

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JUNE 8, 1904

Number 1081

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.  
William Alden Smith, 2d Vice-Pres.  
M. C. Huggett, Secy-Treasurer

## The William Connor Co.

WHOLESALE CLOTHING  
MANUFACTURERS

28-30 South Ionia Street, Grand Rapids, Mich.

Now showing Fall and Winter Goods,  
also nice line Spring and Summer Goods  
for immediate shipment, for all ages.  
Phones, Bell, 1282; Citz., 1957.

**Commercial Credit Co.**  
LIMITED  
WIDDICOMBE BLDG. GRAND RAPIDS,  
MICH.  
WE FURNISH PROTECTION AGAINST  
DEBT WITHOUT LOSS OF ACCOUNTS  
AND COLLECT ALL OTHERS

## Collection Department

R. G. DUN & CO.  
Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader. C. E. McCrone, Manager.

**We Buy and Sell  
Total Issues  
of  
State, County, City, School District,  
Street Railway and Gas  
BONDS**  
Correspondence Solicited.  
**NOBLE, MOSS & COMPANY**  
BANKERS  
Union Trust Building, Detroit, Mich.

## IF YOU HAVE MONEY

and would like to have it  
**EARN MORE MONEY,**  
write me for an investment  
that will be guaranteed to  
earn a certain dividend.  
Will pay your money back  
at end of year if you desire it.

**Martin V. Barker**  
Battle Creek, Michigan

## Have Invested Over Three Million Dollars 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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.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  
**CURRIE & FORSYTH**  
Managers of Douglas, Lacey & Company  
1023 Michigan Trust Building,  
Grand Rapids, Mich.

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## ONE LAW FOR ALL.

The Tradesman referred at some length last week to the sweeping decision of the Court of Appeals of Cook county, Ill., in which it was held that any employer of labor who signs an exclusive contract with a union, by which he agrees to employ union men exclusively, is guilty of criminal conspiracy and can be punished by criminal action and be made liable for damages in civil action also.

Why shouldn't the same decision be made to apply to the Michigan railroads which made exclusive contracts with the Armour Car Lines, thus not only preventing competition in the transportation of fruit beyond the lines on which the shipment originated but also placing it in the power of the Armour institution to rob and plunder the fruit shippers of Michigan in such a manner as to render the business unprofitable?

The Tradesman believes that the same law which is applied to the laboring man and the employer of labor to keep them within bounds can also be applied to the corporation—that any contract which is so one-sided and unfair and unjust as the closed shop of the union and the exclusive contract of the Michigan railroads with the Armour monopoly should be promptly annulled and that all who have been parties to such methods should be properly punished. The Tradesman fails to see any difference between the position of President Ledyard, of the Michigan Central Railway, and the loud-mouthed walking delegate of the union. One signs an exclusive contract with a monopoly which crushes out all competition and places the shipper at the mercy of the wolves. The other insists on an exclusive contract for the employment of union men which prevents competition in the labor market and enables the venal and unscrupulous walking delegate to ruin the business

of the employer as well as jeopardize the life and liberty of the man who refuses to bend his neck to the yoke of the walking delegate.

It is the stock argument of agitators and mischief makers that there is one law for the rich and another for the poor. The Tradesman takes no stock in this kind of talk and, if properly supported in the position it has taken on this subject, will undertake to demonstrate that the decision of the Appellate Court of Cook county applies to the railway magnate who defies the constitution of the United States as well as to the employe or employer of labor.

He is not much of a scientist who has no new remedy for consumption. It is really hard to keep track of them, they come so fast. It is appalling, however, to think that the ravages of the disease go right along. A New York physician is absolutely certain that the removal of the turbinated bone, increasing the size of the nasal air passages, will effect a cure, and he has samples to show by way of proof. To accommodate a Washington physician, Peary, the Arctic explorer, has consented to take a few consumptives to the Far North on his next trip. It is his opinion that the dry Northern air will effect a cure. Up in Greenland, where Peary is going to spend the summer, there is constant sunshine and the air is contaminated neither by dust nor germs. It is urged that the Arctic explorers never have colds or any pulmonary troubles in those high latitudes and it is represented that it is a great place for the cure of tuberculosis. That is speculative, but perhaps Greenland may hereafter derive a generous income from consumptives coming to be cured.

The "potato king" of America is Junius G. Groves, a negro, who has farms in the best sections of Kansas and whose credit is good for \$100,000 at the banks any day. Booker T. Washington tells the interesting story of the success of this man and his wife, for they began the triumphal march together without a dollar. Last year Groves produced 172,000 bushels of the finest potatoes—more than any other one man is known to raise on his own land.

The Tradesman has secured from Tom Murray, the most unique advertiser in Chicago, the exclusive right to publish his announcements in Michigan and the first of the series will appear in next week's issue. This will prove to be one of the most useful and attractive features ever secured for Tradesman readers, who are to be congratulated over the treat in store for them.

## GENERAL TRADE REVIEW.

One consequence of the lessening of railway traffic is that the companies find themselves operating with so great expense that the difference between gross and net earnings is greatly reduced. The long period of booming transportation equipped the roads with a most costly train service. For years the shops were pushed to their utmost to provide rolling stock commensurate with the requirements. Wages shared in the expansion and the companies find themselves in a declining trade with substantially the cost of the highest period of activity. It is not easy to restore a parity between earnings and expense under such conditions, but the fact that during the changes necessary to this result the stock of the companies maintains an even value shows that these conditions have been fully anticipated in the declines of past months.

Stock market trading is very dull but with no indication of weakness in standard securities. The influence of the presidential year in addition to the long decline is enough to account for the dullness, and the fact that prices do not further decline during the progress of the latter indicates that these effects were fully anticipated.

Many staple products continue exceptionally high in price in spite of the general tendency to decline. Thus wheat is above the dollar mark and other foodstuffs are high in sympathy. Cotton has finally started towards a lower level to a degree which brings more favorable reports from the manufacture and in woollens there is even more encouragement. Footwear is quite active although below last year, and while leather is quiet the price and activity of hides are fully maintained. Iron and steel demand is not reviving so rapidly but that in many lines there is curtailment of production.

The late Senator Quay was undoubtedly a great political general. He was denounced as a corruptionist and as an unprincipled machine boss, but his genius was acknowledged. He fought for results and achieved them. A story is told of his anger at President Harrison because the latter refused him an appointment which he claimed as a right. "You did not make me President," Harrison is alleged to have retorted. "God made me President of this nation." "See if God will make you President again," the wrathful Senator is said to have replied. He refused to serve as National Chairman again, and Harrison was defeated.

Printers' ink has leavened many a human lump.

## WHY WOOL IS DULL.

## Depression Due to the Tyranny of Trades Unions.

Philadelphia, June 1.—The wool market is so dull that quotations are necessarily nominal. Holders of new wool will not part with it at current quotations for the reason that they can not do so without loss.

The old wools that remain unsold do not move freely at current quotations. Years ago old wools were esteemed of greater value than new, but in this respect the markets have changed. New wool is enquired for by buyers who, at the same price, give it the preference over old wool, but the new clip for reasons stated above is not offered at the prices at which holders are willing to sell the old.

Conspicuous circumstances which are regarded as possible price influencing factors may be divided into two classes, namely—those that are favorable for advancing prices, and those that are unfavorable.

Another unfavorable condition is the possibility of a change in administration when tariff ripping would be the result. A fall in domestic wool prices was caused by the tariff revision of 1894 when the Wilson Act was passed.

Prices that prevailed in 1896 when there was no tariff have not been forgotten by manufacturers, who buy as little as they have to, and when the demand is slack wool owners are always anxious to sell, and when these two conditions occur at the same time higher prices are difficult to obtain.

In addition to this the capitalist class and that other much more numerous one, the laboring class so called, are those who usually are, by far, the largest consumers of clothing.

Both of these classes at present are consumers who do not consume. Both have suffered from causes which have decreased their purchasing power. The capitalist class are economizing from having suffered by the enormous shrinkages in the value of stocks and bonds, through the Wall Street panic of last year.

The laboring class is also badly off. While most of them receive larger pay per hour when at work than ever before, they are idle, working only short hours or not at all.

Many industries, heretofore prosperous, have either been crippled or destroyed through the tyrannical use being made of their power by the leaders of labor organizations. If only a half million men throughout the United States are on a strike this number interferes with millions of innocent persons who have no part or interest in the original controversy.

These vexatious, tyrannical and costly acts of injustice and wrong of which trade unionism has been guilty are mainly responsible for the depression existing in the woolen manufacturing business; and the wool growing industry bears its share of the consequent suffering.

On the other hand, among the fav-

orable factors which are counted on as possible price-lifting influences, is the fact that only a little over one-half of the wool consumed in the United States is of domestic growth.

The significance of this lies in the fact that the other half, which is imported wool, costs on the average, with the duty added, more than domestic, and the finer the wool the greater the difference; and as the proportion of the merino blood in the grade increases the margin between the price of domestic and the duty paid cost of similar grades of foreign widens.

From this it would be argued that there must be a time soon when there will be a decrease in the use of foreign wool involving a larger use of domestic with such enhancement in its price as would naturally follow its increased use.

Another favorable factor is that as there has been during the past year a great decrease in wool consumption there must, of course, have been a corresponding decrease in the output of textiles at a time when the population was increasing.

During the past year the agricultural portions of our population were never so well off, and presumably, never before were as large buyers of clothing, and with good crops this year this element in the population must be depended upon for an increased outlet for clothing.

Justice, Bateman & Co.

## A Shoe Story.

A man who has sold out many bankrupt stocks said recently that one of the big losses he always looked out for was in the shoe odds and ends.

He also said that if any merchant realized how hard it is to close out a shoe stock when he really gets down to converting the whole thing into cash, he would be more careful in his buying.

This is probably a weak spot in nine out of ten general merchandise stocks.

The merchant's acquaintance with his shoe stock is altogether too limited. He does not go through it often enough.

No matter how carefully the buying may be done, if the selling and stock-keeping methods are lax the stock will accumulate just the same.

In a store in Northern Minnesota which the writer visited recently a sale of shoe odds and ends was on in all its glory. But there was not much glory.

For two or three years the stock had been accumulating, and the array of back number styles in various sizes that do not sell well was a warning to the careless merchant.

This man, like the man who sells out the bankrupt stocks, will find that about all that can be done with an old shoe stock, although it may be but a few seasons gone, is to give it away.

Being thus warned, look out when you are giving the orders.—Commercial Bulletin.

The shorter the advertisement the more genius is required to produce it.

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Buyers and Shippers of

## POTATOES

in carlots. Write or telephone us.

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

## 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.

## This Stamp



Stands  
for

Integrity  
Reliability  
Responsibility

Redeemable  
everywhere

American  
Saving Stamp Co.  
90 Wabash Ave., Chicago, Ill.

## HARNESS

We make Harness from extra selected Oak Leather, hand made, and guarantee absolute satisfaction. We solicit your orders. ★ ★ ★ ★ ★

## Sherwood Hall Co.

Limited

Grand Rapids, Michigan

WOOL  
RECORD BOOK

Most compact way of keeping Track of Sales ever devised. Represents the combined Experience of forty of the largest handlers of wool in Michigan.

Price, \$2.00 by Express

## Tradesman Company

Grand Rapids, Mich.

## Now Is the Time

Is the Time Is at Hand



To select judiciously an attractive line of Household Novelties that will command quick sales or make popular trade winners as Premiums

Write for catalogue of  
Useful Household Novelties

Manufactured by  
Golden Manufacturing Co.

Chicago

Department P.



# BANKRUPT SALES.

## They Are Peculiar to the Upper Peninsula.

Written for the Tradesman.

The Upper Peninsula is the home of the bankrupt sale, or at least this form of business enterprise has secured a decided foothold in many towns. Sault Ste. Marie has been the battle ground where bargain hunters have been given sales enough to last a lifetime, and for months hardly a week has passed without something in this line being sprung on the people.

It has often been argued that this kind of business does not pay. If a man wishes to study the question he can find abundant opportunity in this part of the country to follow out his inclination, and it might be possible for him to gain by making a thorough canvass of the situation here.

These bankrupt sales are amusing affairs when one sees them from behind the scenes. Several months ago it was announced that a big concern from outside the city was to bring an enormous stock of goods to a certain town in the Upper Peninsula, and a huge sign in flaming colors was placed on the front of the building in which the sale was to take place.

It was claimed that the goods to be sacrificed belonged to some big concern—in what city I do not remember—that had been unable to keep its head above water and, as a result of the failure, the newcomers had been able to secure the goods at a fraction of their real worth and would throw them on the market at a tremendous sacrifice. It would be the greatest bargain opportunity seen in this part of the State in years. Nothing like it had ever before been attempted and it would be folly to remain away while the sale was in progress.

Now, it happened that a certain business man located in the same block saw the sign and read it and a smile appeared on his face. He perused the wonderful announcement and laughed aloud. About this time a friend came along and asked him what he was laughing about. He replied that it was the biggest joke of the season.

"What do you mean?" asked the friend.

"Why, I'll bet you the cigars that there won't be a dollar's worth of goods brought in from outside. All the stuff for this sale will come from some store on this street."

"I'll take the bet," said the friend.

The gentlemen then let the janitor into the scheme and told him to keep a watch, just for the fun of the thing, to see where the goods came from. He was a good natured fellow, fond of a joke, and agreed to the proposition, provided he was included in the cigar agreement.

A night or two later the janitor saw a long string of men and boys crossing the street, carrying big stacks of merchandise. They came from a near-by store and all were headed for the same place, the room where the tremendous bargain sale

was to open in a few days. All night long the string of human beings with their loads of articles to be sold at a tremendous sacrifice marched back and forth, and when morning came the store that was empty the day before was piled full of bankrupt goods.

Of course, the friend bought the cigars for the janitor and the man who first read the sign and everybody else had a good laugh, but they kept mum about it for several days. Then the newspapers were filled with big advertisements announcing the wonderful values offered by the company that had brought carloads of goods from a distant city to be sold regardless of cost. And the people came, bought the goods and returned home happy that they had saved money.

This story is true. The whole thing actually happened, but there is abundant evidence to show that this kind of business does not bring the results obtained by more regular methods. It has been noticed that such concerns never stay long in one location, while the firms that cater to the more sensible class of people stay in the same places year after year and their trade increases steadily.

It must not be implied by this, however, that the mercantile business is run on this scale by the majority of the business houses. A majority of the business houses of the Upper Peninsula frown on such methods, and these houses are the most successful. They have customers who stay by them year after year, and when the dull season comes the effect of having friends is plainly evident. The old line houses sail right ahead and prosper, while the fake sale concerns have to lay off help and trim their sails in order to make both ends meet.

I do not mean by this that the old line stores never hold bargain sales. They do, probably as many during the course of a year as the other fellows, but they have valid reasons for so doing and give these reasons in their advertising. They live up to their promises and, when they make a customer and friend, they keep him. These old line stores spend as much money, or more, in advertising than the other concerns and carry larger space, taking the proposition on an average.

There is no question but what a large crowd can be drawn by a fake sale, and a large business can be drummed up, but so far in the Upper Peninsula this business has not been permanent. It is not a case of conservatism vs. progression or hustle; it is a case of honesty vs. a convenient stretching of the truth in advertisements.

Raymond H. Merrill.

Being awake to the needs of the store and to the patrons of that store the merchant ought to do advertising that will prove of benefit to the place.

It takes a bright man to be a shining example.

# What Better Testimonial

Could anybody show as proof of their ability than results? Our large mill, making

# New Silver Leaf Flour

and a growing list of customers is the testimonial we present for your consideration. The best testimonial ever written is a duplicate order. When the first sale makes another there's merit in the goods. Our flour will do this.

# MUSKEGON MILLING CO.

MUSKEGON, MICHIGAN

# VOIGT CREAM FLAKES



Try Them For Breakfast

DELICIOUS, CREAMY FLAKES OF HEALTH-FOOD, FULL OF NUTRITION.

VOIGT CEREAL FOOD CO., LTD.  
Grand Rapids, Mich.

Save the coupons for which we give handsome silverware, such as knives, forks, spoons, etc. Ask your grocers about them. A coupon in each package. Voigt Cereal Food Co., Ltd.



# Superior Stock Food

Is guaranteed to be the best stock food on the market. You will find it one of your best sellers and at a good profit. It is put up in neat packages which makes it easy to handle. See quotations in price current.

Manufactured by

Superior Stock Food Co.

Limited  
Plainwell, Mich.



### Movements of Merchants.

Durand—Eugene Parker, jeweler, has removed his stock to St. Johns.

St. Johns—Walter Emmons has sold his jewelry stock to Eugene Parker.

Kibbie—The Kibbie Telephone Co. has increased its capital stock from \$50,000 to \$100,000.

Holland—Riedsma & Herron have purchased the general merchandise stock of E. S. Gale.

Detroit—Jos. Kopydlowski has sold his grocery stock and meat market to Frank J. Grenke.

Cadillac—John A. Gustafson is succeeded by John Swedlund in the hardware and tin shop business.

St. Johns—Cooper & Watson, dealers in machinery, bicycles and sundries, have dissolved partnership.

Owosso—A. J. Palmer, of Flint, has opened a bazaar store at this place under the style of The Economy.

Berrien Springs—A new meat market has been established at this place, with H. W. Pruyne and Clair Inglesight as proprietors.

Honor—John W. Cruse has purchased the interest of his partner in the general merchandise business of Cruse & Comstock.

Allegan—O. E. Cheesman has sold his grocery stock to A. R. Miner, of Watson, who has already taken possession of the premises.

Lakeview—F. G. Williamson has purchased of David Richardson his half interest in the grocery stock of Williamson & Richardson.

Belding—Verne C. Divine has purchased the clothing stock of W. F. Bricker, which has been operated under the style of the Hub.

North Branch—S. D. McKillop has engaged in the crockery and bazaar business, purchasing the stock belonging to Horace M. Dutton.

Ludington—H. C. Hanson is enlarging his hardware store in the fourth ward and, when completed, the building will be 137 feet in length.

Clare—Doherty Bros., hardware dealers, have dissolved partnership. Floyd E. Doherty retiring. The business will be continued by Frank B. Doherty.

Ionia—A. W. Stein has purchased the dry goods and shoe stock of G. M. Harris, at Elmira, and will remove his department store stock to that place.

Waldenburg—Peters & Kruth, dealers in dry goods and groceries, have dissolved partnership. The business is continued under the style of Kruth & Dopp.

Otsego—G. L. Azling, who has been engaged in the furniture business at this place for the past two years, will engage in the same line of business at Saugatuck.

Frankfort—Frank Nay, of Traverse City, has purchased the interest of O. L. Wilson in the Frankfort Furni-

ture Co. and will continue the business at the same location.

Hillsdale—Dr. George Keefer has purchased the remainder of the Chas. H. Smith drug stock and will open a new drug store in the building formerly occupied by Mr. Smith.

Muskegon—Henry K. Koopman, of Grand Rapids, has purchased an interest in the grocery business of Langeland Bros., at 114 Myrtle street. The new style is Langeland & Co.

Ishpeming—Richard and James Quayle have engaged in the wholesale fruit and vegetable business. They will purchase in Chicago and handle their goods in carload lots.

Hillsdale—The Broad street grocery stock of Benj. Forbes has been purchased by E. A. Dibble. The business will be conducted under the management of L. F. Cole for the present.

Pewamo—F. D. Keister & Co. have sold their grocery stock to Wallace E. Green. Fred D. Keister will continue the postoffice and telephone business in the same building as formerly.

Bellaire—A. B. Large has purchased the jewelry stock of A. B. Wooton. He has combined his former stock with his new purchase and occupies a portion of the drug store of Mr. Wooton.

Hastings—Chas. Daly, who has been in the dry goods, grocery and boot and shoe store of Wright Bros. for some time, has purchased a stock of goods and will open a store at Carlton Center.

Saginaw—The suit of D. B. Freeman against the Metropolitan Dry Goods Co. has been settled out of court, after having been on trial for several days. The terms of settlement are not to be made public.

Flint—Philip Liederbach, who has been associated with his brother, Wm. Liederbach, in the management of the Independent market, has engaged in the meat business on his own account at 1,307 North street.

Cadillac—Chas. A. Olson and John A. Coffey, engaged in the shoe business for the past five years under the style of Olson & Coffey, have dissolved partnership. Mr. Olson continuing the business in his own name.

Allegan—Thos. R. Crocker and Walter P. Knapp have formed a copartnership under the style of Crocker & Knapp and engaged in the lumber business. They will open a lumber yard on the old Chaffee property recently purchased by them.

Dowagiac—The Benjamin Oppenheim Co. has been formed to engage in the mercantile business. The company is capitalized at \$10,000, the stockholders being Benjamin E. Oppenheim, 600 shares; Benjamin J. Ohiff, 500 shares, and Phena Oppenheim, 100 shares.

Big Rapids—G. P. Lowe, of Farmington, Ill., has purchased the jewelry stock of F. W. Morton and will continue the business at the same location until November, when Groulx & Bidwell will occupy the whole store with their stock of mu-

sical instruments, wall paper, books and stationery, compelling Mr. Lowe to remove to some other location.

Fremont—The Bishop Telephone Co. has been established to carry on a general telephone business. The authorized capital stock is \$700. The stock is held in equal amounts by the members of the company, among whom are Fred H. Kolk, Johannes Rozema, John Meeuwenberg and Ed. Oosterhouse.

### Manufacturing Matters.

Battle Creek—The Real Food Co. has decreased its capital stock from \$500,000 to \$100,000.

Hillsdale—The Scowden & Blanchard Co., manufacturer of shoes, will discontinue business July 1.

Detroit—The capital stock of the Gem Fibre Package Co. has been increased from \$20,000 to \$50,000.

Kalamazoo—The Von Bochove & Sons Manufacturing Co. is succeeded by the Godfrey-Munger Lumber Co.

Detroit—Harry M. Elwell, proprietor of H. M. Elwell & Co., manufacturer of picture frames, is succeeded by Elwell & Co.

St. Louis—G. C. Brimmer has purchased the interest of Wm. Moore in the firm of Brimmer & Moore, manufacturers of clothes lifters. The business will be continued under the style of the Brimmer Manufacturing Co.

Battle Creek—The Universal Vending Machine Co., Limited, has been organized to engage in the manufacturing business. The authorized capital stock is \$10,000, held in equal amounts by Harry S. Baughman, Wm. E. Carr and Curtis W. Stendell.

Detroit—The McHardy, Randolph Steel Motor Boat Co. has engaged in the manufacture of steel motor boats and appliances. The authorized capital stock is \$100,000, held by James A. McHardy, 2,549 shares; Boyce Randolph, 2,549 shares, and D. E. Heineman, 2 shares.

Holland—The German Gelatine Co. has reduced its factory force one-half on account of the warm weather. The company is negotiating for the purchase of machinery that will permit the factory to remain in full operation during the summer as well as the winter season.

Hillsdale—The Scowden & Blanchard Co., shoe manufacturer, has been reorganized with a capital stock of \$100,000 to take over and continue the business, which will be conducted under the style of H. F. C. Dovenmuehle & Son Co. The officers are H. C. Dovenmuehle, President and General Manager; Dr. W. H. Sawyer, Vice-President, and F. M. Stewart, Secretary and Treasurer. The output of the factory will soon be increased to seven hundred pairs per day.

Saginaw, W. S.—The Union Drug Co. has been organized to engage in the drug business. The company is capitalized at \$10,000, held as follows: F. E. Parkinson, 435 shares; Wm. F. Morse, 360 shares; E. W. Goff, 100 shares; John Malcolm, 100 shares, and Wm. E. Crane, 5 shares.

### The Coming of the Kalamazoolos.

F. J. Zeeb was in town Monday as the representative of the Kalamazoo Retail Grocers and Butchers' Association to make the necessary arrangements at this end for the annual excursion and picnic of the Association, to be held on Thursday, June 23. The last excursion to this city from Kalamazoo brought nearly 1,000 people and it is expected that nearly 1,200 will come on the two trains chartered for the excursion this year. Mr. Zeeb was very much pleased over the manner in which he was received by the Grand Rapids people and the concessions he was able to obtain from those who are interested in making the event a splendid success.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, a special committee composed of E. D. Compton, John Roesink, Ed. Wykkel, Fred W. Fuller and Homer Klap were appointed to arrange for the reception and entertainment of the Kalamazoo excursionists. This committee succeeded in obtaining the Evening Press Newsboys' band, which will meet the excursionists when they arrive at 9:30 and, in conjunction with a band which will accompany the Kalamazoo people, will escort the parade up Oakes street, down Division street to Monroe, down Monroe to Canal to the Pantlind, which will be the rendezvous of the party. It is expected that on the arrival of the excursionists Mayor Sweet, President May, of the Board of Trade, President Fuller, of the Grand Rapids Retail Grocers' Association, and President Kling, of the Master Butchers' Association, will make brief addresses and give the visitors a warm welcome.

After dinner, games and sports will be indulged in at Reed's Lake, the excursionists being joined by the grocers and butchers of Grand Rapids, who will thus celebrate the first half holiday for the season of 1904. A balloon ascension has been promised by the Street Railway Co. and a matched game of baseball will probably be played between the retail clerks of the two cities.

A special meeting of the Master Butchers' Association will be held some time this week to appoint a committee to co-operate with the committee from the Retail Grocers' Association with a view to making the visit of their fraters so pleasant and profitable that they will not only be pleased with their selection, but also be inclined to make the visitation to Grand Rapids a regular annual feature.

## Commercial Credit Co., Ltd.

Widdicombs 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.





The Wolverine Motor Works has increased its capital stock from \$50,000 to \$100,000.

The Wm. Connor Co., which is paying regular 6 per cent. dividends on its preferred stock, declared a 2 per cent. dividend on its common stock last week.

M. A. Medler and Wm. Demuth have formed a copartnership and engaged in the grocery business at Alma under the style of Medler & Demuth. The Musselman Grocer Co. furnished the stock.

A. M. Morrow and Dr. A. A. Stealy have formed a copartnership under the style of Morrow & Stealy to engage in the drug business at Pellston. The Hazeltine & Perkins Drug Co. has the order for the stock.

The annual picnic of the Grand Rapids Retail Grocers' Association and the Master Butchers' Association will probably be held on Thursday, Aug. 4, but the date will not be definitely selected until a joint committee of the two organizations can meet and discuss the matter.

The Alfred J. Brown Seed Co. has leased the three-story and basement building formerly occupied by the Olney & Judson Grocer Co., corner Ottawa and Louis streets, and will concentrate its interests at that location, relinquishing its stores on Ottawa and North Division streets. Extensive repairs will be accomplished before the Brown Co. takes possession on July 1.

Amos S. Musselman is in Chicago to-day in attendance at the annual meeting of the National Grocer Co. It is understood that the company has had a prosperous year, having earned not only the 6 per cent. dividend on the preferred stock, but between 3 and 4 per cent. on the common stock as well. It is doubtful, however, whether any dividend will be declared on the common stock at this time, as most of the directors appear to be in favor of creating a surplus fund for future emergencies.

#### The Grocery Market.

Teas—Late advices from Japan are to the effect that new tea is coming in and being marketed, but in such a way as to be without particular feature. The second crop will be offered for sale within a few days. New teas will be on this market by July 1 at the latest.

Coffee—Everything points to a dull trade during the summer, particularly as the warm months are those when the bulk of the current crop is marketed. The consensus of opinion is that the market will be higher in the fall. Milds are steady and unchanged, as are Javas and Mochas.

Canned Goods—Stocks of tomatoes in first hands are light and higher prices are looked for by some. The consumption of tomatoes since Janu-

ary 1 has been extremely large, and this has absorbed an immense quantity of goods. The market for peas is unchanged and in good shape. There is nothing good now procurable under 70 cents. The packing season has hardly proceeded far enough to make new peas a factor as yet. Corn is moving fairly well and the market is unchanged from a week ago. From present indications stocks will be cleaned up at the end of the present season. California canned goods are quiet on spot, but a good business has been done in futures by outside packers. No price has yet been named by the Association. The general line of small Maryland canned goods is unchanged and quiet, with stocks in most lines very light.

Syrups and Molasses—Compound syrup is dull and unchanged. Sugar syrup is quiet and most of the activity which developed earlier in the season has been knocked into a cocked hat by the coming of summer. Molasses is very slow, but firm, as good grades are scarce.

Dried Fruits—Prunes have had to take a back seat for strawberries, in consequence of which the market is dull and prices are unchanged. Peaches are in fair demand and cheap lots are getting cleaned up. Currants are in fair demand from the cleaners, and the market is firm. There has been no change in the raisin situation. The jobbers report that the movement is just about seasonable. The lower figures may have helped the trade a little, but nobody is loading up heavily on them.

Cheese—As the supply of old cheese is now practically exhausted, the trade will have to depend on new cheese from now on and well-posted authorities like Governor-to-be Warner insist that the market touched bottom June 1 and that the trend from now on will be toward a higher basis.

Provisions—There has been no special change in the provision market during the past week. Hams are unchanged and in good demand. The increasing supply is taking care of the increasing demand. The speculative demand for pure lard has advanced  $\frac{1}{8}$ c during the week, but the jobbing price is unchanged. Compound lard is unchanged.

Fish—New shore mackerel are now in market. Norway mackerel are firm and scarce. Indications point to an advance. Irish mackerel are slow and dull. Cod, hake and haddock are quiet, and the market is weak, but has not receded further in the last few days. The official price has at last been made on new sardines—\$3 per case for key oils, f. o. b. Eastport—and all present sales are being made at that figure. Salmon is quiet and practically all the business doing is at a shade below the list prices.

Frank L. Bean, dealer in hardware, Grand Rapids: Would not be without the Tradesman, although I have not read the last two issues, but intend to do so just as soon as I find time. I would not let any escape my perusal, as each number is valuable and interesting.

#### The Produce Market.

Asparagus—60c per doz. bunches. Bananas—\$1@1.25 for small bunches and \$1.75 for Jumbos.

Beans—\$1.50@1.65 for hand picked mediums.

Beets—New bring \$1 per box.

Butter—Creamery is steady at 18c for choice and 19c for fancy. The storage people are now in the market for all the good butter that comes in and everything that grades extra is taken at the top price. The production is large and has been for some time, but it is probable that it will all be taken care of through June. If it should continue to come in freely next month it would not be surprising for the price to drop still lower. The market generally reaches its lowest point along in August. Receipts of dairy are overwhelming local dealers, it being almost impossible to keep the receipts graded as fast as they arrive. Prices are steady on the basis of 9@10c for packing stock, 11@12c for common and 13@14c for choice. Renovated, 15@16c.

Cabbage—\$2.25 for Florida and \$3 for Mississippi; Mobile, \$2.50.

