case..2 60

FRESH MEATS

Beef
Carcass 6 1/2 @ 7 1/2
Forequarters 5 @ 6
Hindquarters 7 1/2 @ 9
Loins 8 @ 13
Ribs 9 @ 12
Rounds 7 @ 8
Chucks 5 @ 6
Plates @ 5
Pork
Dressed @ 6 1/2
Loins @ 9 1/2
Boston Butts @ 8 1/2
Shoulders 7 1/2 @ 8
Leaf Lard @ 7 1/2
Mutton
Carcass 6 @ 7 1/2
Lambs 9 @ 11
Veal
Carcass 4 1/2 @ 7



CORN SYRUP
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...
1/2 lb Top, M & J, 1 lb...
Royal Java
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; B. Des-
enberg & Co., Kalamazoo;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Ray City; Pielbach Co.,
Toledo.

COFFEE SUBSTITUTE

Javril

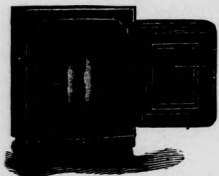


2 doz. in case 4 10
CONDENSED MILK
4 doz in case



Gall Borden Eagle 6 40
Crown 5 90
Champion 4 25
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream. 4 00

SAFES



Full line of the celebrated
Diebold fire proof safes
kept in stock by the
Tradesman Company.
Twenty different sizes on
hand at all times—twice
as many of them as are
carried by any other house
in the State. If you are
unable to visit Grand Rap-
ids and inspect the line
personally, write for quo-
tations.

SALT



Jar-Salt
One dozen
Ball's quart
Mason jars
(3 pounds
each) 85

SOAP
Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs.2 40
Black Hawk, ten bxs.2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

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Coupon Books

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same price
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They are
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Tradesman Company
Grand Rapids

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Who are solicitous of their health and thoughtful of their future pecuniary interests are urged to try

Voigt's "BEST BY TEST"
Crescent

"The Flour Everybody Likes"

They are assured of receiving a just and fair equivalent for their labors. No other flour offers so much in return for the money expended. Pure and wholesome, a great muscle builder; it gives to the human system a buoyancy of spirit and power of endurance not to be acquired through any other source. With us

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for its full value, no matter who spends it.

Voigt Milling Co., Grand Rapids, Mich.



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The copy of our monthly catalogue, our only drummer, sent to you is really that.

Our drummer neither hurries nor jollies you—waits absolutely on your convenience—appeals to you solely from the standpoint of good business.

His line is the largest and most varied—his house is without a superior in reputation for right dealing.

He submits truthful pictures, clear descriptions, guaranteed rock-bottom prices—and, every time, a considerable number of those "snaps" for which many a merchant incurs the expense of a trip to market.

At every call he offers practical suggestions as to ways and means of advertising and of solving other store problems.

A special call by "Our Drummer" is any merchant's for the asking. The latest catalogue is No. J499.

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Wholesalers of Everything—By Catalogue 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.

BUSINESS CHANCES.

For Sale—\$7,500 up-to-date stock of dry goods, etc., \$3,800 clothing and furnishing goods at 60 cents on dollar spot cash; stock at Rochester, Mich. Address David King, 59 Michigan Ave., Detroit, Mich. 385

To Trade for stock of dry goods—a store building in best location, Beatrice, Neb. Well rented. Cash value \$8,000. Address J. J. Friedman, Saginaw, Mich. 384

Two Bargains in Colorado—25 room hotel in small smelter town in mountains; fine scenery, fishing, healthy; worth \$2,500; sell at half price; owner in East; clears over \$1,000 during summer; fine chance for summer outing. 97 acre grain and produce ranch adjoining Ft. Logan, limits of Denver; plenty of buildings for raising produce to sell to soldiers at high price at door; 35 acres growing grain; sure living, fine land, scenery, health; to sacrifice by brothers who disagree; \$35 acre, one-third down; worth \$60. Tenney, Box 237, Denver, Colo. 373

Want to buy drug store in Michigan \$2,000 to \$3,000. To save time, give full particulars. V. Roussin, Ludington, Mich. 377

For Sale—First-class furniture stock, centrally located. Rent store three or five years. Also elegant home; finest corner in the city. A great bargain. Going to California. H. N. James, 371 River St., Aurora, Ill. 374