Carrots—40c per doz. for Southern. Cocoanuts—\$3.50 per sack.

Cucumbers—60c per doz. for home grown.

Eggs—Local dealers pay 13 $\frac{1}{2}$ @14 $\frac{1}{2}$ c, holding case count at 14c and candled at 15c. There is much more shrinkage now than a month ago and all receipts require candling before being sold as high grade stock.

Game—Live pigeons, 50@75c per doz.

Green Onions—Evergreens, 15c per doz.; Silver Skins, 18c per doz.

Green Peas—\$1.35 per bu. box.

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

Lemons—Messinas and Californias are steady at \$3@3.50 per box.

Lettuce—Hot house leaf stock fetches 10c per lb.

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

Maple Syrup—\$1@1.05 per gal.

Onions—Bermudas fetch \$2 per crate. Egyptians command \$3.25 per sack. Southern (Louisiana) are in active demand at \$2 per sack. Silver Skins, \$2.25 per crate. Texas, \$2 per crate.

Oranges—California Navels range from \$3.25 for choice to \$3.50@3.75 for fancy. California Seedlings, \$3@3.25; Mediterranean Sweets and Bloods, \$3@3.25.

Parsley—30c per doz. bunches for hot house.

Pie Plant—50c per box of 40 lbs. Pineapples—Cubans command \$3@3.50 per crate, according to size.

Plants—75c per box for either cabbage or tomato.

Potatoes—Old stock is scarce and strong at \$1.20 per bu. Receipts of new are coming in freely, commanding \$2.25 per 80lb. sack.

Pop Corn—90c for common and \$1 for rice.

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, 15@18c; nester squabs, \$2@2.25 per doz.

Radishes—Round, 15c; long, 20c per doz. bunches.

Strawberries—Illinois are coming in freely, finding active demand on the basis of \$2 per 24 qts. Benton Harbor stock is beginning to arrive freely, commanding \$1.40@1.50 per 16 qts. This week will probably finish the Illinois crop. The home grown crop is likely to be large in volume and fine in quality if the weather is favorable.

Tomatoes—Texas stock fetches \$2.25 per 4 basket crate.

Wax Beans—\$1.60 per bu. box.

#### Failure of Wheeler & Son, of Cedar Springs.

W. H. Wheeler & Son, dealers in general merchandise, have uttered a chattel mortgage securing all of their creditors without preference. Lester J. Rindge is made trustee of the mortgage, which affords ample assurance that the assets will be closed out to the best possible advantages and that the interest of every creditor will be carefully safeguarded. Mr. Wheeler estimates that his assets will amount to \$15,000, but the appraisal will not be completed before the end of the present week. The liabilities are \$11,828.61, divided among the following creditors in the amounts stated:

##### Open Accounts.

H. Leonard & Sons.....	\$ 2.65
Babbitt, Taylor, Lane & Co.....	86.25
Chapman & Smith Co.....	30.80
Grand Rapids Dry Goods Co.....	430.79
Burnham, Stoepel & Co.....	1,917.86
H. A. Brown.....	16.15
The Thread Agency.....	34.16
Crouse & Brandegee.....	1,094.75
Lemon & Wheeler Co.....	261.29
Edward W. Wheeler.....	341.70
Wheeler & Fuller Medicine Co.....	143.31
Jennings Flavoring Extract Co.....	8.93
Kawin & Co.....	25.38
Cornwell Beef Co.....	13.79
McCall Co.....	5.00
Puritan Corset Co.....	105.86
Butler Brothers.....	47.35
Harris Paper Co.....	2.24
National Biscuit Co.....	5.79
Worst-Kirk Hat Co.....	196.55
W. S. & J. E. Graham.....	16.90
J. H. Bell & Co.....	98.25
M. M. Stanton & Co.....	131.13
Spitz & Schoenberg Bros.....	214.00
Valley Coffee Co.....	12.00
Valley City Milling Co.....	26.15
Whittier Broom & Supply Co.....	11.55
Star Co.....	10.21
Rindge, Kalmbach, Logie & Co., Ltd.....	1,051.09
Butler Bros.....	22.92
Harris Paper Co.....	2.24

##### Notes.

Grand Rapids Dry Goods Co.....	\$ 269.51
James and Mary Allen.....	250.00
M. M. Stanton & Co.....	121.00
Rindge, Kalmbach, Logie & Co., Ltd.....	100.00
Alberta Ford.....	100.00
Edna L. Storrs.....	86.00
Mrs. S. H. Remington.....	90.00
Mrs. Beatrix Wheeler.....	240.00
George Hanna.....	406.00
Fred Hubbard.....	1,366.54
Peter Miller.....	606.75
Burnham, Stoepel & Co.....	777.23
Burnham, Stoepel & Co.....	521.89
Nora Glover.....	61.35
Edward W. Wheeler.....	507.50
Crouse & Brandegee.....	504.85

#### Lansing Dealers To Go To Detroit.

Lansing, June 7—The Retail Grocers and Butchers' Association has decided to hold its annual picnic at Detroit on Thursday, Aug. 11, the P. M. Railway having finally made a \$1 rate for that occasion.

F. H. Spurrier, manufacturers' agent, Grand Rapids: Please find enclosed \$1 in payment for your excellent paper for another year. My family think they can not do without it, as it is a great schooling for the young, teaches the children business and other matters which they are unable to get hold of in any other journal.



### Furnishing Goods and Shoes Claim Attention This Week.

Written for the Tradesman.

The Leonard Benjamins show windows this week, as usual, speak for themselves. It necessitates a clever hand and inventive brain to ring the changes, week in and week out, on the very same things. Take the dry goods store and its contents are as the sands of the sea—almost. Even the hardware business offers a comparatively infinite variety of articles to select from for window contents. Consider how many, many sizes of the same objects the trimmer of the last named store has to draw on. He may decorate a whole large window with only saws, for instance, or locks, for a change, and still not have an uninteresting display. He may use these objects time and time again, varying the arrangement to suit his fancy, and yet present a window that shall seem to possess the charm of novelty. But with the clothing window dresser it is quite different and he must possess versatility, originality.

The display at the left of the entrance to the Benjamins store is intended to be resultful in selling their \$8 and \$10 suits of rough goods—mostly—in medium dark shades. These are so arranged on the standards as to show the trousers to special advantage.

Something entirely fresh greets the sight in this window—handkerchiefs, men's size, in white, champagne and baige, the center and border being the same as to tint. The white ones are in the possession of quarter-inch borders, while the others mentioned have a wider hem—say one-half or five-eighths.

"The newness of these goods," said Mr. Hazenberg, who, as I have had previous occasion to remark, is very kind to answer questions, "consists in the fact that the weave is composed of one thread linen and one thread silk, which combination gives a peculiarly soft effect, and these handkerchiefs are said to wear, like an umbrella, better than if made entirely of one or the other material. They are designed for use with negligee suits in the prevailing champagne shades. When laundered their silky sheen is still preserved. They should sell readily with men who like to get away from the cut-and-dried fashions."

The floor of this left hand window, as also that of the one at the right, is of a medium shade of olive green burlap. The background of the former utilizes the Decoration Day frieze of big bandana handkerchiefs folded kitty-corner, with the apex of the triangle at the lower side, the outstretched corners just meeting, where hangs a navy blue, white-polka-dotted handkerchief caught up in the center. In the middle of each bandana triangle, at the top, depends

a white handkerchief caught up similarly to the blue ones. Below this unique arrangement of useful articles of men's apparel is white cheese-cloth laid in up-and-down pleats. In the front of the entire exhibit, next the glass, is a cunning little Buster Brown suit for a child 3 or 4 years old. The suit is made up in a shade known as "Havana brown," in smooth goods, very natty and attractive for a cunning little kid of this size.

I mentioned the floor-covering of the west window. The background is composed of a cool shade of blue crepe paper, the panels of which are separated by strips of white, some three inches in width. Very simple as to design of floor and background are both these windows, easily compassable by any crossroads general dealer. Of course, the mammoth French plate mirrors against either side wall of this establishment help out wonderfully by their reflection of the windows' contents. Their first expense is, naturally, heavy, but, barring ordinary accident of the Small Boy And His Slingshot or an earthquake—same thing!—they will last a lifetime, and that is as long as the average merchant will ask.

Smaller articles than suits adorn the second window to be dwelt on—I might say hundreds of neckties, the majority of them of the 4-in-hand description. 'Tis a good rule to go by, for either the "shirt-waist man" or the "shirt-waist girl." If the suit or shirt waist is figured wear a plain-weave necktie; contrary (charming girls are never that!), fancy neckwear.

I wish I had a dollar—I might as well say a hundred—for every tie displayed in that towards-the-flowing-Grand exhibit, for there certainly can not be fewer than 200! If there's any luck in numbers these ought to go off with the time-honored celerity of ye olde-fashioned flapjack.

Manufacturers, and alike the purchasing public, never seem to tire of the antique Persian designs and so we again see these popular stand-bys in the new summer goods. One of the neckties I singled out for observation is of a dull red weave embellished with a Persian figure in a soft gray. This should meet with a good demand, for it is especially neat and unassuming, while still departing from the strictly plain.

There is one tie in that window that I'm certainly going to invest in—before my ship comes in, too, for it can't be more than One Almighty Dollar, and it is certainly a beauty. This particularly fetching masculine accessory is of figured gray—a 4-in-hand—a handsome pattern in extremely rich-looking gray silk, a gray bordering on the soft breast of a dove. And further deponent sayeth not, for I am going into that store to-morrow and give up One Cart-wheel for that desire of my heart—and I hope there are no more ties like it in the establishment, for I want "The Only One"—exclusive dressers abominate duplicates!

Just two suitcases and two rainsticks are in evidence in this window, the latter leaning against the former,

# Are You Going to Celebrate

We make a specialty of Fireworks for Public Display. Can ship promptly, from stock, exhibitions for any amount. Best values and satisfaction guaranteed.

The following program makes a very pleasing display.

**Price, \$25.00**

Shipped anywhere on receipt of price or satisfactory references.

### "PROGRAM OF FIREWORKS EXHIBITION."

Containing Only Brilliant Colored Fireworks.

- No.
1. Display of Red Illuminating Fire.....Three Bags
  2. Six Colored Display Candles.....10 Balls
  3. Two Devils among the Tailors.....Medium
  4. Six Colored Sky Rockets.....One Pound
  5. One Colored Rosette Wheel.....Extra
  6. One Golden Mine.....No. 7
  7. Three New Idea Rockets.....Half Pound
  8. Set Piece.

### "CHAPLET OF ROSES."

9. Six New Golden and Silver Candles .....Eight Balls
10. One Colored Vertical Wheel.....12 inch
11. One Dragon's Nest.....Medium
12. Two Parachute Rockets.....Two Pounds
13. One Rainbow Battery.....No. 1
14. Two Tri-color Triangles.....Half Pound
15. Two Willow Tree Rockets.....Two Pounds
16. Set Piece.

### "GALLOPADE."

17. Six Tri-color Union Candles.....18 Stars
18. One Double Triangle Wheel.....Colored
19. Six Colored Sky Rockets.....Two Pounds
20. Two Floral Bombshells.....No. 2
21. Two Imperial Salute Rockets.....Two Pounds
22. One Combination Battery.....No. 1
23. Two Pearl Fountains.
24. Set Piece.

### REVOLVING CAPRICE.

25. One Colored Floral Fountain.....Extra
26. Three Prismatic Umbrellas.....No. 3
27. One Bouquet Bombshell.....Silver
28. Three Colored Display Rockets.....Three Pounds
29. One "Fleur-de-lis" .....New
30. One Electric Cascade.....Large
31. Two Diamond Chain Rockets.....Four Pounds
32. Four Japanese Night Bombshells, to be fired from a mortar, displaying beautiful effects and colorings high in the air.

Punk for firing.

In a well arranged exhibition, each succeeding piece should excel in beauty and be dissimilar to the one preceding.

If the committees will advise us the amount they wish to invest in Fireworks, will submit a special program of display for approval. Years of experience enables us to promise entire satisfaction.

## FRED BRUNDAGE

Wholesale Drugs and Stationery, Fireworks and Celebration Goods  
MUSKOGON, MICHIGAN



and on each umbrella handle repose driving gloves, one pair being slate-colored suede, the other pair tan dressed, both substantial appearing and of seemingly excellent quality. The two umbrellas are likely to meet the taste of some fastidious gentleman, for each is of the elegantly simple—I refer to the handles.

The man who would not be suited with the handsome samples of white shirts exhibited in close proximity to the suitcases and umbrellas were, indeed, difficult to please. Some are ornamented with  $\frac{3}{8}$ -inch plain tucks, others with  $\frac{5}{8}$ -inch pleats, hemstitched; 'twould, forsooth, be hard to choose between these two fine garments. The former are of tiny-patterned shirting, the latter of plain goods, and both are modish to a degree.

Straw hats, wool caps (the "Parsifal") and children's hats of straw, complete a most interesting array of fine "cloding."

I never can look into a furnishing goods window of eye-entrancing specialties of men's attire without the oft-quoted question popping into my mind:

"Why are you like a certain piece of furniture?"

And the catchy, vanity-tickling answer:

"Because you are a swell dresser!"

\* \* \*

Quite in line with the glad rags of the windows I have been considering comes the next, that of the W. L. Douglas Shoe Co.

This store has but one window, but that one space always manages to say a whole lot for the interior it represents; and for a truth never speaks in uncertain terms. It always says:

"Stop and Look!"

and one perforce obeys its command.

What in country parlance would be called a "hip-roof" until recently arched this window. This has given way to plain mahogany fittings, and, while the white roof gave a particularly bright effect by reason of its myriad of deftly-concealed electric bulbs, rendering it easily discernible at a distance and imparting that desirable "different look" to the place, still the mahogany is always "of the sumptuous," and that is especially appealing to "the modern."

Four mirrors add depth and breadth to this display of goods that are far removed from the "strictly feminine," not a single dainty bootee to be found in their midst.

The floor covering is a gray linen, irregularly barred with fine black lines, and with a double border of seal-brown ribbon running all around the edge. This is tacked down at wide intervals with large oxidized tacks. Two squares of embossed grass-green plush, also outlined with the dark brown ribbon, are tacked at equidistant spaces from the center. I was informed that this linen floor covering is distinctly new here in Grand Rapids. It is very appropriate for the goods that rest upon the clean-looking material.

A few tan shoes, both Oxfords and highs, create a contrast with the

conventional blacks. Cards bearing names of the different styles bring to mind familiar words—"Lipton," "Reliance," "Philadelphia."

Over the mirrors is an immense picture, in gray and white, of the Douglas shoe factory at Montello, a suburb of Brockton which lies three miles out of the city, and whose residents are wholly composed of the 6,000 men employed in this enormous workshop—18 pairs of shoes turned out a minute, making over 10,000 a day for every working day! Not counting Sundays and paying no attention to holidays, wouldn't that "foot" up—or "shoe" up—just about 2,130,000 pairs a year? Seems an awful lot, doesn't it? But then, the Small Boy we have always with us! And, when he grows up to be a big man, he's not far from being a Small Boy still—sometimes!

#### Never Had a Strike.

The factory that has for its cardinal principle fair treatment of its men, the payment of an honest day's pay for an honest day's work and instills into its employees principles of loyalty and honesty, need have no fear of labor troubles. It is the record of the Baldwin Locomotive Works that they have never had a strike, principally because they have never permitted a union man to cross the threshold. The workmen know that the latch-string to the head of the establishment is always out and that anyone, of whatsoever station, can secure a respectful hearing of any grievance that he may have. It takes years of good faith before the workingmen can understand that principles such as these are traditions of a plant, and if such traditions are to be kept alive they must be instilled in a sufficient number of men to form the backbone of the latter element. It is a difficult matter to teach an old dog new tricks, so that the apprentices offer the most fertile field for the development of a good, loyal body of men.

The Baldwin Locomotive Works have always maintained a system of apprenticeship, and the certificate of Edward Longstreth, who rose from the apprentice's rank to that of a proprietor, is evidence not only of the establishment of the system in the early sixties, but also as to its effectiveness. In January of 1901, however, a new system was inaugurated in which the apprentices were divided into three classes.

#### Lost Half of His Fee.

A lady, upon whose child Velpeau, the great French surgeon, had performed a most difficult operation, called upon him, full of gratitude, and presented him with a pocketbook which she had embroidered with her own hands. Velpeau received the testimonial very crustily, saying that it was a beautiful pocketbook, and all that, but that his necessities demanded something more substantial. "My fee," he said coldly, "is 5,000 francs." The lady very quietly opened the pocketbook, which contained ten 1,000 franc notes, counted out five, and, politely handing them to Velpeau, retired.

# Buy the Best

# Garden City Fireworks

Are reliable and well known

# We Sell Them

At our LOW PRICES they are cheaper than the unknown good-for-nothing brands.

Special catalogue of Garden City Fireworks, 4th of July and Carnival goods NOW READY.

Ask for No. C379

# Lyon Brothers



Madison, Market  
and Monroe Sts.

Chicago, Ill.



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OF BUSINESS MEN.

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Sample copies, 5 cents apiece.  
Extra copies of current issues, 5 cents; of issues a month or more old, 10c; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - JUNE 8, 1904

**AN OUNCE OF PREVENTION.**

The reports of the American Consuls to the State Department have oftentimes some very instructive reading which it would be well for shippers for foreign markets to ponder deeply. A recent communication is important because it calls attention to the negligence of manufacturers in properly preparing goods for long voyages on shipboard and for transportation for considerable distances on the land.

Two conditions are especially noticeable: the package of goods and the handling of them.

There is now no question that the best goods made come from the United States. The introduction of machinery not only insures speed but accuracy, and when the best of raw material, which this country is generally able to produce, is used, the finished manufactured product is without equal anywhere. This best is put into the packer's hands for shipment and right here the trouble begins. The packer is not equal to the requirements. He seems to believe that, because his work is to be at once undone when the shipment has reached its destination, there is little need of overcarefulness in doing his work. "What's the odds? The goods will get there somehow, and if they are all right when they leave this end of the line my responsibility is over." So the goods are carelessly packed to begin with and with the carelessness continued all along the line the looks and the condition of the shipment at the point of delivery are not at all commendable to the packer and not at all satisfactory to the manufacturer or the shipper when the carelessness occasions the reduction of a certain per cent. in the amount of the bill. In a recent letter from Calcutta an American correspondent remarks: "I ought to warn Chicago firms that there is a great deal of complaint about the carelessness with which they make up their packages. In a grocery store the other day I was shown a package of canned meat which had arrived from Chicago that morning and saw punctured cans of corned beef and tongue. The man

who nailed on the lid had carelessly driven his nails into the cans of beef instead of the box. Several of the cans were 'blown' also; that is, they were insecurely soldered, and the air had got into the tin and spoiled the contents."

The logical result of such work in the home market need not here be written; what the effect must be when the goods have traveled half-way round the earth only to taint the air with their presence calls for no statement and if the Chicago firm gets no more orders from Calcutta the popular comment would be, "Served 'em right!"

With the best goods the earth can furnish thus packed the trouble begins. What follows is a series of falls and bangs from start to finish. The baggage smashing for which this country is famous finds its culmination in the handling of freight, be the destination foreign or domestic, and, the nearest freight house will furnish the unneeded object lesson. There all thought of care has long been banished. "Dump" is the word that best expresses the idea. "Fix the thing so it will go itself and let 'er go!" is the watchword all along the line from drayman to drayman. "You can't expect anything else. No man, nor any number of men, is going to lift or haul them big heavy boxes. They haven't the strength nor the time to do it and we ain't paid for that kind of work;" and so, in a country whose people pride themselves on their ingenuity in contriving, the unexcelled workmanship of the American brain and hand reaches its destination banged and broken because the public carrier impudently refuses to be responsible for his carelessness and the outraged public tamely submits to the needless imposition.

It may be urged that this rough handling is confined to domestic transportation; but it is not. He who cares to stand on a steamship pier in an American city while freight is transferred to the hold of a vessel will not fail to be impressed with the carelessness shown in this respect. Heavy articles, which should be enclosed in heavy, substantial casings, have been put in flimsy, frail coverings and if they reach their destination unharmed it is owing more to good luck and a kind Providence than to anything else. Often the first transfer does the business for the goods. The first violent wrench or the first fall loosens what could hardly be called fast and firm to start with, and every succeeding jar even simply tends to make matters worse.

In the commercial warfare going on among the nations for the possession of foreign markets it is well for the American to understand that this inexcusable carelessness in the packing and transportation of goods will interfere largely in the desired result if it is not stopped. The correspondent already referred to notes that in India there seems to be a field for American business "if it is properly worked up." Already we are selling considerable quantities of

iron and steel, machinery, agricultural implements, sewing machines, typewriters, phonographs and other patented articles, and of late American tinned beef has come into large demand. What is true of India is also true of other parts of the world. They want the American product because it is the best and at the same time the cheapest, two sterling qualities in the world of trade, and if to these qualities, peculiarly American, there can be added the safe delivery of the goods, there can be no question as to the successful invasion of the foreign markets by the American product.

There can be little doubt that the manufacturer will see to it that the packing department of his establishment is thoroughly overhauled and reformed. There is considerable doubt as to the needed reformation in the safe transportation of goods. The immediate obstacle to success lies in the refusal of the carrier of all responsibility. He is simply the carrier. If the goods are properly packed or improperly is a matter with which he has nothing to do. He carries them, that is all. The paid receipt of the goods is all in the transaction that interests him. Damage is a risk assumed by the sender or the receiver who settles differences as to each seems best. So the goods reach the foreign or the domestic designation damaged or worthless and innocent parties sustain the loss. Worse than that in the fight going on for commercial supremacy it is the nation that loses most and it remains to be seen whether the nation will not conclude to prevent the loss by fixing the responsibility where it belongs. It is a consummation devoutly to be wished, and it is a consummation, too, which can not be brought about too soon. Then with the best goods made at the lowest prices and with their safe arrival guaranteed we shall see whether the second-class goods of the Old World or the first-class goods of the New get and keep the world's markets which are worth striving for.

**DYNAMO OF THE UNIVERSE.**

The discovery of radium, a substance found in our earth which gives out light and heat without losing any of its substance, has upset many of the old and accepted theories of our planet's history.

The most commonly held theory is that the sun and all the planets which revolve around it were once together a single mass of intensely hot matter. It was so hot that all the rocks and metals which we know were in a state of vapor, a condition immensely hotter than if they had been fluid.

For some reason and from some cause not stated this mass of vapor was whirling around with an inconceivable velocity. During the whirl great bodies of the vapor were cast out into space and these continued to whirl, each on its own account, while they all kept up their motion around the main body from which they had parted.

Each of these separate masses finally cooled down sufficiently to gather a crust over its melted interior, and became a planet, of which our earth is one. The main body, which is the biggest of all, and has not yet cooled, is the sun. Lord Kelvin, a distinguished British chemist, has declared that assuming the earth to be a molten mass when it first started on its own career, it would take 100,000,000 years to cool down to its present temperature.

But if the earth has cooled sufficiently for animal and vegetable life to exist and flourish upon it, how about the sun? Why does our central orb continue to be the great source of light and heat? Evidently if the theory of the system so rudely presented above is to be accepted, the sun is made of same materials as the planets, and it must cool down like them. The scientists have claimed that it is so big, and retained so much heat when it dropped its planetary kittens, that it is still intensely hot, and that it is constantly receiving fuel to keep up its fires, in the shape of comets and meteoric bodies that are attracted to it like moths to a candle, only to be consumed.

The writer of these lines has heard ever since the electric light was brought into use that the celestial bodies revolving around the sun constitute a titanic dynamo which generates electricity enough to make of the sun a vast incandescent light, which while it burns forever is never consumed, and will survive for uncounted ages to illuminate and warm up its planetary system. Doubtless each one of the great fixed stars, which we believe to be suns surrounded by their own planetary system, are also the electric lights of the universe.

But the discovery of radium gives rise to another theory. The sun when it threw off its planets into space gave to each a very small quantity of radium, and retained the great store for its own use to give light and heat to the universe. In our planet, no real radium has been found but only compounds containing small quantities.

It is now declared that radium, while giving out heat and light, loses so little of its substance that an ounce of it would require fifty million years of time to dissipate one-millionth part of its volume. We have no knowledge of the lighting and heating power of pure radium, but it is far beyond anything we can conceive, much less measure. Doubtless if the sun is composed of pure radium it can continue to light and heat our earth, and carry on business for inconceivable ages and aeons of time.

The Tradesman frequently has the pleasure of presenting the views of men prominent in some commercial calling, but no more exhaustive review of a business has ever appeared in print than the paper by the "dean of the hardware trade," which is published on the ninth and succeeding pages of this week's issue. Many of the facts stated and ideas formulated will prove of value to those who have never sold a pound of nails or lifted a stove into a customer's wagon.



## THE HARDWARE TRADE.

## Observations by the Largest Jobber in the World.

It is a well recognized fact that there are three divisions of the hardware trade in this country, each very important in itself and yet each absolutely dependent upon the other for its welfare and success. These three divisions are those of the manufacturer, the jobber and the retailer. I speak from the standpoint of all three interests, because I represent the manufacturer by reason of the different factories that we are interested in, control or whose output we take. The manufacturers' class is, numerically speaking, a limited one and for that reason should be the more easily reached, because of its lesser numbers than those of the other two classes.

I speak as a jobber, representing as I do a large wholesale hardware house, and I speak distinctly as a retailer because of our phenomenally successful retail store, which serves only the citizens of St. Louis and which conducts its business upon absolutely consistent retail principles.

Perhaps there are but few, if any, who will read this article who can cover these grounds from the three standpoints of self-interest as I can by reason of this condition.

Entering the hardware trade as a lad on Jan. 1, 1856—more than forty-eight years ago—enables me to mention briefly conditions existing at that time. A very large proportion of our goods were imported. The only handsaws we kept in stock were Spear & Jackson's, made in Sheffield, England; the only horsenails we had were Griffin's, coming in 25-pound sacks, made in England. We had English files, English padlocks, English chisels, and we had a great many German goods. They all came in bundles, in stiff, awkward paper—there were no boxes then, not even with pocket cutlery. Our screws were the Nettlefold, blue point—the sharp or screw point made by the Angels in Providence were just coming on the market. In those days we had two busy seasons: three months in the spring and three months in the fall, when the merchants came to town to buy their goods; the other six months of the year were very dull—in fact, literally nothing doing. Our sales were almost entirely to general stores—there being but few exclusive hardware stores in the Western country. At that time we did not keep nails at all—all the cut nails sold in our market were sold by the wholesale grocers. Goods were sold on six months' time and notes taken. The average profit wholesale was 50 per cent. The chief question that the country merchant wanted answered was, "What are your terms?" The question of assortment, quality or price was quite secondary. These notes of the country merchant we would take to the banks or insurance companies and put up as collateral security for money that we would borrow.

When the war came it entirely broke up the credit system and for

a number of years we sold only for cash, but which in due course of time gravitated into 60 days or 2 per cent. off in ten days.

After a while the traveling salesman appeared on the scene—that was quite a new era in the hardware business.

In my earlier days New York and Philadelphia were large jobbing and hardware markets; then the trend of business followed westward and Chicago and Cincinnati became very large distributing points; later on St. Louis was added to the list of large distributing cities.

We were the first mercantile house in the United States to incorporate, which we did Jan. 1, 1874, so that now we are thirty years old as a corporation. This matter of incorporating attracted a very great deal of attention and we heard a good many predictions—not favorable to us—that we would be unsuccessful as a corporate body, and although we had \$200,000 actual cash capital at the time of our incorporation, still we had one manufacturer, with whom we had been doing business, refuse an order for \$200 worth of goods, on a cash basis, on the ground that he was under the impression that our incorporation was made to avoid personal liability. Now, as you all know, corporations are the rule; individual firms the exception.

Up to the time of our incorporation we dealt almost exclusively in what could be legitimately called hardware, but very soon we observed the tendency to branch out into other lines, especially sporting goods, house furnishing goods, lamps and things of that kind, and we found it very desirable to embrace as large a variety of such goods as could be properly classed as congenial to regular hardware as possible, so that, in a sense, the hardware jobber of today keeps a department hardware store as compared with the hardware stock of thirty years ago.

During these forty-eight years there have been tides to success, of booms, and of depressions—there have been many changes, so that it is difficult for any one to remember distinctly the old ways and the clumsy methods that prevailed, say a quarter of a century ago. New ideas and new systems have come into vogue and are in practice with every successful jobbing house. These have been largely accelerated, if not begotten by the traveling man, who is a most intelligent missionary, sent to all parts of the country not only for the sake of securing orders, but for rendering such assistance to the retail dealer as he may be able to—by giving him the benefit of good ideas, good methods and good systems, which he picks up in one place and tells about in another.

During all this time, to which I have briefly referred, it has been a generally recognized fact that the manufacturer should distribute his goods through the jobber, who is, owing to the vast extent of this country, an absolute necessity as a distributor of goods to the small dealer,

who wants to buy in little lots from time to time as his needs require, and which is the only way that his limited capital will enable him to conduct his business successfully; that the manufacturer should avoid selling the retailer—that he owes a moral obligation to the jobber to confine his sales entirely to the hardware jobber, and in turn the jobber should sell his goods only to the dealer, never selling a consumer under any circumstances, and that there is a moral obligation on his part to refrain from interfering with the business of the retail dealer by selling to the consumer. And last, the retailer is expected to keep up and maintain his stock to an extent that enables him to supply the wants of the consumers in his immediate locality and causes them to be satisfied that they can obtain, at home, the merchandise to fill their requirements.

If there is any principle that I wish to impress upon the trade at large it is that these relations be rigidly maintained. That the manufacturer will sell to the jobber only and not to the retailer—that the jobber will sell to the retailer only and never to consumers. Our house has never sold to consumers and never will, except through our retail store, and that serves St. Louis people only.

I have talked with some jobbers about this and they cite the fact that many retailers are buying from the factories; that they do not preserve the lines of moral obligation which they should and for that reason these jobbers will sell to certain manufacturers or consumers; in fact, I know of a case that came under my own personal inspection where a large retailer—and the party is a Simon pure retailer, doesn't pretend to be a jobber—stated distinctly to me that he would give preference to the manufacturer, at the same price, all the time, and he bought all the goods from the manufacturer that he could. These conflicts and conditions should be overcome, if possible.

It is my judgment that the manufacturer will serve his own interests best by confining the sale of his goods to the jobber and never allowing himself to be tempted to seek any other distributing course; and that the jobber should never sell his goods excepting to the retail dealer, under any circumstances. I believe that the jobber owes that to the retailer as an obligation and when he does not fulfill that obligation he has no claim whatever upon the trade of the retail dealer.

If we could, by any united effort, influence the manufacturer to sell his goods only through the jobber and then let the jobber under no circumstances sell his goods to any one except to the retailers, leaving the retailer free to enjoy the trade of the consumers, which is his natural support, we would go a long ways toward solving many of the most difficult problems that now confront the hardware trade of the United States.

In recent years a new factor and a most dangerous one has come to

the surface, and one that I regret to say is growing enormously and is menacing the interests of the hardware trade to a greater degree than anything else that has yet come before us for consideration, and I refer to the catalogue house—controlled, as they are, by some of the shrewdest men, commercially speaking, there are in the world—sending their catalogues all over the land to an extent that is marvelous, so far as their distribution is concerned.

I have taken pains to ascertain a great deal about this catalogue house competition in order that I might speak intelligently on that subject.

I have sent out not less than 200 letters, each one embracing eleven different questions on this subject. These were sent to our salesmen, our customers and others. I have their replies and have tabulated them and they give me much food for thought, and a great many facts that I was not before possessed of.

They tell me that of the two largest catalogue houses one of them stands very well with the people and that the other does not enjoy the confidence of their customers because their goods are unsatisfactory and some of the advertisements are misleading. They tell me that these catalogues are read in many places very much more than the Bible, that in some sections the catalogue house prices are the talk from morning and noon until night; that the mechanics club together and send them orders for goods, especially tools, and strong emphasis is put upon the item of carpenters' tools, stoves, washing machines, bicycles, sewing machines and shotguns.

I further learned that one house issued last year one million catalogues at the cost of not less than \$250,000 and that 40 per cent. of the business of another house is export—the goods going to foreign countries.

The retail dealer is very much exercised about meeting this competition and properly so; many of the most intelligent ones consider it a menace fraught with great danger for their future welfare. I find, however, that in many cases where there is an up-to-date merchant who is alive and wide-awake—who keeps his stock up—who keeps either the same goods that these houses advertise, or similar goods to take their place and who competes directly with the catalogue houses, he has in many instances driven them entirely out of his section. It is the retailer who gives it up and says, "I will not keep such and such an item because it is quoted by the catalogue house," and who therefore has not the item that the farmer or mechanic wants when he calls for it; and the man who refuses to anywhere meet the price of the catalogue house—in other words, the man who does not put up a good, strong fight—gets left and becomes discouraged.

This matter attracted the attention of the house that I represent very strongly more than three years ago. One of these catalogue houses was



at that time commanding a great deal of attention and many orders by reason of selling two items—viz., bicycles and sewing machines—extraordinarily cheap. The bicycles were those fitted up and made of parts accumulated from different factories owned by the American Bicycle Association, but they were described in the advertisements in a most attractive manner and I am reliably informed that one house sold about 100,000 of them within the space of eighteen months, and a large number of sewing machines. The advertisements of their sewing machines, however, were in my judgment misleading and concerning which I shall be very glad to explain to any one personally, as I have some circulars on that subject.

Three years ago we realized that these catalogue houses were making a great impression by selling these two items very cheap, and for that reason our house purchased an enormous stock—thousands of bicycles and sewing machines at an extremely low price and we sold them at cost; we sold an excellent machine and an excellent bicycle for \$9 each. We urged our customers and the trade in general, through our salesmen, also through the medium of circulars to keep these in stock to compete with the catalogue house by having these things in their own store, and to sell them cheap, but I regret to say that our efforts did not meet any cordial co-operation on the part of the retail trade. A great many of them said distinctly that they did not want to keep these items, nor would they; others said they didn't meet catalogue house competition—they were not afraid of it (at that time it had not been nearly so aggressive as it is now). So that we feel we were the first house in the United States to make an intelligent effort to help the retailer to fight the catalogue house competition, but our efforts were not successful for the reason that the retailers did not grasp the idea intelligently, or co-operate with us vigorously, as we had hoped they would do. On the contrary, we found cases where they were asking \$18 for the sewing machines we sold them at \$9, and allowing the catalogue house to come in and sell a similar machine for \$12. I remember distinctly one merchant told me that his wife used that machine and it was such a good one he had not the heart to sell it for less than \$18. Of course, that defeated our purpose—we distinctly requested that they would never ask more than \$12 for this sewing machine—and a "bang-up" good one it was.

I can not present you the catalogue house competition mentioned better, in my judgment, than to give you the view of an up-to-date, successful, wide-awake, first-class retail hardware dealer, who does business in the State of Illinois, within one hundred miles of Chicago, and who has written me a letter on this subject, which presents the matter so forcibly, so clearly and so thoroughly that I can

not imagine any better plan than to have him talk to you—through the medium of this letter—which I herewith beg to present for your consideration.

This letter is as follows:

Question 1. This competition is very annoying and it does hurt us. If you would drop into any farmer's home in our vicinity one of the first objects you would see in the sitting room or kitchen (the rooms that are most used) would be Montgomery Ward's or Sears, Roebuck & Company's catalogues, and in most cases both. You would also see the farmer's bi-monthly "grocery list," which contains, besides grocery prices, close-outs and other bargains and revised prices of staple goods, such as barbed wire, nails, pipe, iron, roofing, etc. Every paper the farmer takes has numerous advertisements of these firms. He has numerous "follow-up" letters asking why they can't sell him hardware, groceries, barbed wire, etc., and if he is not ready to buy now, "when will he be ready?" etc. The children would rather look over this book than the best children's picture book ever gotten up because pictures and descriptions of new and strange things which they did not know ever existed are shown. Thus the child is educated from the first. The same conditions exist in probably one-fourth of the homes in the city of Dixon.

Under these conditions how can these people help being familiar with the market? So far this is all right. The more that people see the more they want. It helps us all to bring to their notice things that they can use, which they did not know before existed. The trouble comes when this man goes to the home dealer for the article and finds that he is often asked a higher price. He objects. Why should he pay one man more than he can buy it for from another? He is told that old story about the trouble of writing for it, the freight to pay, etc. He is not satisfied; he goes home, takes a catalogue house order blank, fills it out, adds one hundred pounds of sugar, nails, barbed wire or flour to make weight; fills it out, buys a money order of the rural free delivery man at his door, and the job is done.

If he sends the order to Montgomery Ward & Co. he is pretty sure to get good goods. If he sends it to Sears, Roebuck & Co., he may get a lower price on some things, but the quality will be poorer. On the other hand, if he pays the retailer a higher price than the catalogue quotation he always has a sore spot for that retailer. After all, if he is busy it's just as easy to buy a money order of the deliveryman at his own door and save the trouble and time of going to town. Pardon me for going into this with so much detail. My only reason is that many people do not realize that country people are not what they used to be nor do they realize the increased facilities for doing business in the country. In our vicinity—which is not differ-

ent from the average—most country people are well educated and broad-minded and it is not more trouble for the majority of them to sit down and write a business letter than it is for a retailer. This, of course, refers to the younger and more active generation than to the older. There are also several hundred telephones in farmers' homes in the immediate vicinity of Dixon, and each subscriber has the privilege of communicating with a dozen towns without extra charge. There are eight rural routes running out of Dixon.

Means of communication and of disseminating knowledge are increasing at a wonderful rate among country folks. It would seem to me that it would be easier for a catalogue house to sell \$20 worth of goods now to \$1 worth fifteen or twenty years ago. What I have said so far refers most to the ease with which a catalogue house can reach the consumer. The only point where they annoy us is the price. If I could meet catalogue house prices right through at a fair profit I would distribute free of charge to our customers all the catalogues I could get. It would help introduce goods and save me the trouble of getting out printed matter. All the advertising I would have to do would be to say, "At catalogue house prices." At even money I know our home consumers would buy of us every time.

All ammunition, standard guns and implements, nails, barbed wire, poultry netting, some stoves, pipes and fittings (water and steam), tinware, forges, blacksmith drills and similar lines—we sell strictly at catalogue house prices, plus the freight. By comparing prices you will see that we do not get back the cost of doing business on these lines. There are many odds and ends that we have to sell for just what they cost us. We never hesitate to do this if we have to make a sale. As a rule the best and the best known goods are cut the worst. It tends to drive good goods out of the market. Their prices prevent us from making a bare living profit on goods we have to handle.

Question 2. Regarding increase in quantity of goods distributed in our section would say that in the case of hardware it is not increasing to any extent. We believe our answer to Question 3 will partly account for it. In the case of stoves it is different. We feel that the National Association of Stove Manufacturers are not doing what they ought to for the retailer.

Question 3. About combating the trouble. We combat it by avoiding as much as possible the lines they cut on and by pushing the lines that they hold high prices on. Where we can not substitute other lines we meet them fair and square and advertise the fact boldly. I enclose our spring circular wherein you can see where we have met and where we have avoided this competition. I have to study the catalogue constantly in order to steer in and out of the snags, and I might say that I am

familiar with the hardware section of Montgomery Ward & Co.'s catalogue.

We believe the number of articles on which the maker makes some provision for protecting the retailer is increasing, and we make it a point to push such articles hard. We also make it a point to cut out all the goods we can—no matter how high the quality—on which we have no protection. By studying their catalogues carefully we manage fairly well to go around the snags. After all, if the amount of the sales of goods on which we do have to meet this competition is taken out of our total sales it makes an awfully big hole, as these very goods are the live goods of a stock.

Question 4. The way to eradicate or modify the evil. I don't know how. The problem is as interesting as the trust problem and decidedly more serious to you and to me. It is natural and right that goods should go to the consumer in the easiest and cheapest way. If that way is through the catalogue house it is the proper way. Perhaps the time will come, but I do not believe the time is here yet. With all the facilities at hand for buying goods this way it must not be forgotten that the more progressive people are the quicker they want their goods. When they want a thing, they want it right off—not in a week from now. The distributor must have the goods where they are needed, and when, and we believe this can best be accomplished through the thousands of retailers who are close to the consumer. We do not believe the time has come when either the retailer or the jobber can be dispensed with. If the manufacturer thinks distributing goods through the jobber and the retailer is a good way, let him stick to that way, and not get rattled when a catalogue house shakes a fat order in his face. The jobber and the retailers will appreciate it. If he thinks the catalogue house can distribute his goods best, very well—it's his privilege to choose, but he shouldn't come around and ask the retailer to help sell his goods.

I have often wondered if the arrangements between jobbers and manufacturers' associations have not put the retailer to a disadvantage. The jobber has been assured of a better profit on many lines through these arrangements. I do not question the right or need of this, but where there are artificial arrangements there are apt to be loopholes, and in this case is not the catalogue house the loophole? If the jobber advances his price to the retailer and the catalogue house continues to buy at the same price as the jobber, it gives them—the catalogue house—an advantage. Therefore, it is to be hoped that in whatever takes place between the jobber and factory the retailer's welfare will also be considered, because if we can't sell goods we can't buy them. Another point is in case a catalogue house lives up to a fixed retail price, will they be allowed to make both the



jobber's and the retailer's profit? I ask this question although I have said that all I would ask would be to meet their price at a good retailer's profit.

One writer has said: "There are many retailers who should put their own house in order before raising a holler." This is very true. Many retailers are not progressive; they do not know how or do not try to get up and hustle to stem the tide of this competition. One of the main objects of retail associations is to make or aid its members to be progressive; and as to the jobbers, it has been the wonder of many progressive retailers why the jobbers have not taken up this question long ago, because it must hurt them as much as it does the retailer, and the longer it is put off the stronger the competition will have grown. Retailers feel that the jobber can do more toward a remedy because he is next to the maker and because he is more used to handling commercial problems, and being fewer in numbers can more easily and quickly get together on any subject.

I doubt if the jobber realizes how much this competition hurts his (the jobber's) business. The retailer is right up against it when he meets the consumer, but the jobber is one step removed from it. You know what life and vim a salesman can put into his work when he talks up a worthy article and can clinch his argument with a price that is fair to himself and to his customer and that he knows is as low as that customer can buy as good an article for anywhere. Compare the vim of this merchant with that of a merchant who has marked the article as low as he can and still eke out a bare living and still can't look his customer in the eye when he tells the price, because he knows that customer can buy the same article at a lower price somewhere else. Such a merchant—or rather a merchant in such a position—can not have the heart to push business. He is not a very good customer for the jobber. The jobber is hit, not only by the trade that goes to the catalogue house, but by the depressing effect it has upon the energies of his best customer—the retailer.

Question 5. How can the jobber help us? Use your influence with the manufacturers toward inducing them to quit selling catalogue houses entirely. If they do sell them and successfully compel them to hold the goods at a fixed retail price, see that they don't make a double profit—the jobber's and the retailer's both. I don't know how else you can help us without sacrificing your own profit to which you are justly entitled.

Hundreds of retailers are dropping well established lines of goods partly from "malice aforethought" and partly because they simply don't pay when retailed at catalogue house prices, and the movement in this direction is going to increase. On the other, if makers who keep their goods out of the catalogue house only knew what a warm feeling the

retailer has for them they would be satisfied with their action.

In the case of guns and ammunition, is there any telling how much more of this stuff retailers would sell if there were a living profit in it?

I believe that any action the jobbers and retailers may take should be towards assuring each of us a moderate profit—not an exorbitant one, as that would lead to future troubles. There is no use in bolstering up the dead ones, but everything that will help a live man to make something more than a bare living would put the trade in better shape and give thousands of retailers new energy to push their business and sell many more goods than they are now doing.

Sometimes in writing for quotations on an article when we were in close competition with catalogue house prices we have asked for a special price to meet it in that case. In times past we have received answers which showed a total disregard of the retailer's welfare, and some of the letters have been so cold-blooded that I will not forget them as long as I live. I am pleased to say that none of them have late the sentiment has changed e been from hardware jobbers. Of tirely, and we are in receipt of numerous letters from jobbers and from manufacturers stating their position. Some of them, I believe, are sincere when they speak of their interest in the retailers, but I regret to say that I believe some of them are not so. At any rate, it shows a warm interest in the question.

This is the longest paper I ever wrote. The subject is of such deep interest to all us retailers that I can not help telling it all, so that you may know the thoughts of a retailer who has had twenty years' experience and who has lain awake nights thinking how he could make his company's hardware store better.

From this paper you will see what a difficult problem confronts the retail hardware dealer, and whatever threatens him threatens the jobber; whatever hurts him hurts the jobber; if he goes down we must go down, as we are interlinked, and our interests are so clearly allied that each is dependent upon the other.

Conditions just at present are unusually acute, begotten by dull times and a quiet year, which always aggravates such matters. It is said that the best lessons of our lives are those learned of adversity, and this may be the result of the present situation, for it will not be without great benefit to the retail hardware dealer if it causes him to wake up and put more vim, snap and go into his business—to have on hand what the people want when they call for it—to sell it at a reasonable price, in fact, to compete with these other retailers—the catalogue houses—for that is just what they are—just large retailers, that's all.

A discussion of this question must be done in the broadest gauged and most generous manner possible; there must be nothing suggested or even hinted at that is unreasonable;

correct principles must govern; anything extreme, radical or unfair will bring its penalty—failure. There must be nothing attempted not based upon the "Golden Rule;" these people have as much right to be in business as we have—their business is as legitimate as ours. If they have devised a better method than we have they deserve their reward. Any effort on the part of the manufacturers or jobbers to wipe out the catalogue houses is a mistake—they have come to stay, and stay they will. If they are doing business on methods that are unhealthy to the hardware trade, as I believe they are, we should do our best to regulate them, to correct those methods, or in a sense to pull their teeth so that if they do bite, they won't hurt. Public condemnation of catalogue houses is the most serious blunder that we, as hardware jobbers, can make, for it's simply a boomerang.

I find that opinions differ as to the best method of minimizing or curing the evil, and that the retail hardware dealers have recognized their own shortcomings to such an extent as shown in a circular letter sent out to a state retail hardware dealers' association by the Secretary, who uses these words:

"We, as merchants, have allowed the catalogue houses and racket stores and even department houses to get such a hold of our branch of business that it will take many years and hard work to overcome it. These times are progressive and the consumers are just as much alive to these conditions as we are, although perhaps unthinking as to the ultimate results of concentration, and are striving to make the dollar go as far as possible, while with the aid of railroad companies, express companies and free postal deliveries the expenses are nominal. Who is to blame but you, I, and the whole hardware trade, and not only the hardware but all branches of business?"

As I interpret these words they mean to say that the retail dealer must be more up to date, more aggressive, and more progressive—he must put up a good, strong fight by keeping a better assortment of goods—by keeping everything that is wanted that should naturally be found in his store when asked for it, because his promise to send for them and get them to supply some one does not fill the bill. He should compete in price with the catalogue house on the same goods, as far as possible, and when he needs help to do that he should appeal to his jobber to help him, and who will undoubtedly be willing to do so in specific cases; he should be willing to sacrifice a portion of his profit in a temporary conflict like this. I say "temporary" because I believe that the heat of this fight will be over in two or three years or less.

I take it that no successful business has ever been built up to satisfactory conclusions without some sacrifice at some time, and this seems to be the time when both the retailer and the wholesaler are called upon to make this sacrifice.

A retailer writes me like this:

"Glad you are taking hold of this matter. The retailer is worse than the jobber. Yours truly."

Perhaps that is to the point—at any rate it possesses the merit of brevity.

Another retailer wrote me like this:

"You can stop this thing, I know, if you will only go to work at it and keep these people from getting goods."

I only wish I could stop it; I'd do it mighty quick. But, after all, doesn't it finally come back and up to the retailer as his fight and what kind of competition he is going to give them? It seems to me that's what it is.

No paper of this kind would be complete without considering another kind of catalogue competition—houses doing a jobbing business by mail and soliciting from merchants only. I have had a lot of letters from customers and salesmen on this subject complaining of this competition. My answer is that this is legitimate competition—we must respect it and meet it—if we can't then our methods are not right, either too expensive, too clumsy or something else is wrong. These people are doing a large and profitable business by catalogues and avoiding the great expense of traveling salesmen. Is it not well to look into this matter? Does it mean that we, too, in time, must gravitate to the same methods and do away with the salesmen? I think not—the salesman is with us to stay—he is necessary to the retailer; as a rule, he is the retail dealer's friend; he visits him regularly, tells him all the news, posts him as to the probable changes in the market, keeps him informed as to new ideas and better methods which he has found to work successfully elsewhere. The retailer wants to have him continue his visits; likes to have him come and draws much benefit from his contact with him. One of the axioms of our house is that the proper definition of a good salesman is "A man who helps his customers to prosper." But, on the other hand, is the retailer always loyal to the hardware salesman, or will he not often order goods from mail order houses without giving his friend, the hardware salesman, a chance to furnish the goods at the same price?

As before stated, the interests of the retailer and the hardware jobber are mutual, and now as the jobber is trying to help the retailer to the best of his ability, so let the retailer remain loyal to the jobber who supplies him.

There are two facts with which I am strongly impressed in connection with my searching into this matter.

The first is that we are absolutely compelled to have the help of the manufacturer; that is a necessity, and without that we are going to retrograde and go down hill financially from the immediate present, and I wish to plead with the manufacturers to render that absolutely essential assistance which the hardware trade that distributes their goods so much requires. That's the founda-

tion of success in stopping this thing. When the good work is begun in that direction the question then naturally arises in a practical form, how can the jobber best help the retailer? My answer is to exert his influence personally in close contact with the manufacturer; not to sell the catalogue houses staple brand goods if they persist in publishing cut-throat prices, and when they do sell them to preserve a differential in price that will protect the legitimate hardware dealer.

I would not ask a manufacturer not to sell the catalogue house, for I think that is un-American, and would be a mistake in this free country, but I would ask him, and insist upon getting, as above stated, protection.

I would convince, if I could, all manufacturers that they will sell more goods if they make their total distribution through the legitimate channel, the hardware jobber, than they can possibly do by allowing so large a distribution of them to pass through the hands of the catalogue houses. In proof of that, I would say that the thousands and thousands of retail hardware dealers will then each carry a small stock of their goods and which will aggregate an enormous quantity. But if the retail dealers throw these goods out of their stock, because they can make no money on them, then the sales of the manufacturer will be seriously curtailed, for if the whole country is practically supplied from two stocks it stands to reason there will not be nearly so many goods

bought or so many on hand in the possession of the merchants for sale, as there would be if there were a few of each in every retail store in the United States.

I therefore put this on the ground of being to the best interests of the manufacturers, believing, as I do, that that is the fact.

And then I would appeal to the moral obligation which he owes to support his own people, his own class—a class that has, in years gone by, built him—and in saying "class" I mean the jobber and the retailer both, because while the one has purchased and distributed the goods, the other has sold them to the consumer.

In selling goods to the catalogue houses the jobbers may inadvertently overlook the possibility of their establishing what may be a very serious custom—viz., if they permit the catalogue houses to build up a large trade on any item, they are helping to accomplish what may end in an encouragement to others to make the goods themselves by season of having a large output assured, and whenever this is done, it will shut out the manufacturer. Perhaps this is a phase of the situation which he has not considered, but with a little reflection he will readily see that it has a most important bearing on the subject.

Now let me turn to the jobber, or what I may term my own legitimate class. The jobber is a great power in this matter of concentrated effort. I wish here, as the representative of our house, to say that we are ready

and more than willing to co-operate with the National Hardware Association, with the Southern Hardware Jobbers' Association, or with any other hardware interests to do all we can in this matter.

I don't think the jobber should sell the catalogue houses a dollar's worth of goods, for even if they sold them at a satisfactory profit it is unwise because it begets competition from other jobbers which finally gravitates to excessively low and unhealthy prices, besides which it enables them to fill promptly orders for goods that they might not be able to obtain elsewhere. No, my readers who are jobbers, let's keep our hands off and skirts clear, and not furnish ammunition to shoot at our friends, the retail hardware dealers; let us, as I suggested for the manufacturers, come out in the open and state where we stand on the subject.

The wholesale hardware trade is under a debt or obligation to the retail dealer, who has supported them and made them what they are, to the extent of helping them in a conflict of this kind to the best of their ability. No effort should be spared, no stone left unturned, no trouble considered too great to bring about the most thorough and complete protection for the retail hardware dealer, and I am glad to go on record, pledging our house and myself ready and willing to do everything in our power to accomplish this.

And now, let me say to the retail hardware merchant: Fight this thing; there's no other way. Fight it vigor-

ously and intelligently. The jobber will help you, and I am sure most of the manufacturers will lend their assistance, but you must recognize that the fight is yours, and that both jobbers and manufacturers are and can be but helpers in this struggle. Keep your stock up—perhaps a better assortment than you have been having; where you find certain kinds of goods being ordered of catalogue houses, keep them or similar goods, and sell them cheap, but keep them. Where you find the price so low that you can not compete after paying the regular price charged you by the jobber, write and ask him to help you out by a special low price to meet specific cases.

You must recognize the fact that your competitor is doing a cash business; hence you must compete with him on a cash basis only—not a credit against his cash, or you will get left every time.

Teach the value of cash payments, and teach loyalty to the people that trade with you—loyalty to yourself by reason of your accommodation in keeping the goods that they need, so that they can get them quickly; loyalty to the city in which you do business; loyalty to the county in which you live; loyalty to the state in which you pay taxes and help to keep up all the government expenses.

When you find some farmer or mechanic who has ordered and received from the catalogue houses some goods that you keep hunt him up and offer him your goods at the same price he paid—for cash—and show

## The Best Brackets

**W**E'VE taken the position from the day we made our first show case that the best materials we could obtain should go into them, and the best and most practical ideas should be carried out in every detail of their construction

We've given a good deal of thought to the shelf bracket problem and here is our solution. We say it is the best made. When there's anything better we'll be sure to have it.

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

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

unusual strength, and the brackets will be found plenty strong enough for any line of goods that would ever be shown in a show case. When glass shelves are used, the brackets are fitted with tight fitting steel lugs or rests as shown in the lower illustration. This prevents the shelves from sliding off from the brackets.

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

The Original Show Case Manufacturers of Grand Rapids

# GRAND RAPIDS FIXTURES COMPANY

140 S. Ionia St., GRAND RAPIDS, MICHIGAN

New York Office, 724 Broadway

Boston Office, 125 Summer Street



him how he could have saved the freight charges. Take a little medicine in a small loss of profit occasionally, and even if it is bitter, take it with a smile as though you liked it.

In summing it all up, I would ask the retailers to bear in mind the old couplet:

"It is not rank or birth or state,  
But git up and git that makes men great."

Buy your goods of the jobber as you need them in lots to suit—don't be trying to jump over his head and buy from the manufacturer. The jobber is your friend—he is trying to help you; he means to do it always, and especially in the face of this new and difficult competition. He is entitled to your friendship and trade—give them to him.

In the course of my correspondence in this matter, I find that the catalogue house competition is not nearly so disturbing a factor or so successful in what is termed the "New South," that is, south of the Ohio river and east of the Mississippi river, as it is in other parts of the country where it has fastened its fangs more strongly, in such states as Illinois, Indiana, Michigan, Wisconsin, Missouri, Iowa, Nebraska, Kansas and Arkansas.

But our friends in the "New South" must make up their minds it is coming to them just as soon as these active and energetic merchants can get around to their part of the world, and therefore it is just as important for them to help it now, before it becomes so great an evil in their section as it is in others, as if it were there already.

One of the greatest assistants to the catalogue house, in my opinion, is our postal laws, which enable them to send large quantities of their merchandise and cheap printed matter out at a nominal cost. I think this is all wrong. I do not believe the government should carry merchandise for anybody. I believe it is the function of an express company or a transportation company, and if the postal parcel bill should ever become a law it would, in my judgment, be one of the most serious blunders that could be made by this government. I think that the manufacturers of hardware, the jobbers of hardware and the retailers of hardware should do everything in their power to defeat that measure. But they should not stop there—they should endeavor to so amend the postal laws of this country as to prevent their carrying merchandise as they do now, which I have no doubt is a dead loss to the government.

Not all of the catalogue houses are successful by any means. As far as I know, only two of them have been in a large way successful, and I know of many failures. The reason for the success of these two is quite apparent—it is because of the remarkable business ability of the men who have organized and managed them, the same as you will find in any other walk of commercial life where there is a master mind at the helm, a master mechanic to run the engine; it

has been so since the world began and will be so, I believe, until Gabriel blows his horn.

This subject is naturally uppermost not only in our minds, but in the minds of the jobbers in other lines, because it is quite as vital to them as it is to us, and they feel, I am quite confident, the same necessity that we do for some substantial measure being adopted to correct this existing evil.

As an indication of their active interest in it, will say I have already been invited to speak before the National Dry Goods Jobbers' Association on these lines. Their customers are feeling the inroads of the catalogue house competition on their business quite as seriously as are the retail hardware dealers, so that it behooves the jobbers, in the protection of their mutual interests, to take an active hand in this conflict and while, as in the case of ourselves, it must be wholly the fight of the retail dry goods merchant, he will necessarily have to have, and no doubt be freely given, the active, earnest and zealous co-operation of the jobbers in his line of business.

In making these remarks I want to anticipate the fact that I am quite well aware that what I say will be criticised and perhaps some attempt may be made to ridicule it. Any one who makes a public address takes that risk. All I ask is that those who do it will have the courage of their convictions and show it by signing their name to any communication they put in print. That's fair, it seems to me, for if there is anything that does not display courage, it is an anonymous letter.

I believe this is a subject of greater importance than has ever before confronted the hardware trade; it is a subject but few men would be willing to tackle, and thereby lay themselves liable to public criticism, and there is nothing that one could say or put into print to-day but that would be quite subject to criticism or ridicule. It is an impossibility to write anything that will be exempt from these two penalties, but remember it is far easier to criticise than it is to suggest improvements. I do not hesitate to say that I do not see how we are going to absolutely cure this evil. I do see very readily how much can be done—very much indeed—to minimize the evil and remedy the trouble, and if the jobber gets the assistance of the manufacturers in a whole-souled, hearty way, as I hope, and the jobbers unite on this subject in using their best influence, and the retailers put up a good, strong fight—as outlined in this paper—then I can see how, within a year, we will find the conditions materially improved and we will all be glad we took a hand in the work of bringing about that most desirable result.

Before I close, I want to say a word to the traveling salesman—that army of magnificent men for whom I have the most profound respect; they can be important factors in this matter, and it should command their best efforts, for if, in the future, busi-

ness is to be done by catalogue, the salesmen's occupation is gone, or for the few that remain, the compensation will be so small as to be unworthy their consideration. It is the salesman who can best help the retailer to put up a good, wholesome, vigorous fight, and who, from time to time, can make suggestions to the retailer which, if followed, will be immensely valuable. Hence I say to the salesmen: Tackle this subject—don't be afraid of it—it is a burning present question and must be met; help the retailer all you can. When you find one man putting up a successful fight, find out how he does it and tell it to your next customer when you call upon him. If I were on the road to-day, nothing would please me better than to take a hand in this scrimmage—and a lively one, too. Come, brother salesmen, help us—we need your help.

Within the last thirty days a hardware jobber said to me: "Whither are we drifting—what's to become of us—are we all finally to become catalogue houses?" I said: "Not if I can help it." I am in this fight for the rest of my life and will regard it as the crowning act of my commercial career if I can help to regulate this evil and keep it from hurting the retail hardware dealer.

E. C. Simmons.

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

*You have not seen the catalogue of the Michigan Business University. Grand Rapids. You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Scholarship or Seminars. Write for it.*



## DO YOU WANT TO KNOW

about the most delightful places in this country to spend the summer? A region easy to get to, beautiful scenery, pure, bracing, cool air, plenty of attractive resorts, good hotels, good fishing, golf, something to do all the time—economical living, health, rest and comfort. Then write today enclosing 2c stamp to pay postage and mention this magazine and we will send you our 1904 edition of

## "Michigan in Summer"

containing 64 pages, 200 pictures, maps, hotel rates, etc., and interesting information about this famous resort region reached by the

## Grand Rapids & Indiana R'y

"THE FISHING LINE"  
PETOSKE WHEATONING MACINAC ISLAND  
BAY VIEW WALLOON LAKE TRAVERSE CITY  
HARBOR POINT CROOKED LAKE NORTHPORT

A fine train service, fast time, excellent dining cars, etc., from St. Louis, Louisville, Indianapolis, Cincinnati, Chicago.

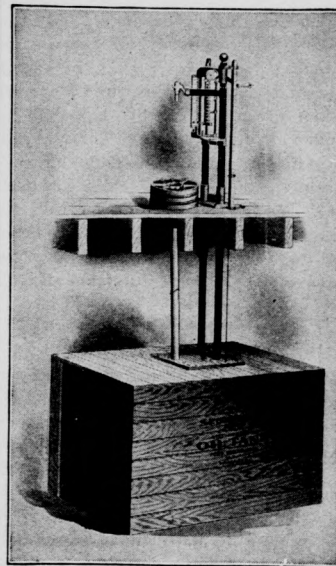
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## Save Time and Valuable Space

This can be done by installing a

**BOWSER SELF MEASURING**  
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CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS

with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "M" today.