For Sale Cheap—Light peddling wagon; also one delivery wagon. Address Box 372, Lakeview, Mich. 375

For Sale—Country store doing good business; competition light; will sell all or part of stock; postoffice and telephone in store. Reason for selling, have two other stores. Address Lock Box 372, Lakeview, Mich. 376

For Rent or Sale—Two story brick building on corner 20½x50 ft., with brick addition 30x50 ft.; shelved for clothing and dry goods; cheap. Also well adapted for a large grocery store. J. H. Jones, Agent, Henry, Ill. 372

For Sale—One-half interest in a live healthy real estate business in this city; business in shape for quick returns. Address J. B., 167 Kerr St., Memphis, Tenn. 371

For Sale—Oak stumpage, from three to six million feet. For particulars address F. V. Idleman, Scherr, W. Va. 380

To Exchange—New World bicycle for Remington. Smith-Premier or Densmore typewriter. Must be in good repair. Address C. E. Mansfield, Colling, Mich. 382

For Sale—Drug stock and fixtures, invoicing about \$2,000 in town of about 800 on Lake Michigan; two railroads; no competition; reason for selling, ill health. Address No. 383, care Michigan Tradesman. 383

For Sale—The only men's and boys' clothing and furnishing goods store in Oregon, Mo., the county seat of Holt county, lying in richest part of Northwest Missouri. Stock invoices between \$8,000 and \$9,000, all new goods. Will sell residence if desired. Address W. B. Hinde, Oregon, Mo. 355

For Sale—One of the best stocks of general merchandise in Central Michigan. Reason for selling, other business. Invoices \$10,000. Address C. O. D., care Michigan Tradesman. 357

For Rent—Fine location for a department, general, or dry goods store. Large stone building, three entrances, on two main business streets. Rent reasonable. Possession given "in April." Don't fail to write. Chas. E. Nelson, Waukesha, Wis. 364

For Sale—A general stock in best location in county seat, Southwestern Michigan; invoices about \$12,000. This is a money-maker; owner is engaged in manufacturing and must devote his entire time to same; low rent; center of fruit belt. Address No. 366, care Michigan Tradesman. 366

For Sale, Real Bargain—Well selected stock drugs, invoicing \$2,409, 10 per cent off; two-story frame building, value \$3,000, for \$2,500; easy terms; together with above or separate. Reason for selling, retiring from business. Address Werner VonWalthausen, 1345 Johnson St., Bay City, Mich. 365

For Sale—To close an estate, one of the best business chances in Southwest Missouri; doing a large business; stock consists of dry goods, notions, boots and shoes and groceries. Invoices about \$10,000. Liberal discount to buyer. M. H. & C. W. Trott, Jasper, Mo. 330

120 acre farm two and a half miles from railroad. Wish to trade for stock of hardware. Lock Box 491, Shelby, Mich. 45

Shoe Stock For Sale—In hustling, rapid-growing town in Southern Michigan. Stock \$1,600, fresh, first-class condition; excellent farming country; poor health; particulars address Shoe Stock, care Michigan Tradesman. 270

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale or Exchange—A good drug stock and fixtures, located on good business street in Grand Rapids. Good location. Good reasons for selling. Address No. 109, care Michigan Tradesman. 109

For Sale—Good stock drugs, dry goods and groceries. Poor health. Good chance. Address No. 179, care Michigan Tradesman. 179

For Sale—A fully equipped cheese factory, first-class location; a good opportunity for the right man. Address E. E. Church, Clarksville, Mich. 294

For Sale—A good confectionery and soda fountain business in a city of 5,000; worth \$2,500; will sell for \$1,500. W. H. Perrin, Three Rivers, Mich. 293

Well Equipped Machine Shop and foundry for sale at a bargain. Address A. D. DeLand, Manager, Sheboygan, Wisconsin. 329

Good paying drug store in Western Michigan, town of 1,400, cash or secured payments. Address No. 327, care Michigan Tradesman. 327

80 acres cut over land for exchange for merchandise. 321½ Lake street, Petoskey, Mich. 363

For Sale—A first-class business, established 10 years; stoves, furnaces, tinning, plumbing, hot water and steam heating; trade increasing; no opposition; best location; five minutes from Harrisburg via trolley; four railroads; stock and complete outfit. Good reasons for selling. J. A. K. Lemoyne, Pa. 324