IT'S FREE

**S. F. BOWSER & CO. Fort Wayne, Ind.**



### Observations of a Gotham Egg Man.

As the season advances and hot weather becomes more pronounced dealers naturally give greater preference to closely graded and country candled stock; and as the supply of these is always lighter, in proportion to the demand for them, than of the ordinary and lower qualities, they command a higher price—not only actually but higher in relation to real quality. That is to say, a buyer may be able to obtain at, say, 17c a mixed quality of eggs that, when candled out, would yield a certain proportion of fancy eggs at a cost of, say, 18c; yet he would probably be willing to pay a shade more than that for equally fine quality candled in the country owing to the reduced labor of handling and the fact that he does not then have to load up with a lot of rejections for which he may have no use.

Up to this time the country assortment of eggs has consisted chiefly in a casual grading according to size and cleanness, but this is no longer sufficient if a packer wishes to maintain a high reputation for his goods; the eggs should now be candled before packing and graded not only according to size and cleanness but according to strength and fullness.

The requirements for grade under the rules of New York Mercantile Exchange were somewhat reduced after May 31.

Fresh gathered firsts will hereafter require 65 per cent. of reasonably full, strong, sweet eggs and, to pass strictly at mark, the outside limit of loss is 1½ dozen to the case; they must be "reasonably clean and of good average size."

Extras must contain at least 80 per cent. of reasonably full, strong eggs and can not lose to exceed one dozen to the case. They must be free from small and dirty eggs.

Both extras and firsts must be in new cases of good quality, smooth and clean. The fillers must be substantial quality, sweet and dry, with flats or other suitable substitutes under bottom layers and over tops, and sweet, dry excelsior or other suitable packing under bottoms and over tops.

Although our market has lately shown a little stronger tone on fine grades of Northern stock, leading to a slight recovery of prices for such, this has not been because of any lack in quantity of such arriving, but solely to the fact that many receivers of really fancy eggs showed a disposition to store them rather than sell at 17½c. Recent advices from the country have indicated a falling off in collections at Southernly and Southwestern points, but in Northern districts receipts seem to be holding up to liberal amounts and prices there are softer than at any previous time. It is quite probable

that at a price which will draw fresh stock into consumptive channels the supply, even of high grade eggs, will continue ample for some time to come and the position at the close shows no further upward tendency.

A correspondent in New Orleans writes that the crop of Louisiana and Texas eggs was larger than last year but that the supply is now slowly diminishing. He thinks that in two or three weeks New Orleans may begin to draw some stock from the Western sections and that Far Southern eggs will no longer be a factor of any importance in the Northern markets.—N. Y. Produce Review.

### Trivial Matters Which Influence Men's Affairs.

"The longer I live," observed the cashier of a bank, "the more I realize the importance of little things. Here is a case in point," he continued, referring to a letter he had just received. "A few weeks ago I had two callers in my office, one an excitable, elderly man, a big depositor, and the other the President of a manufacturing concern and the writer of this letter. The manufacturer left and soon afterward the excitable man discovered that someone had taken his hat. He stormed about the place until one of the clerks suggested that perhaps the manufacturer had taken it by mistake. The excitable man demanded his address and started out to hunt him down and give him 'a piece of his mind.'"

"The other day I read a letter from the manufacturing concern and was astonished to see among the names of its officers that of my excitable caller as Vice-President. My curiosity was aroused and I made enquiries. Now I learn that the excitable man was so pleasantly received when he called for his hat that his anger cooled at once. Then he got to talking about the manufacturer's business and the money he was making. A few days later he invested heavily in the concern and was elected its Vice-President. And all because of that little mistake about a hat."

### Keeps Correct Time.

The world's best timekeeper is said to be the electric clock in the basement of the Berlin observatory, which was installed by Professor Foerster in 1865. It is enclosed in an airtight glass cylinder and has frequently run for periods of two or three months with an average daily deviation of only fifteen-one-thousandth of a second. Yet astronomers are not satisfied even with this and efforts are continually made to secure ideal conditions for a clock by keeping it not only in an airtight case, but in an underground vault where neither changes of temperature nor of barometric pressure shall ever affect it.

Wrecking a railroad is finance. Removing all the signs in a street is a college prank. Raiding a melon patch is boyish fun. But carrying off one of the spoons for a woman's collection is stealing.

## EGG CASES FOR SALE CHEAP

We have on hand and offer for sale cheap while they last several hundred new 30 dozen size No. 2 cases at 22 cents each, F. O. B. Cadillac. They are bulky and we need the room. Write or call us up by Citizens phone 62.

**CUMMER MANUFACTURING CO., Cadillac, Michigan**  
Manufacturers of the Humpty-Dumpty Folding Egg Carriers

We are distributors for all kinds of FRUIT PACKAGES in large or small quantities.

Also Receivers and Shippers of Fruits and Vegetables.

**JOHN G. DOAN, Grand Rapids, Mich.**

Bell Main 2270

Citizens 1881

—We Carry—

## FULL LINE CLOVER, TIMOTHY AND ALL KINDS FIELD SEEDS

Orders filled promptly

### MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

## For Hay and Straw

Write, wire or telephone

### Smith Young & Co.

Lansing, Mich.

All grades at the right price. We will be pleased to supply you.

## 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.

## 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.**



### Jennings Absolute Phosphate Baking Powder

It's in demand and now being sold by 75 retail grocers in Grand Rapids. Trial orders solicited direct or through your jobbers. Quality guaranteed.

**The Jennings Baking Powder Co., Grand Rapids**



### PREPARED MUSTARD WITH HORSE RADISH

Just What the People Want.

Good Profit; Quick Sales.

**THOS. S. BEAUDOIN, Manufacturer**

Write for prices

518-24 18th St., Detroit, Mich.



## MEAT MARKET

### How Some Suburban Butchers Lose Money.

"Hello, Advocate, want another butcher story?" said Commuter, as he bustled into the sanctum one Saturday afternoon.

"Yes," replied the Advocate man, "if it's good and meaty."

"Well, I told you all about Georgie and his short but interesting experience in the meat business. When he departed hence we transferred our trade to a fellow that everybody called Eddie. He was the most versatile and volatile butcher I ever saw. He sold meat and ice, plowed gardens in the spring and fall, played on the local baseball nine, made an effort to play the cornet and painted and repaired rowboats in his spare time. He ran the butcher game in a happy go lucky way that would ruin a mint. For instance, it was utterly impossible to get him to take cash for his meat. When he sent it home the boy never had a bill or knew how much it was. When my wife objected to running an account, especially one of unknown dimensions, Eddie would make some excuse and put her off with a joke. Then one morning he came in with a bill which read: For meat from March 17 to April 20, \$18.60. My wife said she would look over her account of what she had secured, and if it was all right as far as she could tell, she would pay it, but she wanted it distinctly understood that that kind of business had to be stopped. But Eddie pleaded for the money which he said he had to have and promised to correct later any error there might be. So she paid him. He never corrected any error, however, although my wife showed him an itemized list of all the meat she had received and asked him how he figured out \$18.60 for it. And he continued to let the bills run as before and in a few weeks presented another indefinite statement for meat furnished, etc., and again begged for the money. My wife refused and said she was tired of such business, and said she would pay for what she had and not until she had figured it out. Then Eddie confessed that he was short just that amount on his meat bill, which had to be paid that day or else he could get no more meat except for cash. He also told her that he let certain bills run purposely so that when he ran short, which happened every week, he relied on one of these accounts to make up the deficiency. He did not say that he always made the bill the exact amount of his deficiency, but that is just what he did, all right, as a couple of friends and myself concluded when we swapped notes. Sometimes the party relied upon to even things up failed to come to the scratch, and then we got no meat from Eddie for a day or two. He was probably hustling around some of the other

old reliables trying to collect in advance. Finally I had a long talk with him and advised him to be more methodical. I told him he ought to collect for his meat when it was delivered and that it was better to have the cash in his clothes on Wednesday than to rely upon collecting what he needed at a minute's notice. He agreed and acknowledged that, although his old method was undoubtedly exciting, it had its drawbacks, especially when he failed to land the money he went gunning for. So he instituted the cash payment system and things were lovely for a while. But not for long. My wife complained that Eddie's charges were wildly fluctuating, but were always extremely high on Tuesday. On that day the poorest cuts cost as much as the very best were worth and more. This puzzled me a little until I remembered that his weekly bill was due at the wholesaler's on Wednesday. Then I tumbled. He was simply playing the old game in a different way. When I accused him of it he hesitatingly admitted the charge. When I asked what he did with the cash he collected during the week, he explained that the wealthy summer residents never paid their bills until the end of the season, and he had to carry them or lose their trade. I told him such trade was not worth keeping and he nearly had a fit, for he remembered that the natives of Clamhurst have been brought up to regard the wealthy summer crowd as absolutely sacred, even if they don't pay their bills promptly. Like everybody else, I had considerable regard for Eddie, and I advised him that a smaller business on a cash basis was much safer than a large trade with credits indefinite, both as to amount and date of payment. 'But,' he objected, 'look at the prices I soak 'em. You think I charge you too much; you ought to see what I charge them.'

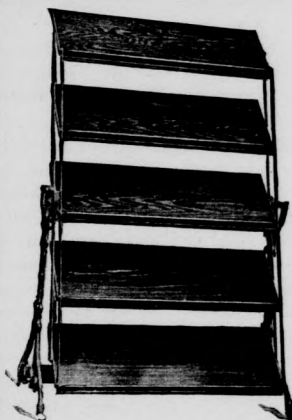
"Do the cooks get a rake-off?" I asked.

"He admitted that he sent the cooks a little donation every month and that even some of the coachmen did not hesitate to tell him that they would divert their employers' trade, unless there was 'something off'." He acknowledged that these rake-offs made a big hole in his profits, which were still further reduced by the occasional departure of a supposed wealthy summer resident without paying his bill. But he could not be induced to even think of leaving this class of trade to someone with more capital, and it was not long before poor Eddie had to close up his shop. He was a good fellow, but he had peculiar ideas of business. He now works for a farmer in summer, peddles fish from his pound net in the spring, digs clams for the market in the fall and canes chairs during the winter. Well, I must be going. Why don't you come out over Decoration Day? Fishing is great and I have some good old cider that will make your hair curl. So long."—Butchers' Advocate.

## Yeast Foam

Used with unfailing success  
by three generations of  
breadmakers.

All good grocers sell it.  
It wins customers for them.



### "Universal" Adjustable Display Stand

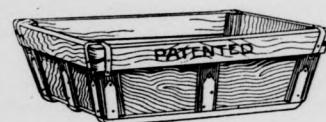
The Best Display Stand Ever Made

Adjusts as table, bookcase, or to any angle. Only a limited number will be sold at following prices:  
No. 12, 5 shelves 12 inches wide, 33 inches long, 5 feet high, net price..... \$4.60  
No. 9, 5 shelves 9 inches wide, 27 inches long, 4 feet high, net price..... \$4.20  
Two or more crated together for either size, 20 cents less each.

Further information given on application.

American Bell & Foundry Co.  
Northville, Mich.

## Nothing like it. Like what?



Why, the Wilcox perfected delivery box. Grocers want it everywhere. Outwears a dozen ordinary baskets and looks better than the best. No broken splints or "busted" corners. Nest perfectly and separate easily. Ask your jobber or write us. We also make No. 1 Baker and Laundry Baskets.

WILCOX BROTHERS, Cadillac, Michigan

## CLOTHING

### Some Peculiarities of the Present Season.

During the past few weeks traveling representatives of the wholesale clothing manufacturers have been journeying from city to city and from town to town, and there is scarcely a merchant in even the smaller villages throughout the length and breadth of the country who has not had the opportunity to view at least one of the sample lines prepared for the fall and winter season. The work of showing the samples and taking advance orders is by no means completed, but a large part of the orders have been recorded, and the work of manufacturing heavyweight garments with which to fill these orders is already progressing rapidly in the clothing factories.

Reports from various sources all tend to show that the season's business will be better than the average one. The cold weather during the spring months caused merchants to be more conservative than was expected, but in order to obtain the garments when needed in the fall the orders had to be placed. While in some sections of the country delays have been made in making purchases, the average is about as usual. The demand for high-grade garments is still the feature of the business and houses whose specialty is the manufacture of suits and overcoats of the higher-priced kind have no complaints because of a lack of orders. The medium-priced houses are also being liberally patronized, but there is little or no business for the class of manufacturers who flourished a few years ago in the production of very cheap clothing.

The experiment which was tried this season of showing a part of the samples by means of swatches instead of completed garments, has met with success as far as the taking of orders is concerned. Buyers who have confidence in the houses with whom they are dealing do not hesitate to make their selections from swatches as long as they have samples of the style before them for their guidance. It is thought that this idea will be adopted more generally another season. The immense saving in the preparation of samples and in excess baggage will eventually benefit the retailer.

The manufacturing clothiers have received many compliments on the stylish and attractive styles which they are showing for the fall and winter season, although there are no radical changes in the appearance of the garments, the manner in which they are tailored and finished gives evidence of constant improvement. Many of the samples shown will be used as models by merchant tailors, which is perhaps the highest compliment that can be paid to manufacturers of clothing.

Every season is marked by the

appearance of some decided coloring for suitings or overcoats which is distinctive, and this season the color seems to be brown. It is a stylish color, and by the manner in which orders have been placed calling for this shade, the buyers of clothing evidently believe that it will be popular. In suitings the solid color is used, but in overcoatings the background is of brown, overlaid with checks and plaids. This color is the only distinctive feature of the season which has appeared so far.

The advance orders all show a demand for English walking suits, and these garments will be more generally worn than heretofore. Nearly all of the popular suitings are shown, but solid color fabrics, or those showing a neat plaid or check effect, are the most popular.

In overcoats the long, loose, comfortable-appearing garments of last season still retain their hold upon the popular fancy. The Chesterfield is, of course, the largest seller, but there are hundreds of buyers who have purchased liberally of greatcoats, both with and without the belted back, storm coats and other similar styles. In the higher-priced lines the demand is largely for paddocks, surtouts and paletots, and these very dressy garments will be popular among those who desire to be well dressed.

The lines of children's clothing for fall and winter are more extensive than ever before, and many new and attractive features are now being shown by the salesmen on the road. One of the most popular selling styles of the season is the Russian suit, with Eton collar. This suit is made in all the suitable fabrics and will be as popular for winter as it has proven in the washable materials for summer wear.

Military and naval designs in boys' suits are in demand owing, no doubt, to the war in the East. There are many styles being shown, but the sailor suit, with naval emblems upon the arm, and a suit copied somewhat after the uniform of the Japanese soldier seem to be the most popular.

Many new and effective designs in overcoats for children have been produced by the designers for winter wear. In the higher priced lines some of the most artistic and beautiful effects have been created. Silk coats trimmed with ermine and other costly furs are shown, and one exquisite garment made of white bear skin, and lined throughout with silk, was recently exhibited in connection with lines of other less costly garments. The demand for garments of the kind is large, especially in the larger cities.

The demand during the present season for wash suits for children is unprecedented. All washable materials that could possibly be utilized in the manufacture of these garments have been used and the variety of styles is enormous.

These suits are very handy garments for all kinds of service and their popularity seems to be steadily increasing with every summer season. —Clothier and Furnisher.



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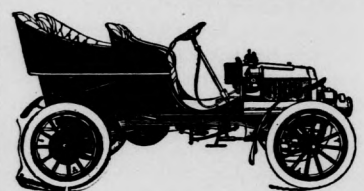
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**Market Conditions in Shirts, Collars and Cuffs.**

In previous reports mention was made of the cleaning up of the large stocks of negligee shirts which manufacturers had carried over from last summer. The stocks were reported as having been forced out through big department stores in the large cities, they in turn getting rid of their advantageous purchases through special sales. This exhaustion of left-overs put the wholesale market in excellent shape for this spring's business. Yet retailers generally, having in mind the disappointments of the past two summers, bought conservatively of new stuff. This had the beneficial effect of keeping manufacturers from making big stocks, as has been their custom.

Some houses report good business on their supplementary summer lines. There is a decided increase in the demand for "outdoor stuff," and for white negligees, particularly in fancy stripes. In fact, the fine grades of negligees in mercerized fabrics, silks and featherweight madras, grades selling at from \$9 to \$24, are running ahead of expectations. The popularity of golf and other outdoor sports is very helpful to the shirt business.

Orders for stock for immediate delivery run on flannels, white and fancy for outing wear; white featherweight madras, madras in both color and white grounds, and percales in neat effects. The plain soft front is in much better request than pleats, although the latter show no indication of falling off.

New for summer is a combination negligee or plain, soft front shirt. Heretofore the combination shirt, the garment with a fancy front and body of plain material matching in color or contrasting with the color of the front, has been confined to the stiff bosom and pleated front. The fancy front and foreign body is now brought out in the soft front, the front of the shirt being plain, with a single pleat and of fancier material than the body, which is plain, matching the front in color and weave, but without any pattern, the cuffs and neckband matching the front. This style of shirt has been introduced, not to fill a demand for such a novelty, but because it is a novelty.

Reports regarding fall business are gratifying. Stiff fronts are doing much better, both in white and fancy styles, than they fared at the inception of the season last year. Combination shirts, that is, fancy stiff bosoms with foreign bodies, are likewise selling in high grades. Shirt manufacturers have been influenced to show these shirts again for another season, as they continue to be featured by the fine custom makers. There is an increasing demand for good shirts—grades selling above \$9.

There are favorable prospects for a good fall season on fancy stiff fronts, if the business is rightly handled. Retailers took hold of them too gingerly last fall, and as a natural consequence merchandise that was not backed by push and enthusiastic interest awakened no demand.

It would be much better for retail merchants if the seasons were accurately timed. Soft fronts, or negligees, as they are generally called, should be pushed throughout the summer. October first would be the most favorable time for the introduction of fancy bosom shirts, and during October and November they should be pushed perseveringly. By the first of October men will have become tired of their negligees and be agreeable to a change. Then the stiff bosoms should be put forward as heralding another season; they should be displayed by the windowfuls and advertised as autumn's contribution to shirt vogue.

Such a campaign will mark the division of the seasons, the retiring of the soft front and birth of the stiff bosom. Good business should result if the introduction is properly made, and the result should be more frequent turnovers of the stock for the retailer. If the negligee is going to run from summer into fall, and from fall into winter, again into spring, there will be no necessity for changes, and men will argue for their own benefit, seeing negligee shirts displayed in autumn, that as they still have their soft shirts, bought in the spring, and soft shirts are still "all the go," why buy new shirts when the old have not worn out? It is the retailer who infuses the most versatility into his shirt stock who will reap the business harvest, providing he uses good judgment in presenting his merchandise at the most favorable season. By all means increase your turn-overs by pushing the proper stock in season, and begin with fancy stiff bosom shirts in October.—Apparel Gazette.

**How Long a Dream Lasts.**

One sometimes passes through the experience of a lifetime in a dream that lasts but a few seconds or minutes, so rapid is the activity of the mind during semisomnolence. To the dreamer a vision sometimes seems to endure for hours and the general impression is that dreams continue for minutes at least, while the fact is that the longest dream appears to be confined within a solitary second, even although the events of it may impress the dreamer for days. "The other afternoon," said a doctor, "I called to see a patient, and, much to my satisfaction I found him sleeping soundly. I sat by his bed, felt his pulse without disturbing him, and waited for him to awaken. After a few minutes a dealer's cart, with discordant ringing bells, turned into the street, and as their first tones reached me my patient opened his eyes.

"'Doctor,' he said, 'I'm glad to see you, and awfully glad that you woke me, for I have been tortured by a most distressing dream that must have lasted for several hours. I dreamed that I was sick, as I am, and that my boy came into the room with a string of most horribly sounding bells and rang them in my ears, while I hadn't the power to move or speak to him. I suffered tortures for what appeared to be interminable

time, and I'm so glad you awoke me.'

"The ringing of those bells for one second had caused all of that dream, and just at the waking moment."

**Johnny's Essay on the Hog.**

The hog is called a hog b'cuz he makes a hog of himself. It runs in the family. All hogs are hogs. The hog has two sides to his character, one of which is good to eat and the other we can't so cordjully admire. As an article of diet the hog is one of the warmest friends of the human race that I know of. Most of him is good for food and the rest is useful in making sausages, bristle brushes, and other utensils. The latter always seems to me to sound as if it had kind o' soured. It is said that you can't make a silk purse out of a—er—h'm!—lady-hog's ear. I have never heard of any fool big enough to try to. As a citizen the hog is not so warm. His manners and instincts are gross in the extreme, and his sole ambition 'pears to be to eat from early morn till far into the night. When a man is dead he becomes the late Mr. So-and-So, and we say nice things about him. When a hog is dead he is pork, and pa often says, "Confound this pork!" When I eat too much pa calls me a pig. A pig is a hog's little boy. This is all I know about the hog.

Temptation is what tries a man's moral grit. Adam and Eve were two plums until the devil shook their bush, then they immediately let go their hold.

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Makers of Pan-American Guaranteed Clothing

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## REFRACTORY CLIENTS.

## How Lawyers Sometimes Have To Wrestle With Them.

Grand Rapids people are not naturally a litigation loving lot. A member of the local bar whose memory can run back to the golden age said so the other day.

"And I say it," he added emphatically, "in the face of the fact that there are hundreds of prosperous attorneys in our midst, and that the sign painters are often hard put to it on lettering contracts with the new ones turned out in annual profusion by an enterprising and benignant law school.

"Mind when I say Grand Rapids people are naturally loth to litigate I will not go so far as to say that we do not possess all the necessary elements.

Some are of the opinion that the law is a slot machine with a lawyer behind it hypothecating the money as the people drop it in against a mighty poor chance of ringing up justice on a prize color. Going to law is frequently a habit, and like other habits it is capable of growth according as it is nourished.

"Last Tuesday a West Side resident came to me with a complaint against his next-door neighbor—a neighbor who had patronized the same corner grocery with him for years, and whose family had swapped back-fence gossip and kitchen utensils with the other family for the same length of time. But the inextinguishable had occurred that always occurs when families exchange lures and penates and confidences indiscriminately. They had fallen out.

"My visitor kept chickens; his neighbor's feathered fancy was ducks. Of late the chicken man had had it forced upon him that either his chickens were twentieth century wonders or he was the victim of some one's cupidity—fresh chicken eggs being higher priced and more in demand than duck eggs. He and his family were ready to swear they saw hens sedately attending to business on their nests. Yet when the eggs were rounded up nearly all were the depreciated product of duck industry. The fog of suspicion enveloped the duck man's household. At last a loose board in the side of the chicken-house facing the duck farm was found, and the scheme of neighborly treachery was laid bare.

"The chicken man wrathfully referred to his neighbor as a sneaking skunk and vowed to pinch him for his work, freely offering \$100 to accomplish it. There would be no cessation of hostilities until the duck breeder had mortgaged his home to procure funds to pay damages.

"Visions of charges of burglary, grand larceny, trespass and bunko practice, involving trusting humans and unsophisticated hens, were in his tones. At a glance I saw the danger of perpetuating a feud with those two factors in a quarter of the city already overshadowed by the phantom of the vendetta and the baleful influence of the Mafia. I talked soothingly to

him and brought him into a gentler mood.

"Leave the law alone," I urged. "My advice is to bolt cross pieces over the walls of your henhouse and thus make them secure. Your neighbor can't be such a bad sort or he would not have given you the duck eggs."

"That's so," he grudgingly admitted. "Mebbe he was only gittin' even for the beers I beat him out of at penuckle down to the corner. Or, mebbe, it was his kids done it for a lark. I'll give him the soft word to-night."

"There! you see how I sacrificed \$90 in a worthy cause. I received but \$10 for my advice, but it was far better at that than dragging all the turmoil into court. Those are the kind of sacrifices the conscientious lawyer feels bound to make.

"Sometimes we find people unwilling to accept advice. They are bound to break into court. Usually they succeed with a shyster's assistance and always rue it.

"One of these misguided mules applied to me once to get out injunction papers directed against his aged paternal aunt. The old lady maintained intimate relations with a corpulent bank account and a bewildering array of choice real estate. She had made a will and therein my caller was nominated as the chosen one to undertake a goodly share of those relations when the aunt passed on to where such things are as dross. And with that prospect he was unhappy. He had received an inside tip that the aunt had conceived a dislike for him and was seriously considering making a new testament, the conspicuous feature of which would be the absence of his name. Surely the law would protect his inheritance from the whimsical fancies of a female who was bent on breaking the longevity record. He would enjoin her from altering a line of her will. Fancy that, will you?

"I tried to laugh him out of his conceit, but he was in earnest, and took it hard when I refused my assistance.

"You can do nothing," I said. "If she were feeble-minded, a proceeding to be appointed her guardian might be in order."

"That's the worst of it," he said, dejectedly, as he went out, "she is disgustingly healthy both body and mind."

"Now, happening to know something of his aunt's affairs, I knew the undeserving scamp's fears were groundless. Still he monkeyed around, and under the guidance of an unscrupulous attorney, mixed the old lady up in some legal tangle. As a result the new will was made, and he—well, he braces me for a quarter every time we meet, and intimates I did him a deadly wrong in not getting out the injunction.

"Divorce litigation is the most trying and thankless work a lawyer can be engaged in. Members of the profession are charged with inflaming the differences which are ever arising between those who are married in 'June's palace paved with gold, and

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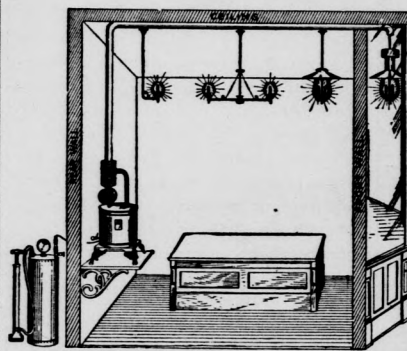
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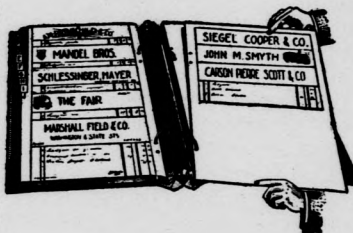


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wake up in December's cot carpeted with ingrain at 50 cents a yard, and are so disagreeably disillusioned that they refuse to accommodate themselves to disappointing realities.

"He was a shifty-jointed, nervous runt, and as he entered my office he cast wary glances about as though he expected the sudden onslaught of an ambushed enemy. Before sitting down he turned the chair around to face the door, and then from disjointed sentences between observations I gleaned the information that he wanted a divorce. He let loose a weird chant of misery, through which I could distinguish the whizzing of flatirons, the crashing of crockery, the thumping of furniture and shrill cries of anger and moans of distress.

"My gracious, man!" I remarked during a pause. "Your wife must be the original holy terror."

"He anchored his head long enough to give me a surprised stare.

"It wasn't my wife," he stammered.

"Whom have you been talking about, then?" I asked.

"Why, my sister-in-law," said he. "Ah, I see you don't understand. Let me tell you something," and after sizing up the door and the room, he leaned forward and whispered hoarsely:

"You hear folks say a mother-in-law is a blight in a man's house. Don't you believe it. A pivot-jawed, parrot-tongued sister-in-law, with a tendency to reach the flatirons, can make

more hades for a man than fifty mother-in-laws."

"You said you wanted a divorce," I reminded him.

"So I do," he sighed, "though I've nothing against my wife. We agree. But there is a limit to human endurance, and I am willing to let wife, home, everything go to get even with my sister-in-law. A divorce is the only thing that'll put her in her proper place and bring me salvation."

"I could only sympathize with him and express the opinion that the divorce court would afford him no relief, and he departed muttering that his sole show was to set the place afire while she was asleep."

Walter J. Thompson.

#### Sound Advice to Wives.

What a world of misery would be saved if other wives who are annoyed by similar possibilities would follow the advice given to a young woman who thought she was losing her husband's affection. She went to a seventh daughter of a seventh daughter for a love powder. The mystery woman told her:

"Get a raw piece of beef, cut flat, about an inch thick. Slice an onion in two and rub the meat on both sides with it. Put on pepper and salt and toast it on each side over a red coal fire. Drop on it three lumps of butter and two sprigs of parsley, and get him to eat it."

The young wife did so, and her husband loved her ever after.

#### Less Fear of the Knife Than Formerly.

Not so many years ago surgical operations were generally regarded by the public as a means of last resort, and were submitted to only when the patient or his family was advised that no other escape was open for the sufferer. Frequently the sick man was in extremes when he went under the surgeon's knife, and it is asserted by medical men that the large mortality in a given number of operations was due to this fact. In this way the popular fear of going through these ordeals was increased, the surgeons generally being held responsible for the fatal outcome.

To-day there is less fear of the knife, and statistics show that the mortality is far less. This is attributed by the profession to the advanced views now held and what may be termed the greater popularity of surgery. Of course, a most potent contribution to this condition of affairs is the more extensive knowledge possessed by the modern surgeon and his greater skill. But there is another source from which help comes; that is, that cases requiring the services of surgeons are not delayed until the last minute, when the patients are so exhausted or they can not stand the shock they must necessarily sustain.

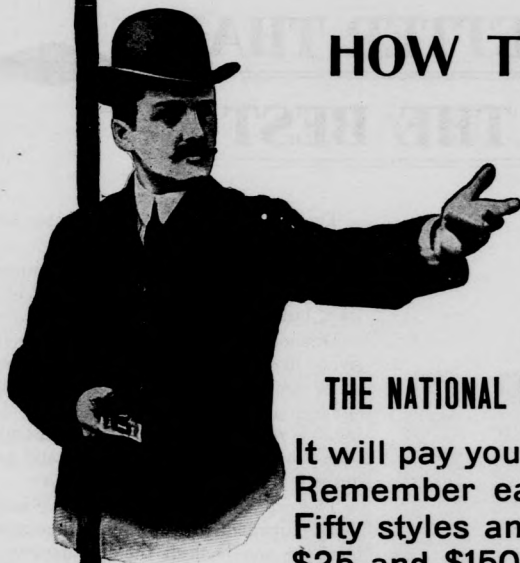
To-day it is appreciated by all students of the ills to which flesh is heir that if the knife is to be used the sooner it is done the better; just as everybody knows that if a disease

is to be checked the sooner medicine is administered the better. And to this view of the matter the doctor and the surgeon have gradually educated the people. This accounts for the popularity of surgery and for the material diminishing of the death rate of persons passing under the knife.

#### Rakish Headgear for Young Men.

One of the newest effects in soft hats has a wide and nearly flat brim that is intended to be pulled down in front, which act will cause the brim to roll upward in the rear, thereby obtaining the extremely rakish and negligee effect that is so popular with the young men. The crown is soft and may be dented or worn au naturel. Another soft hat recently placed on sale falls little short of being a wonder, because of the multitudinous variety of effects of which the hat is capable. The brim and crown are said to lend themselves to some twenty odd combinations. In fact, the hat can be shaped so quickly and easily to the wearer's fancy that a change from one effect to another can almost be accomplished by a change of mind. In order to individualize the hat it is named after a bit of gaudy plumage attached to the bow. This decoration also makes it possible for a man to instantly recognize the hat as not being his.

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## THE SOO CANAL.

## Ample Justification For the Faith of Its Founders.

Many a story of disappointed hopes and unfulfilled ambitions could be told of the years 1837, 1838 and 1839. A visionary spirit was abroad and nowhere did it display itself more than in Michigan, and nowhere with more reason, for promises of great and immediate prosperity were many in the Peninsular State. Every steamboat coming up Lake Erie bore hosts of immigrants whose courage and strength were to be a mighty asset to the State. Loaded caravans, bearing families and their worldly goods, were crowding in from the southern borders. The forests were filled with music of ringing axes and crashing trees. Wilderness and solitude were fast giving place to homes and fields of waving grain.

It was altogether a natural thing that the new State, with a young, enthusiastic and impetuous governor, should have determined to fall into step with the pace set by the older states, and began at once a system of internal improvements calculated to develop the great resources of the commonwealth and to insure the greatest possible degree of prosperity to its people.

The lesson taught by the construction of the Erie canal—that of the vast advantage to a state of transportation facilities—was not lost upon the people of Michigan. That they were very earnestly alive to it is evidenced by a clause which was inserted in the constitution of 1836, imposing upon the Legislature the duty of emulating New York. The clause was as follows: "Internal improvements shall be encouraged by the government of this State; and it shall be the duty of the Legislature, as soon as may be, to make provision by law for ascertaining the proper objects for improvements, in relation to roads, canals and navigable waters; and it shall also be their duty to provide by law for an equal, systematic and economical application of the funds which may be appropriated to these objects."

Governor Mason, in his annual message, reminded the Legislature of the undeveloped resources of the State and exhorted it to prompt action in providing for canals and railroads. "The period has arrived," said he, "when Michigan can no longer, without detriment to her standing and importance as a State, delay the action necessary to the development of her vast resources of wealth."

The Legislature, animated by the same spirit, responded promptly. As a result, an act was passed for the location and construction of four lines of railroad across the State; one from Detroit to the mouth of the St. Joseph River; one from Monroe to New Buffalo, and one from the mouth of Black River to the navigable waters of Grand River, or to Lake Michigan. Sums were voted to begin their construction, as well as that of a canal route from Mount Clemens to the mouth of the Kalamazoo River,

and of a canal around the Falls of the St. Mary's River.

Each project has its story of disappointment, but it is the story of the proposed canal and locks about the Falls of St. Mary's River I shall tell you. This project, like all the other plans of the State's first legislators, was doomed to failure. Unlike the others, time saw its ultimate and successful achievement. Also, unlike the others, its initial failure was brought about at the point of the bayonet, and by force of arms wielded by soldiers of the United States Government. This summary action on the part of the federal government brought forth a vigorous enunciation of the doctrine of the State's rights, marked with as determined and earnest a meaning as that voiced by the hot-heads of South Carolina and Kentucky in the days of Thomas Jefferson. It is with this early failure of the canal project, and its place in the history of the State, that I propose to deal.

The territory known as the Upper Peninsula had been ceded to Michigan by the general government in the settlement of a boundary dispute two or three years before the admission of Michigan to statehood. Little was known at that time of the resources of this territory, and no small degree of chagrin was felt at its enforced acquisition. However unwillingly the State accepted the land forced upon her, she entered heartily enough into plans for its development.

There is no record of any agitation of the project of a canal about the St. Mary's Falls prior to the message of Gov. Mason, and the subsequent act of the Legislature. It is probable that Gov. Mason having been Secretary and Acting Governor of the territory several years before its admission as a state, was familiar with the situation, and fully aware of the necessity of a canal.

The Legislature appropriated, to cover the expense of plans, survey and estimate of cost, \$25,000. Under the provision of the act authorizing this to be done, Gov. Mason appointed John Almy engineer to make the survey, plans and estimates. During the summer of 1837 John Almy completed his surveys, and reported to the Governor plans for a canal with two locks, with a lift of nine feet each.

The following year the Governor again called the attention of the Legislature to the subject, placing before that body the plans and estimated cost. He urged the early completion of the canal. In response, the Legislature appropriated an additional \$25,000, to be applied to its construction "provided that Congress did not, at its present session, make an appropriation for that purpose."

Congress had been memorialized by a committee from the Legislature, and the boundless advantages, not only to Michigan, but to the surrounding states and territories, set forth. The attention of Congress was called by the committee to the great fishing industry of the shores of Lake Superior, which they termed

the "American Baltic." They pointed out that the shipping consequent on a more largely developed trade would prove a national nursery for seamen. They called attention to the fur industry, and to the exclusive monopoly which one powerful association held on the trade in the rich and valuable furs in which the Lake Superior country abounded.

They played upon the national prejudices, and reminded Congress that the long dreaded and insidious influence which the British Government kept up among our frontier tribes of Indians would, by this means, be annihilated, by the overbalancing effect of an American influence that must ensue from this impulse to American commerce and American trade.

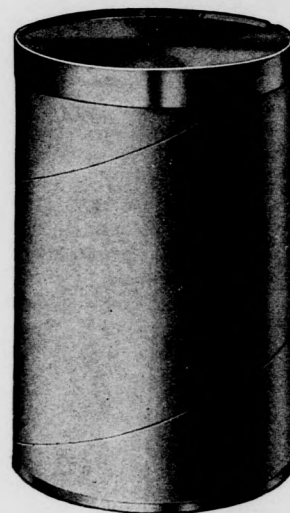
They referred to the vast valuable deposits of copper and iron ore, the value of which at that time they so little comprehended themselves.

All these magnificent benefits were to be rendered available by the construction of a canal around the rapids of the St. Mary's River, the only obstacle in the way of a direct water route to this region of potential wealth, and Congress was urged to come to the aid of a cause so evidently national in its responsibility and appropriate money or lands for the construction of a canal.

Congress made no appropriation. The repeated solicitations for aid were unheeded, the emphatic reasons which so distinctly gave to the proposed canal a national character were unappreciated by the Congress of the

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## BETTER THAN THE BEST

There's one thing better than the best, and that's the *best for the purpose*.

The wrong kind is as bad as poor quality—a chemical analysis is all right in its way, but *results* are what count.

Diamond Crystal Salt is used exclusively in a majority of the largest creameries, not because it analyzes 99% pure (though it *does* analyze that way), but because repeated tests have demonstrated that it works freer, goes farther and produces better butter than any other.

The progressive grocer who sells to the small dairyman will do well to take a leaf from the note-book of the creameries.

Give your trade a chance to try *The Salt that's ALL Salt*, and then order your next stock according to the reports received.

Write for our book of letters from Buttermakers of National Reputation.

Or better—send in an order *now* for a stock of our 1/4 bushel (14 lbs.) sacks, which retail at 25c.

**DIAMOND CRYSTAL SALT COMPANY,  
St. Clair, Mich.**



United States. The state of Michigan had relied upon the past history of the general government in matters of national concern, and had expected a spirit of magnificent liberality toward a young and feeble state in its efforts to open a waterway of national interest and advantage.

However, the heart of Michigan beat high with courage in 1839, and although burdened with many other projects of improvement involving a large expense, the State swallowed her disappointment at the indifference of the United States, and resolved, unaided and alone, to undertake the construction of the canal.

Accordingly, the committee on internal improvements, pursuant to the direction of the Legislature, proceeded to let the work. To insure the completion of the canal beyond a possibility of a doubt, the sum of five thousand dollars from the internal improvement fund was advanced to the contractors. The contracting firm immediately secured the necessary equipment of provisions, implements and men, and by the eleventh of May, 1839, were on the ground and ready for work.

Sault Ste. Marie has been the site of a federal fort since 1822. The old Fort Brady was situated about one mile east of, or below the falls of the St. Mary's River, on an elevation on the river's bank. Between the fort and the falls lay the village of Sault Ste. Marie.

The officers of Fort Brady had caused to be built in the close vicinity of the falls, and thus not on the military reserve, a trench or mill-race, which led to a saw mill. This had been used in the preparation of lumber for building purposes. The mill race had not been in use for a number of years, and the saw-mill was a useless and dilapidated affair.

It chanced that the line of the proposed ship canal crossed the line of the old mill race, and so necessitated its being filled up. The officers commanding at Fort Brady were aware of this fact, and the breadth of conception and liberality of view which characterized that body are evidenced by their subsequent action in relation to the proposed ship canal.

Upon the landing of the contractors, with their men and implements, at Sault Ste. Marie, they were met by Lieutenant Root, assistant quartermaster at Fort Brady, and presented by him with a notice to the effect that it would be his duty, in pursuance of instructions from the War Department, to "interfere with any work on the projected canal that might injure the United States mill-race near that post."

To substantiate this notice, Lieutenant Root also presented the contractors with a copy of a letter from the War Department, which bore date of March 6, 1839, having been written two months previously. The letter stated, in substance, "It could not, it is presumed, have been the intention of Michigan, in contracting for the opening of a canal around the falls of the Sault de Ste. Marie, to interfere with the improvements made by the United States at your post,

among which the mill-race is regarded as one of the greatest importance; you will, therefore, apprise the contractor that he cannot be allowed, in the execution of his contract, to interfere in any way with that work."

Later in the same day, the contractors returned an answer to Lieutenant Root, informing him, "that they were bound by the state of Michigan to excavate a canal within the lines run and laid out by the chief engineer, and that they should proceed with the work, and could not allow water to run through the race, where the canal crosses the same, as it would entirely frustrate the object that the state of Michigan had in view."

To this definite statement of intention, Captain Johnson, commanding officer at Fort Brady, returned a prompt answer, in which he said, "that the proposed work could not go on peaceably; that the instructions received from the War Department were positive, and that, as much as he regretted impeding any work for the public good, he had only to see these instructions carried out to their full extent."

The contractors, having received part payment for their work, resolved to fulfill their contract, if possible, and to continue working until prevented by superior force. Accordingly they proceeded to the work of digging ditches to carry off water from the mill-race, and of cutting timbers on the line of the canal.

While they were engaged in this labor, Captain Johnson, at the head of his company, fully armed and equipped, marched on the ground, and forbade, in no uncertain terms, the work to proceed. The contractors and their men refused to recognize the orders of Captain Johnson, and continued working. Again the Captain, in unmistakable earnestness,

ordered a cessation of work, again to no effect.

Thereupon Captain Johnson strode up to the foreman and, seizing upon the instrument with which he was working, wrested it forcibly out of his hands, his soldiers in the meantime, with fixed bayonets, driving the workmen and contractors from the line of the canal.

There being no possibility of continuing the work under the circumstances, the contractors were forced to abandon it, and return home.

The disturbance of mind of the legislative fathers can be imagined. Still smarting from a sense of injustice over the settlement of the Ohio boundary question, they felt doubly wronged in being unable to carry on an improvement of the country so ungratefully thrust upon them—a wrong aggravated by the knowledge that the improvement was national in character, and for the doing of which they should have been praised and honored and aided, instead of being met with a humiliating indignity. Still further was the sense of outraged injustice aggravated, because the assumed jurisdiction of the general government was over a portion of the State not in the military reserve, and so unauthorized by any statute of government or provision of Congress.

It was evident, too, that the commanding officers at Fort Brady had received instructions from the general government two months before they communicated their knowledge to the State. Had the general government taken dignified and worthy measures to communicate these instructions to the Legislature of Michigan, the useless expenditure of \$5,000 paid to the contractors would have been saved, and the bitter humiliation

of frustrated plans at Sault de Ste. Marie have been prevented.

Michigan's list of grievances against the general government was long and sorely felt. The Legislature appointed a special committee to memorialize Congress, to present her grievances and what she considered to be her claim upon Congress. The result was a remarkable document and the nearest approach to the spirit of secession in the history of Michigan.

After explaining the reasons for the State's chagrin and disaffection, the memorial is as follows:

Your committee are of the opinion that such a course of arbitrary proceedings on the part of the Government exhibits a reckless disregard of the rights and honor of the State of Michigan and is unwarranted by any provision in the constitution of the United States. It not only inflicts upon the people gross injustice, but adds another great cause of censure and reproach to the course which has marked the policy of the Government towards the State of Michigan. It is not yet forgotten that Michigan was compelled to go into the Union by surrendering to a more powerful state territory to which her citizens believed that she was justly entitled, and of which they will ever believe they were unjustly deprived. It was sufficiently humiliating that she was compelled to abandon the high and elevated stand she had taken, and so nobly sustained in that controversy, and tamely submit to, and acquiesce in, the conditions which were prescribed for her admission into the Union. But, as if her humiliation was not complete, an attempt is now made by the General Government to trample in the dust her legislative enactments, and treat with contempt the legitimate and constitutional exercise of her sovereignty. Under the pretense of protecting, as military property, a trench or race, which leads to an old dilapidated and worthless sawmill, a military force is employed to interrupt her works of internal improvement, and the officers of the General Government directed to dictate to the state the mode and manner she must pursue, in the exercise of a right guaranteed to her by the provisions of that constitution which confers powers on the Federal Government to provide for the common defense of all the states, but not to oppress the weak and feeble. If high handed measures like these, to which allusion has been made, can be justified, if the legislative enactments of sovereign and independent states can thus be trampled upon and set at naught, then, indeed, will the states of this confederacy have no rights to maintain, no honor to protect; then, indeed, will all the anticipated

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

**HAND SAPOLIO**

**Always supply it and you  
will keep their good will.**

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

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blessings of our happy Union be turned into curses.

The Secretary of War, in a communication to the executive of this State, assumes the position that officers acting under orders from that department were bound to prevent the commission of any act, within the limits of the land belonging to the United States, which might prove injurious to the interest of the Government, and in so doing in no manner violated the sovereignty of the state. Your committee do not believe that the constitution of the United States contains any provision which will warrant the exercise of such a power. The only provision in that instrument which, in the opinion of your committee, can apply to the present case, or upon which the officers of the General Government can pretend to justify the proceedings in regard to the State of Michigan, is found in the eighth section of the constitution. Among the enumerated powers which Congress possesses under it is the right to exercise exclusive legislation over all places purchased by consent of the legislature of the state in which the same may be, for the erection of forts, magazines, arsenals, dock yards and other needful buildings.

It will be perceived that at the adoption of the constitution the right of the several states to exclusive jurisdiction over the territory included within their respective limits was clearly recognized, and the powers of Congress to legislate over it carefully restricted. By the terms of that sacred instrument, before Congress could exercise "exclusive legislation over any particular district or place," the consent of the legislature of the state in which it might be situated was to be obtained.

Michigan was admitted into the Union upon an equal footing with the original states, in all respects whatsoever. And if the assent of the original states was necessary to confer on Congress the right of exclusive legislation, over a particular portion of territory within their limits, it would seem that the assent of new states would also be necessary for the purpose of conferring such powers in order to place them upon an equal footing with the original states, in all respects whatsoever.

Your committee would beg leave further to say, that if the doctrine embraced in the letter to the Secretary of War, to the executive of this State, and which has already been referred to by your committee, be true, it will deprive the several states, to a great extent, of the exercise of a jurisdiction which has never before, within the knowledge of your committee, been denied. So far as the State of Michigan is concerned, in reference to the public domain within her limits, she is only prohibited from interfering with its sale, or assessing any tax whatever on the same. With this exception the United States can only hold the public lands as an individual proprietor would hold them, and subject to the right of general jurisdiction on the part of the state. If a contrary doctrine should prevail, or if the officers acting under orders from the War Department, or any other department of the General Government, were bound to prevent the commission of any act, within the limits of the lands belonging to the United States, which might, in their opinion, prove injurious to the Government, then, indeed, would the states be denied the exercise of a right intimately connected, not only with their prosperity and welfare, but their existence as free, independent and sovereign states. It certainly will not be pretended that the State of Michigan, or any other state of the Union, has not the right to construct, within their respective limits, whatever works of internal improvement the legislature may see proper to undertake; and if this right is possessed each state can construct, through Government lands, canals and railways, and cut any timber, or remove any other obstructions that might be necessary to be removed in order to effect their completion. Suppose it should, in the estimation of any of the officers of the Government, be thought that the completion of the different works of internal improvement, now in progress in this State, would prove injurious to the interest of the United States, would they have a right to avert their further prosecution? Could they deny to the State the right to finish the Central or Southern Railroad because it might render less valuable any portion of the public lands by the destruction of timber, and the use of any other material that may be needed? Most assuredly they could not.

The Government can claim no greater rights, nor any more privileges than any individual of the state, except those that are expressly constitutionally reserved in the act providing for the admission of Michigan into the Union. The property of individuals can be taken and used for public purposes, without their assent, if an adequate compensation be made; and the lands of the General Government can also be used by the several states for like purposes, and with the same restrictions, unless some legislative acts of the State convey to the United States the right to exercise over it exclusive jurisdiction.

The committee recommend the adoption of the following resolutions: That it is the sense of this Legislature that the proceeding of the Government of the United States, at the Sault de Ste. Marie, on the 12th day of May,

1839, by which the contractors and hands at work on the canal at that place were forcibly driven from the same and compelled to abandon its further construction, was unwarranted by the constitution of the United States, and a gross violation of the rights and sovereignty of the State of Michigan.

That, as an act of injustice to the State of Michigan, the Government of the United States is bound to repay to the State the amount of money advanced to the contractors, together with all the damages the State has sustained by reason of the arbitrary and unjust measures which deprived the State of the right to construct the Sault de Ste. Marie canal.

That our Senators and Representatives in Congress be requested to adopt such measures as will tend to the speedy reparation, by the General Government, of the injury which has been inflicted upon the rights of the State, and that they demand the re-payment of the money which has been expended, together with all the damages that the State has sustained.

Nothing came of this protest. The doctrine of state's rights so warmly declared by the Legislature of Michigan had no effect upon Congress.

Dismay and outraged as Michigan felt, the attempt to secure aid in the construction of a canal was not allowed to rest with the unfortunate episode. The same Legislature which sent the memorial of protest to Congress sent also another memorial, which set forth at more detailed length than ever before, the wealth of the Lake Superior country. To secure information on this subject the Hon. Lucius Lyon, former Congressman, had been sent to the Upper Peninsula on a tour of investigation, and his very favorable report was embodied in the memorial. Hon. John Norvell, Senator from Michigan, presented the memorial to Congress, and along with it a bill asking for a grant of 100,000 acres of land to aid in the construction of the canal. The bill met strong opposition.

Among those who opposed it was no less a statesman than Henry Clay, who said of the project, that it was a "work beyond the remotest settlement in the United States, if not in the moon."

After fifteen years of continuous untiring effort by the friends of the enterprise, in 1852 Congress was persuaded to pass a bill appropriating 750,000 acres of public lands in Michigan for the construction of the canal. What is now known as the old "State locks" were built by this means and by the month of June 1855, the first steamer passed through the locks on her way to Lake Superior. A new era of industrial progress was thus opened which has developed to an astonishing magnitude. The successive changes which have taken place in the growth of St. Mary's ship canal have been the result of the rapid increase of commerce over the great waterway thus opened, and the consequent development of the Lake Superior region.

The year 1881 saw the completion of a larger lock by the side of the first lock, known as the Weitzel lock. In 1884 the State transferred the management of the canal and locks to the general government, which has since that time retained their control. Owing to the marvelous increase of traffic on the lake waters in 1896 the old State locks became entirely inadequate for use, and they were rebuilt on a very much larger scale, now being called the Poe lock.

Last year there passed through the

canal and locks of St. Mary's Falls, 31,600,000 tons of freight. This enormous amount was three times that which passed through the Suez canal during the same year. The probable building in the near future of a new lock of larger dimensions than any yet built is evidence of the vastness of the commercial trade through the St. Mary's waterway and ample justification for the enthusiasm of Michigan's far-sighted statesmen of 1837.

Annie Reid Knox.

#### Acetic Acid as a Preservative.

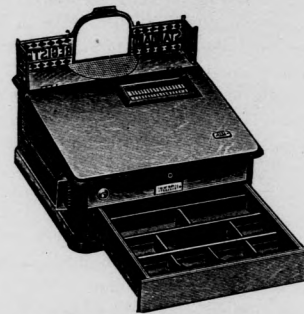
Tests have been held in Berlin of a new process of meat preservation, by injection of acetic acid. The inventor, Prof. Emmerich, claims that it will revolutionize the packing industry and solve the problem of supplying armies in the field. Weak and strong solutions are used, according to the length of time the meat is to be kept. Meat so prepared, it is claimed, has been shipped to South Africa, and when cooked was of delicious flavor and quality. Also to South America and back to Germany, being kept near the boilers of the vessel, and was found in perfect condition.

A Chicago University professor has informed his class that flirting is instructive. One wonders if he reached his conclusion by a process of syllogistic reasoning, or just found out by experience.

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One quart gasoline burns 18 hours in our

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.

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



# WOMEN CASHIERS.

## Reasons Why They Are Supplanting the Men.

One of the reasons why there are three times as many women as men acting as cashiers is the growing disposition on the part of young men to bet on the races and to dabble in the bucket shops.

This is what several employers declare, and one of them continues: "Within ten years I have seen an almost incredible growth of interest in the race track. The time was when there was talk of poker, and roulette, and policy among men in Chicago. Now everything is horse racing. You hear the subject brought up on all sides where there is a chance group of shallow young men. They talk horse, of sires and dams, of jockeys and heavy tracks, of odds, and all that until it makes me sick of the whole business.

"Having a woman cashier, however, and employing several other women in almost equally responsible places, I have a sense of security that I never had when these positions were filled by men. At the same time not one of these women is under bond in surety companies. If my judgment of them has gone wrong and my cashier absconds, it will be my loss, of course, but at the same time I think it will be a breaking of the record for woman's honesty in such positions in Chicago. I never have heard of one woman cashier who has played false with her charge."

Banking houses are the one exception to the growing rule. Scarcely any other line of large or small business is not making concessions to the desirability of a woman at the cashier's window or desk. Not only are the women cashiers in positions, but in the advertisements of cashiers wanted the preference for women is as marked.

Physically and temperamentally, a woman is the better equipped for the role of cash accountant in the ordinary business lines. Where the pressure of business calls for the handling of large sums of money, especially in bills and in subsidiary silver, the woman has a marked advantage. Her fingers are more supple than are a man's, and they are still more susceptible to the "feel" so necessary in the handling of money.

It is this "feel" exercised in the handling of both bills and silver that makes the woman superior to the man in a general way. Whether at the local cash window or at the general accounting window of an establishment this physical touch is the one main detector of counterfeits. The "raised" good bill can be detected by an expert of either sex at a glance. For instance, a dollar bill may have a good feel, but it may be marked up to \$10 or more. The cashier will recognize without thought that there is something wrong with the design on the bill, and, if not that, it is impossible for the one altering the bill to deceive the expert eye in the alteration itself.

A practical test of the cashier of

either sex will demonstrate that the woman cashier, even with her quicker touch, will be more careful than will the man. This is especially true where new bills are concerned. Ordinarily when a new \$20 or \$50 or \$100 bill is passed through the window to a man he will put it through his fingers once in acceptance of its genuineness. It is his disposition to hide any possible uncertainty that he may have of its genuineness. He does not like to be in the position before a customer of examining too sharply, or seeming to do so.

A woman is radically different in temperament in this respect. She is wholly self-possessed, and it has been her privilege as a woman to exact concessions from men and to impose them upon women. If she has a ghost of a thought that a bill may be doubtful, she will hold it up to the light and pull it through her fingers without the least compunction. The fact that she is responsible for the admission of counterfeits calls her to the responsibility and out of her independence she allows the person on the other side of the grating to wait.

"But one of the best recommendations of the woman as cashier lies in the sex," said an old employer. "I may have a decent sort of a man as cashier, but I haven't much of an idea where he is after office hours. With a decent young woman in the position I am pretty certain of her in every respect. It comes more natural to the business man to make himself sure of the character of the woman than it does for him to dig into the character of the man. A woman's face is more easily read."

The woman cashier, as regarded by the surety companies, does not cut much figure either way. She seldom appears to ask for bonds. When she does most of the companies will furnish them. Just one surety company in Chicago will not issue a security policy for a woman. The reason is wholly ethical. The management agrees with the employer for the most part that the woman is the less likely to abscond with money. At the same time, it puts emphasis upon the fact that, if a bonded woman cashier should filch from the till, the company would not be borne out in public opinion in prosecuting her as it would prosecute a man. Admitting that she is little likely to misappropriate funds, the company does not care to take the chance of coming into disrepute in the emergency.

"We have a few calls for bonds for women cashiers," said the manager of one of the companies in the Rookery building. "When they ask for it we take the risk on just the same lines as we take the risk on a man. There is no discrimination in favor of the woman, although some of us might admit that she would be less likely to bolt than would a man. The manifest reason for the lack of calls from women is that their employers take their own risks concerning them. It is true, too, that in most of the big concerns, where millions may be at stake in the hands of the

cashier, a man fills the place. When he does, too, it is usually at the cost of heavy bonds."

Perhaps the matter of bonds is one of the leading reasons for the desirability of the woman cashier. Where a man gives heavy bonds his salary must make amends for them. Women, escaping this tax, naturally can afford to work for less money on that account, as they are willing to work for less on account of sex. Between the two, the woman cashier is coming into prominence and numbers at a startling rate.—Chicago Tribune.

## Well Worth the Money.

A man in Randolph county, Missouri, was tried recently for assault with intent to kill and the prosecuting attorney brought into court as weapons a rail, an ax, a gun, a saw and a rifle. The defendant's counsel exhibited a scythe, a pitchfork, a pistol, a razor and a hoe. After deliberating two hours on the case the jury submitted a report which read as follows: "We, the jury, find that the fight took place, and we, the jury, would have paid a dollar each to have seen it."

Marriage has some resemblance to cards. Hearts and diamonds are both involved, clubs sometimes come into the game, and, unless the divorce court intervenes, spades are trumps at last.

Error is a great deal worse than ignorance; it is better to know nothing than to know what is not true.

## Freight Receipts

Kept in stock and printed to order. Send for sample of the NEW UNIFORM BILL LADING.

BARLOW BROS., Grand Rapids

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GRAND RAPIDS, MICHIGAN

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

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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

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### "What They Say"

Minonk, Illinois, April 11th, 1904  
Century Cash Register Co.,  
Detroit, Mich.

Gentlemen:—

We wish to state that we have one of your total adding Cash Register Machines in our Grocery Department, which has been in constant use every day for the last two years, and there has never been one minute of that time but what the machine has been in perfect working order.

We can cheerfully recommend your machine to anyone desiring a first-class Cash Register.

Yours truly,  
ALLEN-CALDWELL CO.  
T. B. Allen, Sec'y,  
Cash Dealers Dry Goods and Groceries

Merit Wins.—We hold letters of praise similar to the above from more than one thousand (1,000) high-rated users of the Century.

They count for more than the malicious misleading statements of a concern in their frantic efforts to "hold up" the Cash Register users for 500 per cent. profit.

Guaranteed for 10 years—Sent on trial—Free of infringement—Patents bonded

DON'T BE FOOLED by the picture of a cheap, low grade machine, advertised by the opposition. They DO NOT, as hundreds of merchants say, match the century for less than \$250.00. We can furnish the proof. Hear what we have to say and Save money.

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

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

# 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,

Wm. Hilton & Co., Lumber, Lime and 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.**



### Showing Up and Retailing Sewing Machines.

This subject is one of great importance to the hardware dealer and other beginners in the sewing machine business. And yet very few companies or representatives take the pains or time to instruct their dealers how to show a sewing machine properly.

If properly handled sewing machines will prove profitable to any hardware dealer. That here and there is a hardware dealer who says: "Handling sewing machines doesn't pay; I've tried them," proves nothing but that his method was faulty. Merely putting sample machines on your floor may do some good and bring some business, but there's a far better way. Find some point about your machine on which you excel and harp on that. The hardware dealer who supplies the most pertinent information about the machine he handles will get the most trade, other things being equal. If the price of his machine is low, Why? If the quality is excellent, Why?

I would suggest to the hardware dealer on receiving the machine to be careful in taking it out of the crate to avoid scratching or bruising the wood-work. I would thoroughly acquaint myself with the mechanism of the machine and all its working parts. I would run the machine a few minutes and see that the belt is neither too tight nor too loose. Then oil it up and see that no nuts or screws are loose and that the band wheel is plumb.

In order to see that the tension and stitch of machine are perfect I would put in a needle to carry a No. 40 thread and sew from one thickness of muslin to ten and go back to one again, until I was satisfied it was right. Then I am ready to show any work that can be done on the machine. In showing a machine to a customer in the store make her feel at home, if possible. First present to view the face side of the cabinet work and, while removing the cover call attention to such points in the cabinet work as may appear desirable features, such as beauty of finish, arrangement of drawers, etc. In operating the machine and while stitching back and forth proceed to explain thoroughly, but with as few words as possible, every desirable feature of the machine. In regard to attachments, I would dwell principally on the completeness of the set, and after spreading them out where they can be seen and counted, pass them by with a few well chosen words.

In showing up keep the customer's attention on the machine. Avoid outside talk. Invite her to sit down and try the machine. Show the customer how to thread the machine and help her to get started. Avoid arguments as to the relative merits of other machines and undertake

nothing in showing up that you have not mastered previously. Dwell on the merits and commendable features of your machine. People like to know how and where things are made. Not a technical description, but a hint here and there. Remember the paramount object is to make sales, therefore the best plan is to find the easiest way to show up a machine with the least time and attention consumed and yet make sales.

There are many different ways to retail a sewing machine, any one of which, if followed up industriously, will make sales provided you select the one suited to the conditions with which you are surrounded and the idiosyncrasies of your customers. Do your best to get into their good graces; learn to adapt yourself to circumstances and the sale is half made.

In selecting a machine to handle choose one that you have the utmost confidence in, one that you know is first-class in every particular and that you can honestly recommend in every way to your customers. By all means handle only a good machine, because by having a high appreciation of the machine you are selling you are more enthusiastic and can speak in more positive terms of its many fine qualities, durability, etc.