For Sale—\$4,500 stock groceries and meat market doing \$45,000 business annually. Illinois mining town, 8,000 population. Address No. 331, care Michigan Tradesman. 331

Furniture Business Wanted—Small or medium stock preferred. Must be cheap for cash. Address Box 394, Marion, Ohio. 322

Wanted—To buy drug store. Address No. 241, care Michigan Tradesman. 241

For Sale—Building 36x100, solid brick store, plate front, two stories, Brillion, Wis. Good opening for hardware or general store. A bargain. Address Wm. Tesch, Appleton, Wis. 202

For Sale, Cheap—A ten syrup soda fountain and fixtures. Enquire No. 199, care Michigan Tradesman. 199

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 of any kind. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Rent—A good two-story brick store on a good business corner, in a good business town; city water and electric lights. Address P. O. Box No. 298, Decatur, Mich. 115

For Sale—Rare chance. One of only two general stores in best village in Genesee county. Write for description. Address No. 881, care Michigan Tradesman. 881

We Can Sell for Cash—Your stock of goods or business, no matter where located. Our plan gets the buyer. Write to-day. Wood's Investment Co., Main Office, Wellington, Kas. 351

For Sale—A strictly high-grade, two-seated surrey for less than manufacturer's cost, Stanhope style, and made from the best materials money can buy; ball bearing axles and pneumatic tires. This is a bargain. M. F. Goodrich, Jackson, Mich. 352

For Sale—New Giant soda fountain. Will sell cheap; a big money-maker in small town; also 8 foot dispensing soda counter. Address C. E. H., care Michigan Tradesman. 345

For Sale at a Bargain—Building and stock of merchandise, entirely new and four and a half miles from railroad. Enquire of No. 350, care Michigan Tradesman. 350

Store For Rent—Good location. Martha Brewer, Owosso, Mich. 328

For Sale—Fine stock farm, 440 acres; Newton township; fine buildings; good timber; \$18,000. James Redfield, Marshall, Mich. 316

For Sale—Soda fountain, almost new. A big bargain. Address J. H. Fenner, Negaunee, Mich. 302

For Sale—A \$3,500 stock of clothing, all clean, up-to-date goods; the only clothing store in a first-class country town; room, 22x60, at \$15 per month rent. Enquire of Halsted Bros., Hobart, Ind. 301

For Sale—Clean clothing stock, located in thriving suburb of large manufacturing town; rent low; last year's sales \$15,000 cash; established for the last eleven years; never did any credit business; stock substantially brand new. Address No. 342, care Michigan Tradesman. 342

For Sale—New stock of jewelry and store fixtures, including safe and tools. Splendid opportunity for someone. Will be sold at a bargain. Address Mrs. F. W. McCon, 127 S. Michigan ave., Big Rapids, Mich. 343

For Sale—Grocery stock, invoicing about \$2,000; located in hustling town, Western Michigan; bargain if taken at once. Address No. 344, care Michigan Tradesman. 344

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 Forest Ave., Detroit, Mich. 2

For Sale—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

For Rent—Large store building and basement. Good town, fine location. Address No. 971, care Michigan Tradesman. 971

Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made. All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

For Sale—Best hardware business in the Warren Mining District, Cochise county, Arizona. Address Box 627, Station C., Los Angeles, California. 340

For Sale—Grist mill, roller process, fifty barrels capacity, in good shape, with good water power, forty-five miles east of Grand Rapids at Nashville on the Thornapple River. For particulars address Mrs. Mary Barber, Kinsley, Kas. 319

POSITIONS WANTED.

Young man, 21 years of age, desires position. Has had four years of experience in clothing, shoes and men's furnishings and has acted as buyer for grocery department. Can give O. K. references. Address K, care Michigan Tradesman. 353

Situation Wanted—By a young man of 20, with two years' experience in a dry goods house, who is a good card writer and has also had some experience in window trimming. Address C. W. D., care Michigan Tradesman. 386

Wanted—Position in meat market by first-class meat cutter. Capable of taking entire charge of market if desired. References furnished. Address No. 387, care Michigan Tradesman. 387

Position Wanted by first-class clothing, shoe and general store man; good salesman and stock keeper; can speak English and Scandinavian; a single man; ten years' experience; good references. Address No. 373, care Michigan Tradesman. 373

Wanted—Steady position as plumber and steam fitter. Fair knowledge tin, furnace work. Small town preferred. Best references. Address Plumber, Box 424, Manton, Mich. 379

Wanted—Position by experienced hardware clerk in Michigan; single; references A1. Address C. W., Whitehall, Mich. 361

HELP WANTED.