Now, as to the manner of making a sale, let the same spirit prevail as in showing up. Use all your persuasive powers to make the customer desire the machine. Inspire her with its best features, the nice work she can do on it, its good qualities, the durability of the machine, the convenience and completeness of the attachments. By proper tact you can get some expression from your customer as to the particular feature she desires in a machine. Then harp strongly on that feature and the sale is certain. Nearly all standard machines have their good points in common, the essential features differing but little. Yet no two customers can be handled in the same manner. Some ladies don't care a Continental for the machine, but make a hobby of a certain kind of machine work; others again have mechanical preferences and pay little attention to the product of the machine. By a careful study of their likes and dislikes you will be able to discover their preference in this regard and by carefully developing this interest you create a desire for your machine.

In regard to installment business, the extra amount charged on time sales is generally enough to make them profitable, where customers will pay promptly, and in addition will largely widen the dealer's field of operation, for while few customers are able to pay cash or give a good note most anyone can buy and pay for a machine on installments. Many profitable sales are made on time by making the customer feel you are doing them a favor by offering them so useful an article on easy terms of payment. In selling on time get as much cash down as possible and have a stipulated amount and certain time of payment each month.

The trial business may be used in extreme cases, but I would do as

You will need

# GLASS

For all the following:

1. Plate Glass for Store Fronts.  
(We send men to set the plate)
2. Window Glass for Buildings and Houses.
3. Bevelled Plate for Door Lights.
4. Leaded Glass for Diningrooms and Vestibules.
5. "Luxfar" Prism Glass (send for catalogue).

We sell the 5 and an order will get you

Glass of Quality

Also manufacturers of Bent Glass.

**Grand Rapids Glass  
& Bending Co.**

Grand Rapids, Mich.

Factory and Warehouse Kent and Trowbridge Streets.

# Horse Clippers



20th Century, List \$5.00.



1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

**FOSTER STEVENS & CO.**

Grand Rapids, Michigan

# Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



little of it as possible. From my experience the longer a machine is left on trial the less chance there is of selling it. Either the machine will get out of order and discourage the customer or some competitor will come along and while the interest aroused in his machine by a good showing up is still warm, close the sale. When you have shown up your machine thoroughly and your customer has become interested in it, then is the time to close the sale, if possible, either by all cash or a partial payment with the privilege that if the machine is not satisfactory after a sufficient trial it can be returned and another machine supplied or money refunded. In this way many sales may be effected immediately that might otherwise hang fire and never materialize.

It is continuous effort that pays in selling sewing machines as in everything else. Sporadic effort means waste every time. If the dealer has confidence in the machine he sells and talks it up in that spirit and manner that is the impression people will get. The first few machines sold serve only as a foundation, and aid to introduce the machine to your customers, and if a good machine, it gains trade and friends for you. The way to stir up trade is to take some article like sewing machines that there is a demand for and push it continuously. If your machine is better than the one handled by your competitor give a good honest reason for it. The stronger you can be in your argument the better people will like it. Not only be honest but let the machine show and prove that you are. People, and especially women, like to know the how and why of everything nowadays. Maybe the first sales will be very slow in coming, but they will come just the same and there is no other line in which a hardware dealer can invest money where it will bring better profit or satisfaction than in a line of good family sewing machines.—G. H. Dirhold in Hardware.

#### Makes Money by a Laughable Device.

There is a male milliner in West Forty-fifth street who holds a fashionable patronage because of his unusual methods, not the least among which is a trick he has of displaying upon his own bald pate all the bonnets and other headgear he makes for his fair customers. He is short and fat and decidedly plain of feature, and the effect of a woman's bonnet upon him is grotesque in the extreme, but he never fails to subject himself to the laughter of his customers, believing that it pays.

The milliner's theory is that the art of his creations can be fully appreciated only when they are shown under the most unfavorable circumstances.

"A pretty woman," he tells his customers, "will lend a charm to any hat, and if she is very pretty you will look at her rather than at what she has on her head. But let me show you the effect of this bonnet upon me. Now you see it upon me, and in spite of that fact you can

see that it is beautiful it is beautiful indeed."

The fact that the milliner, invariably wears a black silk apron, across the front of which is a row of little pockets containing spools of various colored thread, and his waistcoat is usually a mass of pins and needles, adds to the ridiculous appearance he presents with, say, a picture hat resting upon his fringe of gray hair; but he bobs blithely around, exclaiming: "Look at that side effect. Isn't that exquisite?" and "Now I am going to turn around so that you can get a back view. How do you like that?"

A woman who recently purchased a bonnet from this enterprising milliner says that his method of displaying the art of his creations is certainly heroic, for when she first saw her bonnet upon him she came near refusing it then and there, so appalling was the effect. She studied it a little while longer, however, and eventually came to the conclusion that there certainly was a great deal in the theory of his strange custom.—New York Press.

#### Safes and Solvency.

One distinctive and distinguishing feature of the financial collapses is the large measure of attention which is attracted to the safe or safes of the defunct firm or corporation. It is a well-established axiom in business circles that "the poorer the credit the larger the safe."

New concerns of questionable stability in every business district almost invariably equip themselves with elaborate, ornate and usually powerful safes protected against burglars, fire or other unforeseen contingencies and having, usually, some very elaborate combination. When the smashup occurs the sense of confidence among creditors, inspired by the formidable character of the safe, leads them to insist upon the opening of the strong box in the apparent belief that it is sure to yield large hidden treasure, an expectation almost never realized.

A new concern which would start in business without a formidable safe or safes would certainly lack one of the chief resources for getting credit; but notwithstanding this, huge safes continue to be almost an integral part of all businesses in a line where large credit and very little real resources are demanded. In the furnishing of a new office or offices the item of safes is never large, but in no way better than by the purchase of safes can a full measure of credit be established.

Some day there will be a smashup in the business district of New York, and the sensational discovery will perhaps be made that there was no safe in possession of the concern, but so far no such case has been disclosed, and every large concern, it is now sometimes said, has a small safe and every small concern has a large one.—New York Sun.

#### Kerosene or Salt Exterminates the Dandelion.

Owners of lawns and grass plots have great trouble every year in keep-

ing them free from the pestiferous dandelion. A benevolent citizen who has experienced lots of trouble writes to say that many people bring most of this trouble on themselves by trying to exterminate dandelions by cutting the plant off just below the ground. A great deal of this is done early in the spring by people collecting young dandelion plants for "greens," they being an excellent and wholesome pot herb. This, it is said, does not kill the plant, but causes each root to throw out several shoots, and thus multiplies the number of dandelions.

The correspondent mentioned writes to impress his fellow sufferers that if when they cut off the dandelion plant below the ground they will drop a pinch of salt or a teaspoonful of coal oil on the root in the ground it will effectually kill it. This may seem a troublesome job, but to one who is set on keeping his grass plot clear of dandelions it will in the end save a lot of trouble.

## Insure Correct Results in Your Book-keeping

By installing one of the up-to-date systems devised by our auditing and accounting department. They will save you time, trouble and possibly many petty losses. Write to-day for particulars.

**The Michigan Trust Co.**  
Grand Rapids, Mich.  
Established in 1899.

## JOHN T. BEADLE WHOLESALE MANUFACTURER

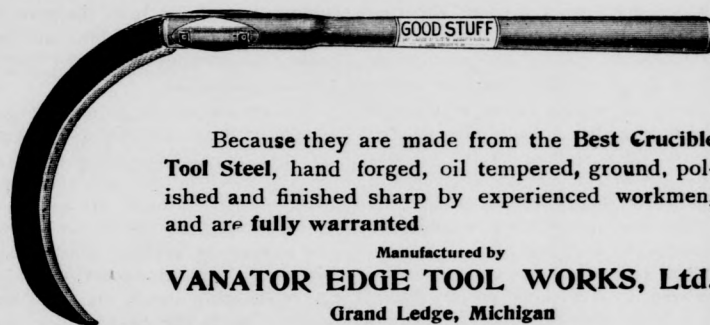


## HARNESS

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FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

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## Forest City Paint

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

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

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

It's an Eye-opener.

**Forest City Paint & Varnish Co., Cleveland, Ohio.**



### Reasons Why Marriage Is Sometimes a Failure.

Written for the Tradesman.

The other day a young man in Cleveland went to the court house in order to obtain a marriage license. By mistake he stumbled into a room in which a divorce case was being tried, and after listening to the sordid story of married life it unfolded—a tale of bickering, and quarrels, and charges, and countercharges of cruelty and neglect—he decided that he was not foolhardy enough to tackle such a dangerous proposition as matrimony, and fled in terror from the scene.

The incident is remarkable in that it is an authentic account of a man being warned by another person's fate, but the wonderful thing is not that one youth was scared off from marriage, but that any of us, with the awful examples of matrimonial infelicity we have all about us, should ever be willing to take the risk of making the fatal journey to the altar. That the wedding bells continue to ring is the final triumph of hope over other people's experience. Other couples may have found marriage a failure, but every youth and maiden believe that they have found the way back to Eden, and that the marriage ring is going to be the magic talisman that will open the gates of the lost Paradise to them.

This seldom happens, and one of the most pathetic things in the world is the disillusionment that marriage brings to the majority of people. This is leaving out of account the cases where some great wrong on either side breaks hearts, and wrecks lives, and drags couples into the divorce court. It merely refers to the common tragedy of daily life, where a man and a woman let the marriage tie that starts out like a silken bond between them become a ball and chain that fetters them together like prisoners, and that you can hear clank every time you come into their presence. Yet these people married for love, and the question is how, when they started out with such a wealth of affection, did they so soon become bankrupt?

The majority of marriages are rank failures so far as bringing any real happiness to either party is concerned. This is a sweeping statement, but I challenge you to deny its truth. How many husbands and wives do you know who find their chief pleasure in each other's society? How many couples can you find between whom there is any genuine comradeship? Is not the average man's real estimate of the enjoyment of having his wife along expressed in the old minstrel joke about the man who, when asked if he took his wife with him when he went on a journey, replied: "No, I went on a pleasure trip."

Does not the conversation of most

married couples, even in public, consist of little jabs at each other which piquantly suggest the amount of ginger they throw into a heart-to-heart talk in the privacy of home? Can you not pick out any husband and wife at the theater by the listless and bored way in which they yawn in each other's faces, or spot them anywhere by their mutual recriminations whenever the train is late, or the cooking bad at a restaurant, or anything else goes wrong? Would not a composite photograph of all the Darbys and Joans you know show a I-wonder-what-made-me-idiot-enough-to-marry-you expression?

Yet these people were once in love, they married in order that they might spend their lives together. They are faithful and loyal to each other. They wear themselves out working and planning to make each other physically comfortable, but somehow between them they have slain the joy, and glory, and romance of life, and the greatest problem of civilization is to find out how this was done, and how two people who meant to make each other happy make each other miserable.

Probably women are more to blame for this state of affairs than men. In this country, at least, it is woman who strikes the key-note of family life, and it is up to her to decide whether it shall be madrigals sung under her window, or a cat fight on the kitchen roof. Of course, the long years of matrimony are full enough, at best, of trials and tribulations, of sickness and anxiety, and struggle and strain, but there is no woman who can not keep up some of the glamor and illusions of life if she will. It is her hand generally that strips the veil of romance from matrimony, and shows it to the man as a hard, sordid reality of bills and bad cooks, and slouchy wrappers, and a wire-edged temper.

Men are far more sentimental than women at heart, and when the average man marries he is about three times as much in love with the woman as she is with him. He has picked her out of all the world as the one woman he prefers, that he admires most, and finds most congenial. She is probably merely marrying him because he is the best chance that offers. She may even be marrying for a home, or to keep from being an old maid, or because she does not know what else to do with herself, but when a man deliberately undertakes to support a woman for life, he is giving a practical guarantee of his affections that is strong enough to draw money on at the bank.

This being the case it is a shame and a disgrace to a woman to lose her husband's love because it is almost invariably her own fault. Unfortunately, however, it is the custom of the fair sex as soon as they have captured a husband to throw away the weapons with which they brought him down, and after marriage many a man is never again privileged to enjoy the amiability, the nimble wit, the charm, and the delightful tact

that ensnared his fancy. Were this habit reversed—did women take as much trouble to be agreeable after marriage as before; did they always present to their lords and masters as attractive an appearance; were they as willing to fall in with every whim, they would keep their husbands lovers to the end, for man is, in the main, a domestic animal amenable to the hand that feeds it well, and strokes the fur the right way.

Three other reasons there are why

women fail as wives. The first of these is because the average girl knows nothing about housekeeping, and by the time a tired, nerve exhausted, disgusted man has come home day after day to ill-cooked dinners, and a tearful, incompetent wife for a couple of years while the woman was learning how to cook and manage a servant, they have established the spat habit, and laid the foundations for a life time of bickering. If there were no bad break-

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## Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

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SALT in bright, pine cooperage. SALT packed the day the order is received. SALT that remains loose in the barrel. SALT that meets every requirement.

### DAIRY AND TABLE SALT

DAIRY SALT that is absolutely pure. TABLE SALT that is made of Medium Grain Salt, is even grain, and flows freely from the shaker.

Write us for quotations, and we will give you prices and full particulars.

**DETROIT SALT COMPANY, MANUFACTURERS**  
86 GRISWOLD ST., DETROIT, MICHIGAN



fast tables, there would be few unhappy marriages. Many a man would never find out that he had missed his affinity, if he did not miss his club coffee and rolls. Many a true love has been choked to death on a tough steak, and drowned on watery soup.

The second disillusionment that comes to a man is when he finds his nose put out of joint by a pudgy, lobster-colored baby. Children are supposed to bind people together. They do legally, but not sentimentally, and this is the woman's fault because the average woman is so much too much mother, and so much too little wife. A man has to get acclimatized to children. To start with, he does not consider it entrancing music to hear a baby yowl, nor does he prefer the odor of baby foods to any other perfume. He may be ever so proud a papa, but he still takes an interest in other things. Not so with the mother. Society, amusements, literature, politics, everything has been swallowed up in the nursery, and if her husband will not sit there with her she lets him go his own gait alone, and it is during the first six months of the first baby's life that the young husband finds the way back again down-town and to his old haunts. Occasionally you hear of a woman who considers her husband of as much importance as the baby, and she keeps him, but to the majority of women the husband merely exists in order to earn money for the children.

Woman's third way of slaying love

is by never learning anything from experience. She is like the fools who are always killing people with an empty gun. No matter if she knows that a certain subject irritates her husband as much as waving a red flag at an angry bull, she never learns not to drag it into the conversation. No matter how many safe and easy roads there are around his prejudices, she never learns to take them, but tramples straight over his sensibilities to her goal. There is some excuse for a wife bumping up once or twice against her husband's peculiarities, but after that it is sheer stupidity. Any woman can manage any man if she is willing to take the trouble.

The woman alone, however, can not make marriage a success. It takes two to kiss, as well as two to quarrel, and men have their share of the blame.

Men fail to make their wives happy chiefly through lack of tenderness. When the average man gets married he quits lovemaking with a suddenness that knocks the props out from under a woman, and brings her down from Heaven to earth with a jolt that loosens her back hair. For months or years he has spent every day telling her how he adored her before marriage. After marriage he never mentions the subject of his affections to her again. He thinks that his spending his life with her is proof enough of his affection, yet a woman would rather have an ounce of compliment than a barrel of deeds, and as long as a man will tell her that

she is the most beautiful of her sex and that he worships her, he may beat her, and mistreat her, and she will still consider herself as blessed among women.

Men fail as husbands because they treat their wives as pensioners instead of partners. No woman was ever happy with a man who made her feel her financial dependence upon him. Men fail as husbands because they take more interest in their business than they do in their homes. They become mere money-making machines, without one human impulse of affection, and many a great enterprise is built upon the wreck of a woman's heart. Men fail because they try to combine the husband and the rounder. No man has a right to marry until he is ready to settle down and give up his bachelor habits. Before he marries he should decide whether he prefers holding his wife's hand to a hand at poker, and pouring tea at the domestic table to opening bottles for chorus girls, and he should abide by his decision. If he is not going to stay at home with his wife in the evenings he should leave her in peace with her own family and friends.

Both men and women fail in marriage because they look upon married happiness as an accident instead of a matter of will. There are no two people of different blood, brought up in different environment and with different tastes and habits who can not find enough matters to scrap about if they will, nor are there any

two who can not find enough things they have in common to get along harmoniously if they desire. In the determination to be happy, though married, lie all the law and the prophets. It is a matter of volition and not luck.

Dorothy Dix.

#### Long Hours for Trained Nurses.

"It always makes me smile to hear man talk about their long hours," said the trained nurse. "If by any possible chance a man hasn't had his clothes off for twenty-four hours you never hear the end of it, unless perhaps the occasion has been an all-night poker game or something of the sort which he isn't so apt to talk about. But ordinarily he makes a great fuss over his long hours, particularly if due to stress of work or some unexpected duty. Now a trained nurse, even although one of the generally accepted 'weaker sex,' thinks nothing, when occasion demands, of going three or four days and nights without once closing her eyes. I was recently called to a typhoid fever case on a Thursday, and on the following Wednesday the patient died. In all that time I only had five hours' sleep, three hours Sunday afternoon and two hours Monday night. On rare occasions I have gone even longer than that without any sleep at all. Of course, we try to make up for it afterward, but it is a good bit like cheating nature."

The biggest fools in this world are the laughing fools.

## 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.





### Are Trading Stamps Beneficial to the Shoe Dealer?

In discussing a question that is of so vital importance to all shoe retailers, it will be best to enumerate both the arguments in favor and against the same, and each one can decide for himself which counterbalances the other. In the first place, what is any merchant doing who handles a company's trading stamps? He is simply giving a good share of his profits to a strange party, who, after having pocketed his money, cares little or nothing as to his welfare. For instance, take a merchant who has adopted the one-price plan and marks his goods in plain figures. He can not while making a sale, deceive his customer, and change the price of the article, so consequently he must either reduce the quality of the same or mark all of his goods a trifle higher. Now, which is the more practical? It would, of course, be to the merchant's interest to choose the latter plan—but why take either? Away with your trading stamps! Give your customers the benefit of your profits if anybody is going to receive them. Sell your goods honestly, giving good values for the money, and by so doing, your conscience will be clear and you can guarantee your customers satisfaction.

The stamp men persistently argue that you gain a large advantage over your competitor, for you being the only shoe man handling them, you thus have the prestige. True, a merchant can succeed for a while in keeping the use of them confined to his store alone, but this will only be for a limited period. It proved in our city that by a few keen manoeuvres on the part of our competitors the stamps found a place in their stores also, and it was but a short time until nearly all were handling them. Exactly how this was done we were unable to judge, but the scheme was effectively carried out nevertheless.

The result can readily be seen. Very little new trade came to our doors, for people could retain their usual places for buying and in like manner receive their stamps.

Another "Jonah" that the man in business is invited to swallow when accosted by the stamp man is this: "Now, when the customer's book is redeemed at our headquarters, he in turn always receives a premium amounting in value exactly equal to the worth of the book, being, of course, \$5." Mr. Retailer, do not be caught, as we were, by any such bait. I dare say that many of the premiums given in exchange for the filled \$5 stamp book could be purchased at any house handling the same article for but one-half the price. Such a transaction as this not only embarrasses the merchant using their stamps, but the customer, also.

For a while we also gave out what was known as Merchants' discount stamps. This was an association formed among the business men of our city. When the purchaser succeeded in filling his book, he could hand it in at any of the stores within the association, and receive in return goods amounting to \$5. While this was somewhat better than the other, it also proved defective. Persons would sometimes bring in stamp books in exchange for shoes who did very little, if any, trading at our store. The cause for this is evident. They had traded for or purchased the same from their neighbors or friends in order to collect the kind we were handling. Some one says, "If I was in business I should positively not tolerate any such thing." If one could suggest a plan by which this could be accomplished, he would succeed in doing something that heretofore no one has been able to do. You are under obligations to accept all the full books that are brought in, and it would be exceedingly difficult to discriminate.

Again, while the above reasons are more important than this we would not overlook that time is quite a factor, especially on busy days. We found that on Saturdays, when the store was teeming with people eager to buy, to have to stop with each sale and count out the necessary allotment of stamps required time that could have been more profitably spent in attending to the wants of a customer.

As long as a merchant can sell his goods squarely and succeed in pleasing the people who patronize him he is doing all that can be expected of him. What would be the opinion of a doctor who, in order to increase his number of patients, would offer some bonus to the public? It would seem as though he was getting such a price for his services that he had taken this method to lessen the charge to a normal point. That physician would at once become the talk of the community. His name would be heralded by all and everyone would be justified in doing so. Does not the giving of stamps and the like by merchants offer just such a point for criticism by those who view it candidly? I am afraid it does.

It is certain that if the consumers fully understood the manner in which the stamp business is conducted and manipulated they would, with but few exceptions, hesitate in purchasing goods from houses that handle them. Thank fortune, some of the business men of our city have been aroused from their lethargy, and have taken a firm stand against the whole affair, and the opinion among all the merchants is fast becoming universal.

Grant Dowds, our representative to the Ohio Legislature, has caught the sentiment of the people, and has now before that body a bill prohibiting the use of stamps and premiums as an inducement for new trade. Many expectant and anxious dealers are awaiting the outcome of the bill. We have now been out of the stamp

business entirely for nearly a year, and find that our customers are equally as glad as we that we discontinued the practice, the majority of them thinking it to be a great nuisance.

Speaking as persons "who have been through the mill," our advice to all who are contemplating the beginning of the stamp business is "by all means keep out of it."—J. Homer Slutz in Boot and Shoe Recorder.



## The Shoes People Want to Buy And The Shoes You Ought to Sell

Combine good wearing quality with comfort and style.

Careful investigation and a fair trial will prove to you that the shoes we make are more near perfect in fit, looks and wear than any others, whose retail prices are within the reach of the every day man.

We go everywhere for business.

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

# TENNIS

Now is the time you need this class of goods.



We carry a full and complete line of these goods; so mail us your orders and get prompt deliveries.

**The Joseph Banigan Rubber Co.**

Geo. S. Miller, Selling Agent

131-133 Market St., Chicago, Ill.



**SELLING CHEAP SHOES.****Mistaken Methods Which Caused a Failure.**

It behooves a merchant in a country town to cater to all classes of trade, but more of them make the mistake of going after the cheaper than after the better class. It is possible to overdo the matter in either case, but it is better to make the mistake of pushing the better grades.

A country merchant can not very well be a Marshall Field, but he should avoid having his goods called "cheap." His merchandise should be of good quality, with some cheap goods for those who can not be urged to buy better, but every time you sell a cheap article give the customer to understand that it would have been to his interest to buy something better.

This should apply in the shoe department more forcibly than in any other, because shoes are an actual necessity, and the best of them will wear out soon enough. Without considering appearances it is more important to have a well-made shoe than any other thing you wear. A coat with several unsightly rents in it is probably as warm as a new one, and will protect the wearer from exposure as well, but let a rip come in a shoe or a hole wear through the sole, and the wearer's health is jeopardized, especially in bad weather.

When a mother buys a 98c shoe for a strong, lusty, 13-year-old boy she thinks she is getting a bargain, when the truth is she is "skinning" herself, as it were, for a shoe of that size (a No. 3 or 4) can not possibly be bought to sell at that price and have any meat in it. It will probably last that boy about four or five weeks and then she will come in and swear it was no good. Of course, it was no account, and she should not expect it to be.

In his zeal to make a sale a clerk will frequently make strong assertions about a cheap shoe that he knows he can not substantiate. After he sees a woman does not want to pay \$1.50 or \$2 for her boy's shoes he will fall back on the \$1 kind, and tell her that "it's just as good as the higher price one, only it isn't finished quite as well, but will wear with the best of them," etc., and the woman will take him at his word and when the shoe does not wear satisfactorily she will bring it back and remind him of the extravagant claims he made for it.

Tell the truth about a shoe, if you miss a sale. Do not tell a customer the \$1 shoe is as good as the \$1.50 one, for you know better; and if the customer has ordinary intelligence she will either know it is not the truth, or that you are robbing the one who buys the \$1.50 one, and in either case you are giving her a bad impression of your business methods.

When a customer comes in whose appearance indicates that she is not able to pay a big price for a shoe, commence by showing her a medium grade for her boy, say \$1.50. You can buy a fairly good satin calf or oil grain boy's shoe for \$1.10 or \$1.15,

and sell it for \$1.50, which is a reasonable profit. If she says she is not able to pay that much tell her that, of course, you have cheaper ones in price, but in the end they prove more expensive; that you buy as carefully as any merchant on earth, but you have been unable to buy an all solid shoe that you could retail for less than \$1.50; that a boy the age of hers will wear out more shoes than a man and she should get the strongest ones possible; that a \$1 shoe will wear him four or five weeks, and the \$1.50 one should wear him at least three months; that you will guarantee it to have a solid counter, sole and inner sole, and that you will repair reasonable rips free of charge, etc.

In telling her this impress her with the fact that it is not for your interest you push the better shoe, but for hers; that your per cent. of profit would be as great or greater on the cheaper one. Of course, it is to both your interests for her to buy the better. You may not make any larger per cent. directly, but you will be saved a great many complaints, besides giving your house the reputation of selling dependable stuff.

If she persists in buying the cheap shoe after what you have told her, you have cleared your skirts, and she will not be apt to come back and kick if it does not wear to suit her, but if she takes your advice and buys the better one it is up to you to make your claims good. If it rips sew it up for her; if the sole comes loose nail it on; in other words, be as truthful with your customer as you are with your preacher or doctor, and you will establish an enviable reputation that will enable you not only to sleep well at night, but "put money in thy purse" as well.

I was employed at one time in a shoe department that catered almost exclusively to the cheaper class of trade. Temporary poles with hooks on them were scattered throughout the department, on which shoes of various prices were displayed, but the cheapest ones were made the most conspicuous. We started out by featuring a woman's 98c shoe, both in displays and advertisements, which, goodness knows, was certainly cheap enough, but the department was new, and customers were not coming in carriages, so the manager concluded to stir up a little excitement by springing something still cheaper on the public.

He went to some auction or job house and picked up several dozen pairs of women's shoes at \$6 per dozen. When they arrived he made a big display—marked them 59c a pair and put a big advertisement in the paper announcing the arrival "of 1,400 pairs of women's fine India kid, Cuban heel, patent-tip boots, in button and lace, worth \$2, for 59c," and the next day the store was crowded. Well-to-do women brushed elbows with Dagos carrying one or two mewling infants in their arms, all pushing and jostling to get to the 59c shoes. Most of the well-to-do women went away disgusted, but most of the Dagos loaded up gener-

ously on the bargains(?), and in a week's time we had more complaints on our hands than ever fell to the lot of shoe clerks before, and he better class not only tabooed us in the future, but even the Dagos gave us the go-by.

We kept on plugging away until we got rid of them, and by that time the store was in the hands of a receiver, and just such methods as that contributed to its dissolution. We had nice shoes on the self—as nice as any exclusive shoe store in the city, and the clerks were a representative body of the profession, and if the better grades had been exploited more and the cheaper ones less I am sure we would have worked up a nice business.

If a customer walks past your win-

dow and sees it full of men's and women's 98c and \$1.24 shoes and nothing else, she will conclude that the interior corresponds to the display. On the other hand, if she sees the window full of \$4 and \$5 shoes she will pass you up if she wants a medium price shoe.

Put a few nice ones and one or two cheap ones in the window, but have the bulk of the display consist of \$2 to \$3 shoes for men and women and children in proportion. You can buy good solid stuff to sell at that price, with a good profit, and it will hold customers more securely than by selling trash that will go to pieces the first time it rains.—Drygoodsman.

An excellent way to get over a love affair is to marry the man.

## The Past Season Has Been One of the Very Worst on Shoes Rain--Mud--Cold

A shoe that has gone through this season and has left the stamp of satisfaction on the wearer's face is the shoe to tie to.

THE HARD PANS HAVE DONE IT

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

## Just at This Time

Most merchants are wanting goods to size up their stock. We have a big stock on our floors and will be only too glad to serve you promptly.

If you want any **Tennis Shoes** let us know. We have them.

Our leather line for fall is receiving many compliments. Let our salesmen show you.

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

**OUR AGENTS** will call on you in the near future with a full line of both fall and seasonable goods. Kindly look over our line; our goods are trade builders. If you are one of the few that have never handled them send us your order at once. It will pay you to investigate our \$1.50 Ladies Shoes. Buy Walden shoes made by

**WALDEN SHOE CO., Grand Rapids**  
Shoe Manufacturers

## WHAT BOOKS TO READ.

## Advice for Readers Appalled at the Flood of Modern Literature.

Grand Rapids owns one canny scholar who ranks high in his chosen profession of the law and who boasts that he never reads a book that has not been published at least twenty years. Only by waiting for time and the verdict of public opinion, he argues, can a reader arrive at a correct idea of the value of a publication, separated from passing fancy or the devious methods of "boom" advertising. Following this plan, he claims that during a long and busy career he has never once been deceived as to the permanent place of a printed volume or wasted a moiety of precious time in reading matter that is worthless or of evanescent interest.

At first thought, the plan of this wise and self-restrained gentleman commends itself to all who would invest their time to the best advantage. With the ever-increasing avalanche of books, no one can pretend to make more than a slight selection for his own personal consumption, and even then the dangers of mental and spiritual indigestion are many and grave. Yet it is only just to consider the effects upon authors and authorship should this plan be put into universal practice. A little reflection will convince that if authors were to wait twenty years for sales and royalties, by far the large majority would have perished or turned to other careers by the expiration of that period. While this would be a consoling outlook in many cases and one well worth striving for, it can not very well be realized without smothering much talent worthy of preservation. The conservative readers who hedge themselves in behind such precautions must consent to be ranked among those people who never try a new railroad or steamboat until public travel has assured its safety, or those potentates who compel menials to taste their soup to make sure there is no poison in it. Moreover, all of these overcautious individuals lose the best flavor of life, which consists in experiencing fresh and healthful sensations, even though they involve some risk to life or limb. There is something of the joy of adventure in plunging into the new book which all of the critics have not yet passed upon and about which the public has not yet declared its hackneyed opinions.

For still another reason it is not well to let literature find its place and level before venturing upon it. Admitted that most books are idle scribbling and that the world would be happier if they had never been printed, still an appreciable percentage of all printed volumes are valuable records of human thought and achievements, records of science, of spiritual thought, of material progress, of current history, of political evolution, or, in the case of good fiction, they cast illumination upon the social life in which we have our being. No one who would keep pace with the world's growth and events

can afford to wait twenty years or twenty days before reading the best books that come from the press to-day. With many of us the only regret is that life is too short to read all the authors whose acquaintance it is desirable to make and to keep pace with all the bright thoughts that are being put on paper. For behind us, insistent, masterful, stand in solid phalanx the ever-increasing hosts of classical authors, the books that must be read, the books which have been published much more than twenty years.