Plato, Renwick & Co., Barryton, Mich., will pay a good salary to a clerk competent in all departments of a general store. 356

Wanted—Registered assistant pharmacist. Good references required. C. E. Van Avery, Kalamazoo, Mich. 362

Wanted at Once—A young man with some drug experience to work about drug store and tend fountain. Address Geo. McDonald Drug Co., 101 E. Main St., Kalamazoo, Mich. 359

Young Man—With fair business ability, willing to work to prepare for good Government position. Entrance salary \$800. Gradual promotion. Permanent. Box 1, Cedar Rapids, Ia. 341

Wanted—Clothing salesman to take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own "boss." Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, Ohio. 438

Wanted—Clerks of all kinds apply at once. Enclose self-addressed envelope and \$1, covering necessary expense. The Globe Employment & Agency Co., Cadillac, Mich. 216

Wanted—Energetic young married man who can push a general merchandise millinery and fancy goods business in a good town in Central Michigan. Splendid opening for right man. Bond required. Address A. B. C., care Michigan Tradesman. 250

Wanted at Once—Registered or registered assistant pharmacist. Address 180, Butterworth Ave., Grand Rapids. 368

AUCTIONEERS AND TRADERS

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

MISCELLANEOUS.

A Position Is Open—Do you know where it is? We do. We have openings for high-grade men of all kinds—executive, technical, clerical—paying from \$1,000 to \$10,000 a year. High-grade exclusively. Write for plan and booklet. Haggoods (Inc.), Suite 511, 309 Broadway, New York. 37

Wanted—10,000 crates of eggs. Frank Will, Omo, Mich. 381

100,000 union made Lonsus cigars for sale at a bargain. Geo. W. Coldbeck, St. Johnsbury, Vt. 354

I believe by an investment of \$3 you can increase your profits \$25 to \$50 per month by using the Christensen Practical Stock Book. Will send you sample pages and instructions for 25 cents. A complete copy good for four years \$3, less 25 cents to persons having ordered the sample pages. C. H. Christensen, DeWitt, Iowa. 295

\$1,200 a year income assured if you buy five shares in our 6,000-acre rubber plantation in Mexico; small monthly payments; finest location; best transportation facilities; cultivation of rubber exclusively. Apply for prospectus to the Conservative Rubber Production Co., 913 Parrott bldg., San Francisco, Cal. 334

I own a large, rich copper property, two miles, and a large gold property, ten miles from railroad in State of Sonora, Mexico. I desire to either sell one outright or a half interest to progressive party financially able to fully organize and work the property. Perfect title from the Mexican government. Address Copper, No. 19 Jay Street, Binghamton, N. Y. 339

For Sale—Thirteen acres patented mining ground. Mineral in sight. Address P. O. Box 1064, Cripple Creek, Colo. 132

Wanted—Tobacco tags and cigar bands; state quantity and price; H. F. Jacobs, Hawkeye, Iowa. 338

Merchants Wanting Experienced Clerks—Of all kinds apply to the Globe Employment & Agency Co., Cadillac, Mich. 217

Best lying-in hospital in this State; strict secrecy; child adopted; a few who are poor can work out fees. Write to Reed City Sanitarium, Reed City, Mich. 276

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

JOHN G. DOAN COMPANY
WHOLESALE OYSTERS

IN CAN OR BULK

All mail orders given prompt attention.

Main office 127 Louis Street, GRAND RAPIDS
Citizens' Phone 1881

Innovation in the Construction of Jobbing Houses.

A contract has been undertaken by A. Bentley & Sons for a building which will be the first of its kind in Toledo. The structure is the J. M. Bour company warehouse. Plans were drawn and bids called for on several types of construction, but the company discarded all the old familiar styles for the new type of armored concrete.

The building will cost upward of \$100,000, and will be as near fireproof as human ingenuity can make it. It will be the most complete fireproof structure in the city, as no combustibles will enter into the construction. Many so-called fireproof structures are built merely of slow burning material.

The new Bour building will be unique in that it is to be the first all armored concrete building erected in Toledo. The floors, columns, beams, walls, foundations, roof, partitions, stairways and smoke stack will be built of solid concrete. Basement and street floors of concrete are common, but all floors in this building will be concrete.

The interior of the new Masonic temple walls are concrete, but the Bour building exterior and interior are solid concrete. Much interest is taken in this new type of construction by architects and the building trades in general, and the progress of work on the Bour building will be watched by the trade.

The Bour plant will be four stories and basement high; 200 by 120 feet dimensions, and situated on the old Children's playground site on Spielbusch avenue. The exterior walls will be so finished as to give them the appearance of being built of cut stone. This type of construction will be necessarily slow, and the building will approach completion at the rate of one story per month. It is to be finished by October 1, and ground will be broken at once. The Bour structure, of which George Mills is the architect, will be the largest and finest building of the warehouse type erected here since the Berdan building was completed.

The extra trouble taken in building with solid concrete is said to repay the owners in less repair work and cheaper insurance. Railroads are making much use of concrete for bridges and culverts.—Toledo Times.

Pontiac Grocers Refuse To Get Together.

Pontiac, April 11—It is probable that there will be no branch of the State Retail Grocers' Association in this city this year. A deputation of the officers of the State Association and a committee from the Detroit Association were in the city recently to revive the interest of grocers in the Association. Nearly all the grocers in the city were interviewed by the delegation from Detroit and Port Huron and advised as to the benefits of such an organization. The question of early closing was freely discussed at the meeting and it is probable some understanding among the grocers will be established, whereby closing at an early hour can be accomplished.

Although the record of the old Association shows that some good was accomplished while the organization was in existence in the city, the feeling among the grocers is that in view of the difficulty which arose between George Casey and the Association last fall, it would be best for all concerned if an association is not formed, although it might be of some benefit. In an interview with one of the members of the old Association this morning it was stated that the Retail Grocers' Association in this city was a thing of the past, and that about the only thing which would arise from the re-organization of the Association is that early closing might be effected by their being joined in the union, whereas if early closing should be tried without any definite understanding or coalition among the grocers, it would not be long before one or two of them would begin to hold open later than the time agreed upon and soon all would have to follow suit.

Rumford Baking Powder To Be Retired.

Lansing, April 11—I am somewhat surprised not to find any reference in the Tradesman to the controversy which has arisen in this city between the retail grocers of Lansing and the Rumford Chemical Works. We got together here and decided to maintain the price of Rumford baking powder at 30 cents a pound, which is as lit-

tle margin as we thought we should have under the circumstances. When this agreement was brought to the attention of the Chicago manager, he flew in a terrible rage and vehemently asserted that he would smash the agreement and reduce the price to 25 cents if it cost him \$10,000 to do it. Under the circumstances, the only thing left for the Lansing grocers to do is to throw the goods out, which they have agreed to do as soon as present stocks are exhausted, when I assure you there will be no Rumford baking powder to be had in the city of Lansing. The cowardly manager who vents his spite on defenseless women has only himself to blame if he finds his business slipping away from him in this State, because the retail grocers are too independent as a class to be dictated to by a bull-headed individual who has few of the attributes of a gentleman and who keeps the few he has in reserve. Grocer.

Talk is cheap; otherwise the average wife would soon bankrupt her husband.

Business Wants

TOO LATE TO CLASSIFY.

BUSINESS CHANCES.

Bakery For Sale—Building containing a 12-shelf Roth-McMahon Reel cracker oven, new. Address C. W. Wagner, Ann Arbor, Mich. 395

For Sale—I own two bakeries Lowell and Lake Odessa. Can't run both. Will sell at Lake Odessa. Roberts' oven, soda fountain and freezers complete; lunch counter, candy, etc. Fine location, main street. Rent \$15. Fine chance for baker and wife. Invoices \$1,400. Weldon Smith, Lowell, Mich. City phone 145. 397

For Sale—Country store; stock general merchandise; good railroad town; good German trade; well established business. Address Kunny Bros., Fredonia, Wis. 396