Several helpful little books have been published by notable critics, outlining approved courses of English literature, which are themselves constantly being put aside by new and newer books occupying the same function, each of which quickly falls behind date and loses its usefulness, notwithstanding the efforts of its author to keep up with the times through the publication of supplementary reading lists. The best of these handbooks is unable to cope with the situation. They may be convenient for reference, telling us what books in certain scientific and historical lines may be trusted as reliable, but when it comes to pure belles lettres they are of little avail. There is no help for it. We must decide for ourselves what books to read, just as we take upon ourselves the choosing of our homes and furniture and sometimes of our partners for life.

A few general rules it is well to observe in the selection of our life course in reading. It is the part of wisdom to allow ourselves due proportions of history, science, philosophy, poetry, travels, essays, fiction, that we may be broad in our knowledge and our thinking, our sentiments and our views. We should always acquire a fund of information about our own locality, our own State, our own national resources and life. If for any one department of literature, aside from fiction, we have a special inclination, then we should by all means gratify that to the last degree, for this is the day of specialization, and he who does not know a little more and know it more thoroughly than his fellow-man upon some one subject overlooks an important credential to public respect. So, too, men and women who follow any special calling should neglect no opportunity to equip themselves for it, and it frequently happens that a course of reading forms a valuable part of a business or professional equipment. The lists constantly issued by great public libraries on special subjects form a valuable help to the student, and the Grand Rapids library is foremost in this respect.

Despite the embarrassments and problems that confront idler and scholar by reason of the undue activity of the type-setting machines all over the land, there is something to be said for their labors. They are cheapening education, and he who remains ignorance to-day does so simply because he can not or will not read.

Frank Stowell.



## Saving Pennies

This is one of the first things a careful parent teaches a child

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.

**The Computing Scale Company  
Makers**

Dayton, Ohio

**The Moneyweight Scale Company  
Distributors**  
Chicago, Ill.





### The Stepping Stone to Success Is the Stock.

Business, especially when conducted on a large scale, is more and more becoming a matter of system.

The successful shoe dealer builds up a large business simply because he has a tact for organization and understands the might of method.

I shall endeavor to explain some of the points essential to a successful business, applicable to the retail shoe trade.

To begin with, discipline is a most important factor and should be enforced to the letter, combined with good judgment and common sense.

A bulletin board should be posted in a conspicuous place in the store and all notices and rules issued by proprietor or manager should be posted thereon, dated and numbered and each rule left on the board until such time as it is replaced by another. The bulletin board might be about two by two and a half feet and under glass cover. All rules and notices posted in this manner would be official and result in a great saving of time over the method in vogue in some stores of passing the rules and notices around for the clerks to read, one at a time, and bring better results. In passing a rule around to each individual clerk, he reads it over, affixes his signature and that is the end of it, because it is impossible for him to memorize all the rules. But if they were posted on the bulletin board he would see and read them perhaps a dozen times before a new one was issued and become more familiar with them.

The greatest stepping stone to success is the stock.

It is impossible to do a successful business unless you are successful in buying, and to be successful a man must be possessed of good judgment as to quality, styles and kind most needed and when they are needed most, and the greatest diligence must be exercised to prevent over-stocking and also the duplicating of styles in use.

Frequently when a customer enters a store to buy a certain style of shoe displayed in the show window, he is informed that it is impossible to fit him in that particular style. The customer in a great many cases can not understand why the shoe should be in the window and not in stock. He asks for some other style and the answer is the same as in the first instance. And so it goes along until the customer become impatient and remarks that it is impossible for him to get what he wants. He has met with similar results on former occasions and says he guesses he will have to try some other shoe house in the future. There is generally no excuse for being out of sizes. Some lines are bound to get low, but not most of the lines at the same time.

I know of an instance of a customer going into a shoe store and asking for a certain style of shoe. The clerk who waited upon him did not have his size in that particular shoe, but brought another style as a substitute and handed it to the customer with the remark that he was out of his

size in the style asked for, but could fit him in the one presented. The customer became so angry in not being able to get what he wanted he got up and left the store in disgust, vowing never to come there again. The result, a good customer lost and the till minus so many dollars.

This should not be and can be avoided if the buyer understands his business. One of the evils to guard against is carrying too many lines and not keeping up sizes in staples. I ask the reader, should he be a buyer, to stop and think for a moment and ask himself the question, How many lines am I buying that I could get along without? He will find quite a number of them that could be dispensed with, without material injury to business. Some of them, perhaps, are carried over one or two seasons without being filled in, selling perhaps a dozen pairs or so a year, and the balance remain, tying up hundreds of dollars that could be applied to the lines that are salable, but always broken in sizes.

I have heard it said that a good salesman can and should sell a customer what is in stock, not what the customer wants, as any person can sell them what they want but a good salesman can sell them what they do not want. This supposition is a serious mistake and should be applied only when absolutely necessary. It in itself is quite the opposite of the aim of the merchant. His desire should be to have what the customer wants at the least possible cost.

It is hard, up-hill work for any merchant to secure patronage, but it is very easy to lose it unless great care and judgment are exercised.

I remember an instance during my experience as a shoe salesman of a customer coming into the store and saying that the last time he was there he could not get what he wanted and bought the shoes he was then wearing under protest, and that they were not satisfactory, but declared that he would get what he wanted this time or would not purchase at all. This is only one instance of a great many similar cases. Then if the proprietor comes in possession of the fact that the customer has left without buying and is dissatisfied on account of not taking something he did not want, in nine cases out of ten the poor clerk gets the blame, when really the buyer of that department is the one that the blame should rest upon. He alone is responsible for what goods there are in stock and the best the clerk can do is try and sell the shoes in stock whether the customer wants them or not. If the customer goes away dissatisfied in most cases he avoids that place when wishing to make another purchase.—Shoe Trade Journal.

### Conjugal Amenities.

Wifey—Do you recollect that once when we had a tiff I said you were just as mean as you could be?

Hubby—Yes, darling.

Wifey—Oh, James, how little did I know you then!

## Our Kangaroo Kip

BELLOWS TONGUE

½ Double Sole

Just the shoe for the Farmer and the laborer.

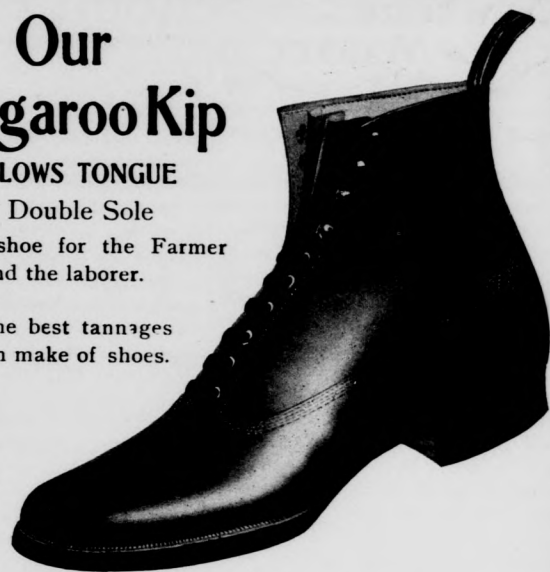
We use the best tannages in our own make of shoes.

Price

\$1.60

Retails at

\$2.25



HIRTH, KRAUSE & CO., GRAND RAPIDS MICHIGAN

## IMPORTANT TO SHOE DEALERS!

WE ARE STATE AGENTS FOR THE FAMOUS

## LYCOMING RUBBERS

and are receiving fresh, new goods daily from the factory. Complete assortment. Can fill orders same day received. If you have never sold LYCOMINGS send us a trial order for best rubbers made. Our fall line of Boots, Shoes, Gloves and Socks better than ever. Prices will interest you.

## Waldron, Alderton & Melze

Wholesale Boots, Shoes and Rubbers

131-133-135 North Franklin St., Saginaw, Mich.



## Jennings Extract Lemon

Is made terpeneless and contains all the true flavoring of the fruit.

## Jennings Extract Vanilla

Has the full flavoring of the vanilla bean.

Jennings Flavoring Extract Co., Grand Rapids

## Up-to-Date Merchants

realize the advantage of using every means available for

## Quick Communication

with their customers.

You need our service. Your customers demand it. 65,000 subscribers connected to our system. 35,000 miles copper metallic circuit between towns, reaching every city and village and nearly every hamlet in the State of Michigan. Also, by connecting lines, direct connection to all points in the country at large from the western borders of Kansas and Nebraska to the eastern seaboard, and from the Gulf to the Northern Lakes. We are in position to supply your entire telephone demand.

Michigan State Telephone Company,

C. E. WILDE, District Manager, Grand Rapids



### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 4.—There is an easier coffee market and some slight decline has taken place. For No. 7 63½c seems to be about the top notch. Buyers are not willing to purchase large lots and content themselves with repairing broken assortments. Sellers, however, seem to have great confidence in the future and look for a turn of the tide this fall. Just what they build their hopes on is hard to see. The supply and demand are about equal and certainly there can not be much advance in prices. In store and afloat there are 2,770,937 bags, against 2,373,891 bags at the same time last year. Mild grades have been slow of sale this week, as stocks are larger than could be readily disposed of. Good Cucuta is fairly steady, however, at 9c. East India sorts are steady.

There has been less activity in the sugar market this week, owing very likely to the cold weather which seemed to extend all over the country. Yesterday, however, a change set in and refiners look for a good big trade from now on. Most of the business so far has been in withdrawals under old contracts.

New crop Japan teas show a little activity this week and prices are fairly steady. The invoice market is very quiet and a small line business makes up the total trade. Prices of new Japans range from 24@35c.

Stocks of rice are fully large enough to meet all demands and the general market is not bristling with encouraging features. Prices are about unchanged. Buyers here claim that Southern rates are too high.

Nothing of interest can be noted in the spice market. Quotations are well held, but the amount of trading going forward is extremely light and is likely to remain so for some weeks.

Grocery grades of molasses show little movement. Stocks, of course, are light and the best that can be said is that prices are steady. Low grades are in fair request and quotations are well sustained. Syrups are steady, but there is very little business being done.

The canned goods market is rather dull. This is to be expected at this time of year, as the markets are running over with fresh stuff and everybody is tired of "tinned" goods after so many months. From Long Island come reports of a most excellent pack of asparagus and in Maryland they are having a big and most excellent pack of peas. Spot tomatoes are meeting with less enquiry than last week and work out at about 65c for standard Maryland 3s. Salmon is very quiet. We have many stories of a very poor outlook for corn, much complaint being of seed that will not sprout.

There is a good steady call for the best grades of butter and not much speculation is going on therein. Extra Western creamery is held at 18½@19c, although the latter is probably extreme and obtained only in some fancy lots. Seconds to firsts, 16@18c; imitation creamery, 14@15c; factory, 12½@14c; renovated, 12½@15c.

The cheese market shows some improvement as to the quality of arrivals and the general situation is more encouraging than last week, although prices are about unchanged. Full cream is worth 7¾@8c for small sizes of colored and this sort meets with best demand.

The arrivals of eggs continue to be rather larger than can be readily taken care of and the market is hardly as firm as last week, although quotations seem to be on about the same level. Extra Western, Northern sections, 18½@19c; firsts, 17½@18c down to 13@15c.

### Magnanimity of the Trades Unions.

Seventy blind men and women, inmates of the Home for the Blind, maintained by the State of California in the city of Oakland, have been put out of the broom business through the magnanimity of the trades unions in placing a boycott on their handiwork. In a circular to the public these seventy sightless men and women make the following pathetic appeal:

Compelled by indigence or idleness we sought admission to the home as the only place where the blind could learn a handicraft and earn their clothing and comforts. Those who see can form no conception of the blessings of work to the blind. Without it we who live in darkness have nothing to divert us from the sadness and sorrows of our situation. With work we have happiness. Without work we have sadness and misery for our companions.

An appeal to them to be merciful to the blind has been made, but is unheeded. Retail dealers, under penalty of a general boycott on their business, do not dare to buy the blind man's brooms, and now the same cold-hearted policy is closing our wholesale trade against us. Nearly all of us were laboring people when blindness fell upon us, and many of us were labor-union men. We can not now belong to a union. We are a community by ourselves, joined in bonds of a common misfortune. \* \* \* The purpose of a labor union is declared to be humane. If this is so, our misfortune should make us first among the objects of that humanity. But instead of this we are treated by our brothers who see as if our blindness had outlawed us from human sympathy and set us among the beasts that perish.

People generally will be unable to understand how men who have any of the attributes of common humanity could conspire to compel these seventy stricken and forlorn to pass their days in idleness, as they must in darkness. "With work we have happiness," they say, and there is no man but can imagine how interminably long and unutterably dreary must be the day (which is no day) to those who can not see and whose hands are idle.

### Those Who Have the Say.

Ascum—Have you selected a name for your baby yet?

Popley—What? Don't be foolish!

Ascum—What's the matter with you? I merely asked you if you had selected a name for your baby.

Popley—You mean, have my wife and her relatives selected a name for my wife's baby?

## Warner's Oakland County Cheese

Not always the cheapest,  
But always the best

Manufactured and sold by

**FRED M. WARNER, Farmington, Mich.**

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit

Lemon & Wheeler Company, Grand Rapids

Phipps-Penoyer & Co., Saginaw

Howard & Solon, Jackson

## Butter

I want fresh butter all the time, the year around. Never saw so much held butter at this time of year before; a grade that nobody wants. If feed conditions this year are like last year's, there is going to be a heavy over-production and practically no export outlet whatever.

Russia, Siberia and Australia are furnishing the English people more medium grade and creamery butter than they know what to do with so that even Canada has no show and our country is left high and dry. Our country merchants must look for rather low prices this summer. Nothing can hinder it unless there is a drought and with the experience of the last two years, a drought looks mighty uncertain.

Whatever you do, do not hold your butter back. Keep it moving.

**E. F. DUDLEY, Owosso, Mich.**

## We Want 20,000 Cases Fresh Eggs This Week

Phone or wire at our expense.

Get our price before selling.

We have the money and nerve to pay extreme prices.

**Grand Rapids Cold Storage Co., Grand Rapids**

Cold and ordinary storage for

**Butter, Cheese, Eggs, Poultry, Dried and Green Fruits, Etc.**

Ship everything to us.

We will sell it for you.

**We Buy and Sell All Kinds of Produce**



### Cold Storage at Creameries.

The Dominion Department of Agriculture calls the attention of creamery owners to the following facts:

1. A large proportion of butter for export is not cooled to a sufficiently low temperature before leaving the creamery. Investigations by this department during the last two years have shown that the temperature of butter on its arrival at the railway stations varied between 40 and 60 deg. Fahrenheit.

2. It is very important that butter be cooled to the center of the box at a temperature below 38 deg. Fahrenheit as soon as possible after being manufactured. Every moment that butter is left at a high temperature lessens its keeping qualities. Butter left at a high temperature for some time is subject to a rapid deterioration on its arrival in Great Britain. The refrigerating compartments of steamers are not intended to cool warm butter, and such butter does not get sufficiently chilled before arriving in England.

3. In order to lower the temperature of the butter below 38 degrees it is not sufficient to lower the temperature of the refrigerator one or two days before the shipping of butter. Butter boxes should be exposed to a temperature below 38 degrees for at least five or six days.

4. The way to find out the temperature of the butter is by putting a reliable thermometer into a box of butter. The buttermaker should not go entirely by the temperature maintained in the cold storage room.

5. Two hours of exposure to the heat of the sun will lessen considerably the keeping qualities of butter. Butter should be protected from the heat of the sun during transport from the creamery to the railway station. The buttermaker should find out the hour at which the refrigerator car is to pass so that the butter may not have to stand a long time on the station platform or in a warm shed.

6. A well-built cold-storage room may be kept at a temperature below 38 deg. Fahrenheit with a mixture of salt and ice. Creamery owners who wish to improve their refrigerators may obtain necessary specifications by applying to this department.

This department will extend the offer of the bonus of \$100 for the building and maintenance of creamery refrigerators for the season of 1904. Creamery owners who build a cold-storage room according to satisfactory plans this spring will be entitled to the first instalment of the bonus at the end of the season of 1904, provided that they observe the following conditions meanwhile:

(1) Manufacture of at least 2,000 pounds of butter per month.

(2) Maintenance of temperature of cold-storage room at a sufficiently low degree.

(3) Forwarding of monthly reports to this department, showing temperature maintained and quantity of butter manufactured.

Plans and specifications for the construction of cold-storage rooms and blank forms of reports of tem-

perature will be mailed to any address on application to this department. Jas. W. Robertson, Commissioner of Agriculture and Dairying.

### Passing of Natural Ice.

For several years past the business of the iceman of former days has been decreasing steadily, and at the present rate before long he will find his occupation gone. It is no longer necessary to wait for cold weather to secure a supply of the refrigerating product; it can be produced easily and cheaply in the warmest weather by chemical processes. In the State of Maine, where in former years the harvesting of ice for market in more Southern latitudes was carried to enormous proportions, the total quantity cut during last winter, which embraced perfect conditions for the securing of a large crop, was but 485,000 tons, against 700,000 tons gathered in the winter of 1902-1903.

The advantages offered by chemistry and modern machinery for the production of ice and the perfect control of temperature at whatever degree desired, when and wherever needed, irrespective of climatic conditions, render their mechanical acquirement cheaper than can be obtained from natural ice when transportation from remote districts, cost of storing, and the great wastage of original bulk through melting are taken into consideration. In all manufacturing necessity for cooling and for maintaining uniform degrees of temperature, as well as certainty of control of such conditions, together with their greater economy, present systems of artificial refrigeration are crowding nature out of the field of competition, and reducing the latter to chiefly local value.—Chicago Chronicle.

### Success Easier Than Failure.

The principles that win success are very simple and few in number. They are easily remembered. Here they are: First, industry, but not overwork; second, willingness to profit by the experience of others; third, ability, coupled with modesty; fourth, simple and correct habits; fifth, honesty, politeness and fairness. Any one of ordinary ability who practices these rules can not avoid success. Success is easier than failure.

## Packing Stock Butter Wanted

Prices quoted on application.

**H. N. Randall Company**

Tekonsha, Mich.

## GREEN GOODS are in Season

You will make more of the Long Green if you handle our Green Stuff.

We are Car-Lot Receivers and Distributors of all kinds of Early Vegetables Oranges, Lemons, Bananas, Pineapples and Strawberries.

**VINKEMULDER COMPANY**

14-16 Ottawa Street, Grand Rapids, Mich.

# EGGS

## We Need More

You haven't tried our new proposition to Egg Shippers, have you? Why not?

Money in it

Wire at our expense for stencil.

**Harrison Bros. Co.**

9 So. Market St., BOSTON

Reference—Michigan Tradesman.

## Fresh Eggs Wanted

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

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

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

Distributor in this territory for Hammell Cracker Co., Lansing, Mich.

## 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.**

## 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.

## Butter Wanted

I want it—just as it runs—for which I will pay the highest market price at your station. Prompt returns.

**William Andre, Grand Ledge, Michigan**

## Fresh Eggs Wanted

Will pay highest price 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.

Bell Phone, Main 1885.

## MOUNT SHASTA.

## Experience of a Grand Rapids Man on the Coast.

Seattle, Wash., June 1—Last Thursday evening we shook the dust of Oakland off our feet—not as a testimony against it by any means, but because we could not stay there forever. That's one difference between Oakland and Heaven—you can stay in the latter place forever, if you get there at all, at least the Good Book says so.

I had stepped into the ticket office the day before and who should I see standing in line but my old friend, C. H. Gleason, with "the smile that never comes off." Say, but it seems good to see a home face so far from home and his was as "the shadow of a great rock in a barren land," although this is by no means a barren land—anything but that—but I knew few friends in the big hustling city of San Francisco, except the flowers, the street cars and the beautiful parks; and, while they gave me every attention and much pleasure, not one of them would cash a draft for me. Fortunately, I had a round ticket and didn't need to be identified. As I said, we left Oakland for Seattle Thursday evening via the Shasta route. Not many of our Michigan people, I think, go to Seattle via this route. It is a beautiful ride over, under and around the mountains. My wife is a very poor sailor and but for this I believe I would have taken the water route and made a mistake. That's one thing any one can make if he can't make anything else. Yes, there's another—trouble. We can all make mistakes and trouble.

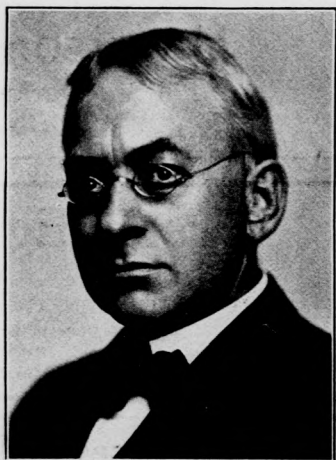
Six o'clock next morning found me out of my berth and enjoying a beautiful morning. We were just entering into the mountain country and such mountains as they grow out here are a novelty to most Michigan people. There is nothing about them that reminds you of Mt. Clemens, Mt. Pleasant or any other mountain I ever heard of in Michigan; in fact, it has always been a mystery to me to understand how those places acquired their names. The railroad hugs the headwaters of the Sacramento River very closely all along here and the water goes rushing and tumbling along at a tremendous rate and ugly looking rocks help to make a very pretty stream. It is very narrow in places, looking often as if one might jump over it. The scenery is exquisite. I could tear myself away from my desk most any time to go through it again.

There's one thing, however, about traveling that I do not particularly take to, and that is crawling into those little bunks in a Pullman car to sleep at night and bumping my head against the self-same bunks all day. There's a field for improvement yet over Pullman monopoly.

At Shasta Springs the train stops long enough for everybody to get off and take a drink of the most delightful Shasta spring water. I think even the worst old "died in the wool" democrat in Grand Rapids (if

there be any such now) could drink this water with perfect safety.

Mt. Shasta had all the morning been the main topic and about 11:30 it put in its appearance and here's "one on me." I hustled around like Frank Smitton does when he has about ten minutes to get the last load down to the depot, to get my camera ready and secure a shot at the mountains before the splendid opportunity offered had passed. Poor fool, it was plainly in sight all the afternoon and next morning. By the time I had gotten out the camera the mountain had gotten out of sight and I kicked myself for about ten minutes when there it was again plainer and brighter than before. Now, I have heard some question as to whether the "sun do move" or not, but, be that as it may, that mountain led us as merry a chase that day as we



Heman G. Barlow

could wish, presenting itself in all kinds of shapes except upside down. Now we would be ahead, then the mountain, and it was "nip and tuck" who would get there first, and I kept bombarding it all the time with my camera. I used up four dozen of my films, then begged, bought and borrowed all I could from my fellow-passengers until "darkness fell over everything and the carnage ceased." Next morning I could see it, still standing there glistening like the silver lining to a beautiful cloud, but we had it "beat to a standstill" in the race. Now, I know Ed. Frick, Harry Stanton and a few other old cranks will say, "Oh, rats, he's got it same as all those California liars, and it's simply a California lie; knew he would catch the disease and cautioned him against it." Never mind, I hope they may have the opportunity of catching the disease, too. It's a very pleasant one—to the liar, anyway. Well, I was out the films, but the experience was cheap if I had used twice as many, particularly the borrowed ones. Now, I know what the Lord meant when he said, "If you have faith as a grain of mustard seed you can say to this mountain, be removed and cast into the sea and it will be so." All that prevented the removal then and there was the earnest protests of the conductor and porters who would lose a good job

and the passengers who had loaned me films.

I noticed many Japs working on the railroad and for the edification of your and my friends—also the Czar, who, I understand, is a regular subscriber to the Tradesman—let me say they are anything but the weakly little chaps we have imagined them. While not large, they are broad-chested, muscular-looking men who give every evidence of being most able "scrappers." The Czar evidently sized them up wrong and, although he may eventually crush them, it will take a long time, and he will many, many times be inclined to say to them, "You make me tired."

We arrived at Portland in the morning and immediately resumed our journey. Right here we "break a window," as here we struck the first really cheap thing on our journey—a fine observation car at a cost of 50 cents from Portland to Seattle. With fear and trembling I asked of the porter the price, thinking that to correspond with everything else it would be somewhere about \$5, and when he said 50 cents, I, like the Prodigal Father, felt like falling on his neck and kissing him, but I restrained myself. By the way, I have always wondered why or for what purpose a conductor accompanies sleeping and parlor cars. They never seem to do anything but look wise and try to convey the idea to you that they own the road. You can't get any information from them whatever. You must appeal to the porter for that or anything else you need. He knows everything, or is supposed to, particularly if you have properly feed him, and will fill you up with information, real or manufactured.

After an hour or two's ride we crossed the Columbia River on a car ferry. The porter having disappeared, we could not learn the name of the place, so we called it "Lost Porter." The ride from Portland is very pretty. There are so much rain and moisture here that all the vegetation looks very fresh and green. Small farms of ten to twenty acres along the road are cultivated like gardens and the farmers get more out of them than one will out of one hundred acres in other sections. They look rather lonesome to me, however—look as if they would enjoy a visit from any one, even a peddler or a book agent. About fifty miles south of Seattle we struck a small town which, as near as I could make out, was "Olympia Beer." At least the only sign I could see was "Olympia Beer" in about ten foot letters on the roof of a big shed and, while it did and still does seem queer, I concluded that must be the name of the place. Between here and Seattle grows the world's supply of Christmas trees and scarcely any other vegetation except a heavy growth of grass. In my commercially moulded mind I could not help sizing them up, as we whirled by, into one, two and four dollar per dozen sizes. We reached Seattle happy, tired and dirty. It took us about forty-four hours to travel from Oakland to Seattle, a

distance of a little less than one thousand miles, but the route was beautiful, half of it being among the mountains and the other half flow-ers, green fields and trees, so the time passed quickly and we would like to do it again. Michigan and Eastern people generally, I think, have an idea that all the towns on the Pacific coast are within a day's ride or so of each other. In reality, it is about sixteen hundred miles from Los Angeles to Seattle.

Heman G. Barlow.

## The Overbearing Clerk Always an Unwelcome Store Feature.

Written for the Tradesman.

The overbearing clerk—we all know him—the self-satisfied being who stands behind the counter in immaculate dress and sleek hair! The exalted being who knows what's what in the way of cloths, who even knows what you want better than you know yourself!

If employes knew how many customers this misguided being drives away daily the reign of the overbearing clerk would be over. But unfortunately they do not. Any self-respecting person is not going to the owner or manager of a store with the plaintive wail, "He made me take something I didn't want." No one cares to admit that his will power is so devoid of strength that a clerk could beat it down. Yet this is the case with a very great many more people than the average person would think. The seasoned, experienced old clerk is a pretty tough proposition for a timid buyer to be "up against," if the phrase may be permitted. The overbearing clerk picks his victim, too, so that the case is rare when he does not add another scalp to the already large collection of which he is the proud possessor.

I am acquainted with one of this species of overbearing clerks and when he leaves the store he leaves his objectionable manner with it. This is true of the majority of these fellows. Their way is simply their idea of a "business manner." A pretty poor idea, to be sure, but they think it good and all kinds of talk could not induce them to change their ways.

"Half the people who come into a store don't know what they want and if one gave them time to find out for themselves it would leave time for little else," they say.

True; but there is a difference, a vast difference between tactfully suggesting to the customer that this or that might suit him and saying by the manner, by the bearing—by everything but words—"This is what you want—I know what you want if you don't."

The customer, in nine cases out of ten, takes "this," whatever "this" is, and goes out with the feeling that he has been buncoed but was unable to help it. And right here comes the "rub" of the whole thing: The customer feels hurt and ashamed. His self-esteem has suffered a shock and his visit to this particular store is remembered with unpleasant emotions. The next time he wants something in that line he goes some place



else where he is given all the time he wants in which to make a selection.

Still, the blame does not all belong to the clerk. It is this same sort of customer that makes this kind of clerk possible. The clerk is wise enough not to try these tactics on the person who goes at the buying of an article right. He knows his man and does not attempt to tell some strongminded person what he wants. It is the timid person, the person who is afraid to call his soul his own, that the overbearing clerk preys upon. The sense of ridicule, so abnormally developed in some people, keeps them from asserting themselves. They are afraid of being laughed at for expressing a liking for some article that is not "just the thing" at the present time. So they take something else against their better judgment, and the consequence is another dissatisfied customer and another scalp for the clerk's collection.

Some people may laugh at all this and say that it is absurd, farfetched. But rest assured that this kind of clerk may be found in almost any store and that this kind of customer is a daily visitor at every store.

And, now that all this may be written to some purpose, let the writer say to the clerk: If you have this manner drop it, along with any foolish ideas you may entertain concerning its value. If you do you will make friends where before you drove them away. Help the timid customer to a selection of goods no matter how long it takes. If he goes away satisfied you may rest assured he will come back again and trade with you, peacefully secure in the knowledge that he can not go wrong under your guidance and that he will be satisfied with what he buys after he gets home. Nothing makes an employer value you more than the fact that a customer prefers to wait for you if you are busy—and no customer ever waits for the overbearing clerk. If he comes to the store at all he avoids him as he would a plague and there is no chance for him to add another sale from that customer to his list. The clerk's chance for success lies in the making of friends; and friends are never made by the overbearing system.

Burton Allen.

#### Knew His Status.

"Now, children," said a teacher in a West Side school not long ago, "let us see what you remember about the animal kingdom—about domestic animals that belong to it. You have named all the domestic animals but one; who can tell me what that one is?"

No one answered.

"It has bristly hair, likes the dirt and is fond of getting into the mud," hinted the teacher helpfully.

"Can't you think, Tommy?" she asked encouragingly of a small boy.

"It's me," said Tommy, reflectively.

He alone is an acute observer who can observe minutely without being observed.

## Hardware Price Current

### AMMUNITION

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

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

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

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

Loaded Shells	
New Rival—For Shotguns	
No.	Dr. of oz.
120	4 1/4
122	4 1/2
124	4 3/4
126	4 1/2
128	4 3/4
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## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Prints and Gingham**—The coming of warm weather has caused a further reduction of stocks in retailers' hands, and while it is true that a large number of buyers have obtained stocks for immediate use at the special sales and in this way decreased the business which would otherwise have gone into the jobbers' hands in the regular manner, still it is expected that from now on more orders will be received by the seller. An increased demand at one end of the market and decreased production at the other should have a wholesome effect upon conditions before any great length of time has elapsed.