For Rent—Fine opening for dry goods, general or racket store; best business location in town of 3,000 brick building; electric lights; shelving and counters and city water; modern plate glass front. Address No. 394, care Michigan Tradesman. 394

For Sale—A superb water power on feet head, solid dam that stood the record sized river having about fourteen cent floods in Michigan without injury; located within reasonable distance of a number of villages and one large city. Every ounce of power can be turned into electricity and sold if desired. Ten acres of land and a well-equipped roller flouring mill and elevator to be thrown in. Railroad station few rods away. Will exchange for farm. M. A. Hall, 83 Bostwick St., Grand Rapids. 390

For Sale—Bakery, lunch room and ice cream parlors; best location in town and worth investigating; present owner for twelve years. W. H. Hart, Ovid, Mich. 389

POSITIONS WANTED.

Experienced general store clerk wants position. References given. 321 1/2 Lake St., Petoskey, Mich. 393

MISCELLANEOUS.

Wanted—Merchants to send for sample of the best and cheapest skirt hanger out. Frank W. Dana Co., Fulton, Ill. 388

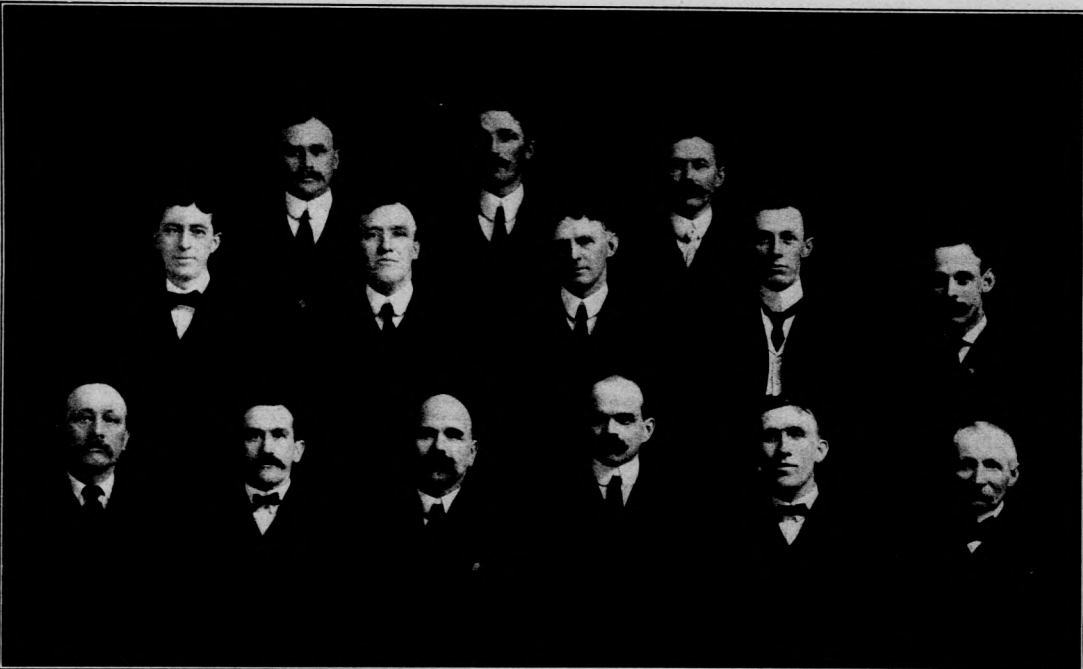
Wanted—Canvassers for best book on the Russo-Japanese war yet published; a splendid money maker. Address The Gospel News Company, Cleveland, O. 398

For Sale—Four cars thick maple culls. J. J. Robbins, Boyne Falls, Mich. 391

For Sale—Complete saw and shingle mill in good condition, including 60 horse power engine and boiler. J. J. Robbins, Boyne Falls, Mich. 392

Committees of the Second Food and Industrial Exposition

To be held in the Furniture Exposition Building
May 5, 6, 7, 9, 10, 11, 12, 13, 14



- GENERAL ARRANGEMENTS
J Geo Lehman F. J. Dyk Walter K Plumb Norman Odell Homer Klap
- TRANSPORTATION AND PUBLIC SCHOOLS
L. John Witters Herman De Boer C. J. Seven
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- ORDER, REGULATION AND PARADE
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