**Dress Goods**—The dress goods market is experiencing a quiet period, which may last for some little time. The requests during the week passed have been confined to orders of small size, and the buyers have evidently covered themselves fairly well with their first purchases, and they have not themselves secured enough business to give a very good idea of the possibilities of the future. There are many indications, however, that point to good reorders just as soon as the buyer has satisfied himself in regard to the particular fabrics that will have the best demand. The idea at present expressed is that the biggest request will be for the smoother finished goods, and this has been confirmed by the demand which has developed for broadcloths and lines of a similar character. The cutting-up trade in particular has shown a decided preference for fabrics of this nature. Suitings have sold in neat, quiet patterns and certain lines of fancies have met with good demand at first hands. For the current demand there is a continued call for voiles, and mohairs have been very strong, particularly with the cutting-up trade, for suits to be worn during the hot weather. The foreign end of the dress goods market continues quiet, although some slight improvement is evident in the worsted goods. Prices are very firm and held up to some extent by the effect of the recent London wool sales, and manufacturers were forced to pay higher prices for raw material. This may lead to advances in the near future, although just to what extent can not now be told. Some state that there are likely to be advances of from 5 to 7 per cent. Orders are coming to hand in the jobbing trade in moderate quantities from the West, and the salesmen on the road are getting a fair amount of business. The best selling lines appear to be broadcloths, mohairs and zibelines, also medium-weight etamines, cashmeres, Henriettas, Venetians and whipcords.

**Underwear**—The underwear situation is somewhat unsettled, as a good many retail buyers have been

slow in making up their minds as to the proper course to pursue, having been disappointed in their expectations of lower prices in spite of the manufacturer's statement that no reduction would be possible for some time to come. This applies particularly to cotton goods, where the only course open to the retailer seems to be to raise his own figures, especially in the case of cheaper lines, where substitutes can not well be employed. Medium-weights have, of course, suffered as the business in light-weights has improved, but this is only natural at this season of the year. The unsettled position of the yarn market serves only to confuse the manufacturer, who is naturally afraid to let his mills enter into a period of over-production when there is a chance that yarns will be cheaper before very long, a condition of affairs which would serve to make his position more satisfactory.

**Hosiery**—The hosiery market, so far as jobbers are concerned, is in a satisfactory condition, although first hands report a quiet state of affairs. The increasing popularity of tan shoes has had the natural result of making tan hose one of the most active lines on the list to-day. The market has been pretty well cleared of available supplies, and the pressure on manufacturers for early deliveries has added to its strength.

**Carpets**—The carpet situation is practically unchanged as compared with a week ago. The season is not far enough advanced for manufacturers to forecast the future. In some cases the salesmen have not gone out yet and those who are out have not been gone long enough to size up fully the future prospects. At present, so far as reported, all the indications point to a favorable season. Some manufacturers are so confident that the new season will be a good one that they are ordering yarn for future needs.

**Rugs**—The same cause that created a demand for cotton ingrain carpets has also created a good demand for summer rugs, principally in cotton and the new styles made from prairie grass.

### Care of the Hair.

Eau de quinine has no effect upon the color of the hair and is excellent to make it grow. Sprinkle it on the scalp three times a week before retiring and massage it in with the tips of the ten fingers, then divide the hair into small portions and brush well. Whenever possible, let the hair fall loose. This will add to its growth. Pure vaseline also massaged into the scalp once a week is very good. Never touch the hair with a curling iron, but if it needs fluffiness, rough it underneath with the comb as the hair dressers do. This should be carefully brushed out at night.

You are always at least as tired as you think you are, but it is a good idea to bear in mind that you can have another think.

When you are brain tired get out and walk ten miles.

# White Overalls

Are now in very good demand. Painters, paper-hangers and bricklayers find the "Empire" make well adapted for their work because of the liberal cut and good fit. "Empire" Overalls have the patented pocket, a feature that increases the sale without increased cost to the merchant. Try them.

**Grand Rapids Dry Goods Co.**  
Exclusively Wholesale  
Grand Rapids, Michigan

## Wrappers



We still offer our line of fancy mercerized Taffeta Wrappers in reds, indigos, light blues and blacks; also full standard Prints and Percales; best of patterns in grays, blacks, indigos, light blues and reds, sizes 32 to 44, at \$9.

Also a line of fancy Print Wrappers in light colors, Simpson's and other standard goods, lace trimmed, at \$10.50.

Our usual good line of Percale Wrappers in assorted colors, \$12.

We solicit your patronage.

**Lowell Manufacturing Co.**

87, 89 and 91 Campau St.  
Grand Rapids, Michigan

## Hot Weather Goods



Wholesale Dry Goods

We still have a large assortment of Gingham, Dimities, Lawns, Prints, Madras Cloths, Satines and a full line of White Goods for Graduation Dresses, also a nice line of Linen and Cotton Suitings and Voiles.

Ask Our Agents to Show You  
Their Line

**P. Steketee & Sons**

Grand Rapids, Michigan



# **PLEA FOR PERFUMES.**

## **Old Memories Awakened by the Fragrance of Flowers.**

It is the fashion of the day, in certain exclusive social circles, to discountenance the use of perfumes and to pronounce the love for sweet odors, associated with my lady's boudoir or her toilet, a vulgar taste, unworthy of true refinement. So far has this prejudice been carried that many stately dames, ruling in their own little circles, dimly hint that to carry a pleasant fragrance about one's person is to possess a social disqualification, such customs being now relegated to women of the half world, or the innocently vulgar. It is needless to say that this ruling has not obtained universal favor. Bear witness the heavily stocked shelves of leading druggists and the large class of respectable and cultured women who continue, year after year, to use sparingly the faint sweet extracts drawn from the heart of a flower.

In unconscious counterpoint to this hysterical decree of the ultra-fashionable, a metaphysician has recently gone deeply into an investigation of the effect of perfumes upon the human mind, and has concluded that the sense of smell, which he does not hesitate to characterize as "the most refined of all the senses"—a radical claim, when sight and hearing are considered—possesses an exceptional power in awakening memory, and he cites many instances in proof of his theory. No reflective person can fail to corroborate this statement. The scent of a flower, stealing unexpectedly upon the senses, often brings back a flood of memories of days and events forgotten. To one the odor of lilacs brings back a little girl sitting on the grass with her doll, in the shade of a tall bush, a mother's voice calling, and a loved face shined in the lintel of an old-fashioned door. To another the scent of a Castilian rose recalls a moonlight night of long ago, a face bending low, a whispered word. A sunlit field, the hum of bees, and a clear blue sky arching overhead come to mind with the smell of sweet alyssum. The linen press, with its pile of snowy damask, and the ancient garret, with its dusty chests and the story books with their faded and broken covers, rise magically to view when the dim odor of lavender steals across one's path.

You can no more put perfumes out of fashion than you can put flowers out of fashion. So long as the beauty of the rose daily dawns upon a marveling world, so long as the violet shyly nestles beneath its sheltering leaves, while the lily of the valley droops its chaste bells, the carnation blushes, and a hundred other fragrant flowers gladden garden, field and wood, the infinitesimal drop of perfume at the heart of these will be sought and prized. The vulgar will continue to use loud essences and strong scents; musk, frangipani and like powerful odors will continue to announce the approach of coarse and aggressive personalities, just as the suggestion of violets, a hint of

mignonette, the breath of heliotrope, or subtle fragrance of attar of roses will be forever associated with all that is finest and purest in womanhood.

## **Early Use of Gloves.**

In the early days everything was not regulated for the people as it is now, by the Government and law courts. Europe was still young then, and people had rough and ready means of dealing with one another, of buying and selling or giving goods and property and settling disputes. A glove, as it was very close indeed to a man's hands, came in course of time to be looked upon as taking the place of the hand itself, and sometimes took the man's place and was made to represent him.

For example: To open a fair it was necessary then to have the consent and protection of the great lord in whose county it was going to be held. Those who wished to open the fair would come to the nobleman and petition him to be present. He might be very busy, or bored at the idea of having to go, yet he would know that it must be opened or his people would be discontented.

So he would say to the leaders of the people: "No, my trusty fellows, I can't open the fair in person, but I will send my glove to do it. You all know my glove. Nobody has one like it in the county. It is the only one my lady mother embroidered for me in colored silks and silver wire, and it has a deep violet fringe. You can hang it above the entrance of your fair grounds as a sign that you are acting with my permission. If any one disputes your right or touches your master's glove I will attend to him, that's all!" So the glove would travel in state to open the fair.

## **Recent Business Changes Among Indiana Merchants.**

Cass—Usrey & Son continue the general merchandise business formerly conducted under the style of Pope & Usrey.

Evansville—Chas. H. Arnold has purchased the grocery stock of Julius Fisher.

Fort Wayne—The Shields Clothing Co. has increased its capital stock to \$20,000.

Indianapolis—The Baker & Thornton Co., manufacturer of stationery, has changed its style to the Thornton-Levy Co.

Lebanon—J. M. Lambert & Son, dealers in grain and coal, have sold out to Lewis Bros.

Willfred (Shelburn P. O.)—The Willfred Supply Co. succeeds W. H. Trow in the general merchandise business.

Kokomo—Chas. Baker, dry goods dealer, has filed a petition in bankruptcy.

Lebanon—Chas. Morgan, dealer in boots and shoes, has appealed to the bankruptcy laws and asked that a receiver be appointed.

Roseburg—John W. Gouschall, dealer in groceries, has taken advantage of the bankruptcy laws.

# **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.

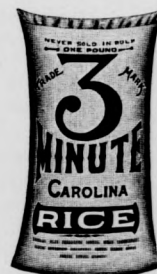
**GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.**



# **MERCHANTS**

**PUSH and ENERGY** in the right direction **WILL** build you a fabulous **BUSINESS**; start to-day by ordering this

## **Cotton Pocket Rice**



One Pound Three Pounds

**10 and 25 Cents Retail**

## COMMERCIAL TRAVELERS

Michigan Knights of the Grip  
President, Michael Howarn, Detroit;  
Secretary, Chas. J. Lewis, Flint; Treasurer, H. E. Bradner, Lansing.

United Commercial Travelers of Michigan  
Grand Counselor, J. C. Emery, Grand Rapids;  
Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.  
Senior Counselor, S. H. Simmons; Secretary and Treasurer, O. F. Jackson.

### Propose To Try Legislation on Poor Hotels.

The traveling men—especially through the U. C. T. and the T. P. A.—are endeavoring to have some of their troubles abolished by law. They want hotels licensed and an inspector appointed who shall fix a scale of charges, see that the house lives up to its rates and otherwise correct many of the abuses that undoubtedly have crept into the hotel business. There is a similar law in Canada which is said to work very well and it is proposed to try it on South Dakota first to see how it will operate. Success in that State would doubtless be followed by action in several others.

J. G. Woodland, who is chairman of the Hotel Committee of the Travelers' Protective Association, in an interview points out some of the troubles and the proposed remedies. He says:

"Custom and usage of past generations continue to hold traveling salesmen to-day in as tight an embrace as prevailed fifty years ago. Some people imagine it is perfectly legitimate to extract from the salesman either by the sneer known only to the hotel profession or by the 'stand and deliver' attitude of the livery, bus and dray lines, as these gentlemen, through intercourse with each other, understand all in their line are holding up the traveling salesman, and if they do not they have lost their opportunity.

"These conditions are as unfavorable to the salesman paying his own expense as for wholesale houses, jobbers and manufacturers. Twenty-five per cent. of the money paid out on the road is paid out for graft under protest, but repeated at every visit of the transient and without any redress whatever.

"The hotel man considers it good business judgment if he charges the transient for the next meal coming, thereby compelling the salesman to pay twice for the same meal. The same individual considers it a square deal to charge for unused meals—although notified—and these are also paid for two times. Some consider it just and right to charge double price for lodging when no meals are taken and if it is only lodging and breakfast an extra charge is added. In the smaller country hotel shacks the local customers and farmers are charged 25 cents for a very poor meal while the salesman who eats at the same table is charged half a dollar and pays it to escape a quarrel, but the hotel man dubs him 'easy.'

"Bus lines always charge salesmen 25 cents for bus ride whether they walk or ride, if that line handles his baggage, and the bus return ticket is always good for the reverse trip.

"Liveries size up their customers and have them down very accurately as to whether they can charge regular or fancy charges, but the higher rates are invariably sprung first and if the salesman is 'easy' it goes and if not the regular charge is named as a 'personal matter of good fellowship.' Dray lines charge all the salesman will stand for and if he objects to the price he is branded as one of those 'cheap skates.'

"If a salesman shows any desire to be economical he gets the worst of it when occasion occurs, but if he squanders his money liberally there is competition as to who serves him. Instances and facts might be quoted numerous, but many of these have already appeared in the trade papers. The intelligent salesman feels he is not transacting his business at all times on business principles. Although always willing to pay for what he gets he does not always get what he pays for.

"The shack hotels charge \$2 a day and do not furnish sample rooms, but an extra charge must be paid somewhere in the town. The use of opera houses and depots has also come to be considered a 'graft.'

"The Travelers' Protective Association, in conjunction with the U. C. T., commenced a year ago to persuade hotel men and others to deal squarely with the traveling salesmen, and has in some degree succeeded, but the large majority of hotels, liveries, bus and dray lines are still defiant and are successful in their ancient and modern graft.

"The T. P. A., which has already done so much for the traveling salesmen in railroad transportation, etc., now contemplates applying to the next session of the South Dakota Legislature for an act licensing hotels, liveries, bus and dray lines and placing these departments under the control of an inspector who will be instructed by the Legislature to regulate all existing evils and provide a schedule of charges for the different grades of hotels and also liveries, bus and dray lines. This would be accomplished by issuing licenses without which business could not be done in any of these lines in South Dakota. Traveling salesmen will then not have to do any fighting, but report to the inspector all unlawful transactions. All the good hotels are in favor of these proposed regulations."

"Women are all alike" is a favorite syllogism on the lips of youthful masculinity. The chief troubles of the unquiet sex, on the contrary, have arisen from the fact that they are not all alike, and that men are determined they shall be. If they could all have been good cooks, for instance, their pathway through this world of woe would have been much smoothed. Unfortunately they have been unable to entirely suppress individuality, much as "woman's sphere" has contributed to that end.

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room, unequalled 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.

## Western Travelers Accident Association

Sells Insurance at Cost

Has paid the Traveling Men over \$200,000

Accidents happen when least expected  
Join now; \$1 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

## The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

**3½ Per Cent.**

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When in Detroit, and need a MESSENGER boy send for

## The EAGLE Messengers

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### 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

## 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.



## 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  
3 for 25 cents  
according to size

Couldn't be better if you paid a dollar.

**The Verdon Cigar Co.**

Manufacturers  
Kalamazoo, Michigan



**Gripsack Brigade.**

A Houghton correspondent writes: E. J. Fox, representing the Standard Varnish Works, of Chicago, is calling on the local trade, his first appearance in the copper country.

Charlotte Leader: Fred Stocking has engaged to travel for the Austin-Burrington Grocery Co., of Lansing, and will start on his initial trip next Tuesday. His family will remain in Charlotte until fall, when they expect to reside at Lansing.

All United Commercial Travelers are requested to meet at the club rooms of Grand Rapids Council, No. 131, on Sunday, June 19, at 9:30 o'clock to attend the morning services of Rev. J. Herman Randall, pastor of the Fountain Street Baptist church.

Petoskey Independent: Ted Lillie, who recently disposed of his interest in the firm of Fochtman & Lillie to Will Fochtman, has removed to Grand Rapids, where he has accepted a position as traveling auditor for the International Harvesting Machine Co.

Members of Petoskey Council, U. C. T., have already begun making plans for entertaining the Grand Council at its annual convention in June, 1906. This may seem like looking a long ways ahead, but the Petoskey boys never do things by halves—especially when they have plenty of time in which to effect the preliminary arrangements.

Adrian Times: Fred Raymond, who has been in the employ of the Adrian Paper Co. for some time, has resigned his position. Mr. Raymond has removed to Muskegon, where he has accepted a responsible position with Ferd Brundage, wholesale druggist and stationer. His many friends in Adrian regret his departure, but wish him success in his new field.

Wm. R. White, the old-time but ever-welcome traveling man—long on the road for the Thompson & Taylor Spice Co.—was in town this week in the interest of his new house, Wixon & Co., 39 River street, Chicago, in which Mr. White holds a third interest. His partners are C. F. Wixon and John O. Hart. The firm handles whole and ground spices and Campbell's soups.

**Took In Three New Members.**

Grand Rapids, June 6—Grand Rapids Council, U. C. T., held a regular meeting Saturday evening, June 4, with an attendance of about forty members.

Applications for membership from three commercial travelers were received. Charles Arthur Wood, George H. Seymour, Wm. H. J. Martin and Robert D. Teele were escorted over the rough but well-trodden path of the initiating degree.

The boys are working like beavers to get out their 1904 membership roster and hotel and livery guide which will be an attractive and useful book of general information to commercial travelers and hotel and liverymen.

The first summer picnic under the auspices of the order will be held Saturday, June 25. Notice of place

will be published later.

The main feature of the evening was the gathering of the wives and sweethearts of the members at the club rooms while the work of the Council was in progress and at the close of the meeting, a social time was had, the ladies serving light refreshments consisting of ice cream, cakes, etc., and heavy refreshments consisting of joyous smiles and witty and pleasant remarks. The meeting of last Saturday evening was but the beginning of many more pleasant ones to follow, with the presence of the ladies to furnish the real pleasure of the occasion.

**The Boys Behind the Counter.**

Hancock—Richard Barkell has resigned his position at the head of the furniture department of the Ryan estate store at Hancock to take a position in the same line with a Chicago house. He has been in the employ of the Ryan estate for fifteen years. His resignation takes effect July 1.

Calumet—P. C. Brooks, of Escanaba, has assumed the management of the Eagle drug store, succeeding Bert Carmichael, who resigned recently to take up preparatory work and enter the State University this fall to pursue a medical course. He has been manager of Sodergren & Sodergren's store for the past year and has a great number of friends here who wish him every success in the future.

Hastings—W. H. Goodyear has a new pharmacist in his drug store in the person of Alvin Smelker, of Freeport.

Pontiac—Warren Ross, who for some time held a position as hardware clerk with Charles Coates and Tidball & Parmenter, has gone to Minnesota.

Petoskey—Roy Bower has taken a clerkship in the store of the Eckel Drug Co.

Port Huron—O'Brien O'Keefe has taken a position in Demarest & Laird's drug store.

Pontiac—Martin J. Clooman, who has been working at Monroe for the past two months, has taken the position of pharmacist at E. L. Keyser's made vacant by the resignation of Charles Smith.

**Saginaw Butchers Going to Detroit.**

Saginaw, June 7—The Michigan Butchers' Protective Association will give an excursion to Detroit, Thursday, June 16. Two special cars have been chartered of the Michigan Central Railway, and an invitation to the grocers has been extended, which the butchers hope they will accept. The excursion will be run in conjunction with the Royal Foresters, with whom the butchers united in a similar outing three years ago with success. John Bierwalters is President of the Association, and Fred Hubert is Secretary. As a consequence of the trip, all the butcher shops will be closed for the day.

The black sheep generally lives to a ripe old age, whereas the spring lamb dies young.

**Armour Evidently in a Tight Place.**

The Armour Car Lines matter before the Interstate Commerce Commission at Chicago last week was participated in by several reputable citizens of Grand Rapids representing the fruit and produce trades. During the argument of one of Armour's high-priced attorneys he took occasion to sneer at the commission trade of the country in general and Grand Rapids in particular, stating that commission merchants as a class were scoundrels and that Grand Rapids contained more than its due proportion of this class of men. General statements of this character seemed to be the stock in trade of the Armour institution, one of Armour's employes going so far as to assure the Grand Rapids delegation that because it had taken the trouble to come to Chicago to attend the hearing it would "get the hot end of the stick hereafter." This threat was brought out at the hearing and was the sensation of the day, having been telegraphed all over the country and commented on with more or less severity by commercial journals everywhere. In referring to the charge of the Armour attorney, Henry J. Vinkemulder spoke as follows:

"I have to ask your honorable Commission's indulgence in order that I may express my indignation in respect to two specific instances of injury and wrong that have been leveled at myself and the character of every commission merchant in the city of Grand Rapids, among whom it is my good fortune to be numbered.

"I am here at the instance of your honorable Commission as a witness in these proceedings. I was told last night by an Armour representative that they would make it hot for me and my neighbors in trade in the future on account of the interest we have shown in this case. To-day the counsel for the Armour Car Lines told the Commission that they intended to break up certain interests, the character of which he emphasized with a well-developed legal sneer and a reflection was made that implied that there was a nest of green-goods men at Grand Rapids that was slated for removal by them. I will ask the Commission to request the attorney for Armour & Co. to explain who and what he meant by this reflection, as so sweeping, so cowardly and so malignant an aspersion as was placed upon the character of honest men may not have occurred to a man who has so lost his identity in the service of a combination that he forgets that, while corporations generally have neither identity nor character, it is disastrous to the individual, whoever he may be, to be deprived of them."

The presentation of the case of those opposed to the exclusive contract of the Armour monopoly was full and complete, and it is believed that the Commission will take some action in the matter that will relieve the shipper of the burden now imposed upon him. Furthermore, a member of the Commission told one of the Grand Rapids delegates that if the Armour Car Lines undertook to

carry out the threat of its local representative, the Commission would take action in the matter instanter.

**Getting Ready to Touch Elbows.**

Newberry, June 3—The mass meeting of the citizens of Newberry, held in the village hall last evening, was attended by a representative body of citizens and much interest was manifested in the proceedings. The primary object of the meeting was the organization of a Business Men's Association and the discussion of ways and means of improving our village and inducing new industries to locate here. As a preliminary step towards the forming of a permanent organization, Messrs. A. A. Henderson, J. C. Foster, Wm. McDurmon, F. J. Park and L. H. Fead were appointed a committee to formulate the necessary constitution and by-laws and instructed to call a meeting at a later date, when a permanent organization would be effected.

After this matter had been thus disposed of, a general discussion followed as to ways and means of securing new industries to locate here. A grist mill seemed to be considered by those present as of the utmost importance to the proper development of the surrounding farming country, and to attract the trade of the farmers toward Newberry. The sentiment expressed was that the easiest and best method of securing a mill was for the citizens of Newberry to organize a stock company, erect and operate a mill themselves. The entire matter was left in abeyance, however, until the committee on organization was ready to report, and a Business Men's Association effected, when this and other matters will be taken up and discussed in all their pros and cons, and finally disposed of to the best interests of the community at large.

At the conclusion of the meeting it was suggested that it would be well to take up the matter of a proper observance of the Fourth and thereby avoid the necessity of calling another meeting. A committee was thereupon appointed consisting of Messrs. Perry Leighton, Fred O'Leary and Wm. Krempel to solicit subscriptions and make the preliminary arrangements for fittingly observing our Natal day.

**Safe Rule on Proprietaries.**

A safe rule, and one that should always be lived up to, is to purchase new articles in the smallest possible quantities, especially proprietary goods. Attractive inducements are held out by salesmen who introduce these goods—advertising in newspapers, by circulars, show cards, and discount for quantity; but no one can foretell the result of such advertising, even if these promises are kept. It is better to spend a little money on extra freight than to have a larger amount of goods on your shelves, which in many cases are there to stay. This is also true of the many synthetic remedies; while some have developed a large sale, others, and the large majority, have already become "has beens."





**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.  
 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.  
 First Vice-President—J. O. Schlottbeck, Ann Arbor.  
 Second Vice-President—J. E. Weeks, Battle Creek.  
 Third Vice-President—H. C. Peckham, Freeport.  
 Secretary—W. H. Burke, Detroit.  
 Treasurer—J. Major Lemen, Shepards.  
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.  
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

#### Memories Recalled by a Poisoning Accident.

I had an experience some years ago which may interest those who are liable to face a similar trial. It relates to an overdose of morphine, given by mistake, and as I shall give the treatment which followed, it may perhaps lead to the saving of another life, and if such shall be the case, I will feel repaid a thousand times for recounting the circumstance. This case occurred in my own family, and with my youngest boy, who is now 21 years old, but was at that time only 7. He had been to the country with his mother and brother and had spent a good part of the summer, and upon returning home the children showed some symptoms of malaria. I began giving them 2-grain capsules of quinine sulphate, but the youngest boy apparently did not stand this salt of quinine very well, and I decided I would change it and give both of them the muriate.

So when breakfast was over one morning I started for the store, telling my wife I would prepare the medicine and she could send for it. On reaching the store I found it necessary to go to the city, so I started off at once, forgetting to prepare the medicine. Thinking of it as I went along, however, I telephoned my clerk to put up 8 capsules containing each two grains of quinine muriate and give them to the nurse when she came. He dispensed the capsules, put the bottle away, and when he came to label the package, went and got the bottle out again to see how to spell the word "muriate." He wrote "muriate of quinine" on the box and sent it to my wife, who called both the boys up, intending to give each of them two of the capsules. The older child, seeming better, she let him go, and gave the younger one two of the capsules. He played around the room for a while, and then beginning to feel a little drowsy, lay down on the couch. The older child, still playing around, chanced to jump on the couch beside him, when he got up in a rage, exclaiming, "Brother woke

me up," and began complaining that his face and ears "itched" dreadfully, and that "he could not see good."

My wife became alarmed, and knowing these to be some of the symptoms of a large dose of morphine, she sent the servant at once to the store to see if a mistake had not been made. As soon as she asked the clerk about the medicine, it flashed through his mind that he had put up muriate of morphine instead of quinine. He telephoned at once for one of the best physicians in the city, and called me up at a book store where I had told him I was going before my return. He chanced to catch me there and told me what had happened. I started immediately for home, going by the store, where the doctor overtook me. I asked him what he wanted to use as an antidote. He told me to get 20 grains of zinc sulphate, and a solution of atropine sulphate,  $\frac{1}{4}$  grain to 20 minims. I put  $\frac{1}{2}$  grain in a half-ounce vial and filled it with water, got the 20 grains of zinc sulphate, and at the same time put  $\frac{1}{2}$  grain of strychnine sulphate in another half-ounce vial and filled it with water also.

I then got into the carriage with the doctor, and we drove at once to the house, where we found my wife working with the child, having given him coffee and kept him stirring all the time. The first thing the doctor did was to give him half the zinc dissolved in water, and then 20 minims of the atropine solution hypodermically. The first dose of zinc not producing the desired effect in about ten minutes, the remainder was given. This still did not produce vomiting, although the little fellow tried to assist it by running a feather down his throat. I then asked the doctor if he had ever used strychnine as an antidote. He said he never had, but had seen it recommended. I told him I had brought some with me, and asked his advice about using it. He replied that he would use it if I said so. I handed him the solution I had made, and he gave the child 25 minims of it hypodermically. It was not long before we could notice the effects of it in the twitching of the muscles of the eyelids and the lips.

Then an electric battery was suggested, and I procured one in the neighborhood, but it had first to be cleaned and new fluid put into it. When finally ready to start, it was a welcome sound to me when the current was turned on and the buzzing began. The electrodes were wetted and applied to the little fellow's sides and under his arms, and the effects could at once be seen by the moving of the arms and muscles. We also kept his feet in hot water most of the time after he got down. The water was of such a temperature that they could not be left in it for any length of time for fear of blistering. In fact, one foot was right sharply blistered between the toes, by being left a little too long in the water towards the last.

We worked with him continually

for sixteen hours before he showed any symptoms of returning consciousness! I asked the doctor when he came out the last time, as he was leaving about 8 p. m., if he thought there was any chance for him, and he remarked: "You could not expect him to recover. He has enough morphine in him to kill you and your wife and my wife and I." But I went back and began work again, keeping up the electricity and the hot water, and it was about 1 o'clock that night before the boy showed any signs of recovery. We occasionally pressed on his chest to force the foul air from his lungs. The first signs of recovery were occasional gasps for breath; and these we thought betokened the approach of death! But as they became more frequent we felt encouraged, and began to entertain hopes for the little fellow's recovery. We began rolling him in blankets to warm him up and to start the blood circulating, and not long afterwards he recognized me. The boy was saved!

I have thus given the whole treatment in this case, thinking, perhaps, since it was successful, it might be the means of saving some one else's loved one from death under similar circumstances. Only those who have gone through with such an ordeal can realize what it means.—J. O. Burge in Bulletin of Pharmacy.

#### Drowning Is a Quick Death.

"The story frequently repeated about professional divers who have been able to remain under water for more than two minutes is silly," Dr. Joseph Boehm tells me. "No one can remain under water that long without drowning, whether he is a trained diver or not. At Navarino, where the sponge divers are reported to be able to remain under water three or four minutes, tests were made recently, and resulted in conclusively proving that none of them remained down as long as a minute and a half. Ninety seconds seems a very long time to the watcher on shore, and it is about the limit of a diver's endurance under water. At Ceylon, where time tests were also made among the famous pearl divers, it was ascertained that few of them remained below the surface as long as a minute, and other tests made on the Red Sea, among the Arabs, proved that a minute and a quarter was the longest they could endure without a fresh breath.

"On the coast of England several years ago a diver, a trained diver, one of the best on the coast, renowned for his endurance, went down and was pulled up so slowly when he gave the signal that he was under water about two minutes and five seconds. He was drawn out of the water insensible, with blood flowing from his nose and ears, and it was only after long and arduous work that his recovery from the effects of that two-minute stay under water was assured. Drowning is a quick death. Even although the water is kept out of the lungs, insensibility will ensue in one minute, and complete unconsciousness in two. The stories of

people who have been in the water five minutes being resuscitated are generally mistaken or untrue. A man could not be in the water five minutes, without coming to the surface several times, and be restored to life."

#### The Drug Market.

Opium—Is very weak and lower. A very large crop is assured.

Quinine—Is unchanged.

Morphine—Is steady.

Cod Liver Oil, Norwegian—Has declined.

Lycopodium—Is steadily advancing on account of small stocks and higher values in the primary market.

Menthol—Is still selling \$1 less than the cost of importation on account of keen competition between holders.

Santonine—Has been again advanced on account of scarcity of crude material.

Oil Cedar Leaf—There is very little to be had and extreme prices are asked.

Oil Cloves—Is weak and lower.

Oil Lemon Grass—Is very firm and advancing.

American Saffron—Is in better supply and has declined.

#### Feeding Whisky to Rats.

Henry Weidman, the blacksmith near Mount Joy, Pa., who is greatly annoyed with rats, discovered a new and novel plan to capture the destructive rodents. He soaks grain and wheat in whisky, which he then spreads around for them. The rats eat the wheat freely with a relish. The result is that the rats get so drunk that they are an easy prey, and in this way he has been able to destroy a number of them.

## PILES CURED

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Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

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Display  
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Specialty

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Advise us the amount you desire to invest and order one of our

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With Program For Firing.  
Best Value and Satisfaction Guaranteed.  
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**FRED BRUNDAGE**

Wholesale  
Drugs and Stationery  
Muskegon, - - Michigan



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum		Erethitosis		Tinctures	
Aceticum	60 8	Erigeron	4 25@4 50	Aconitum Nap's R	60
Benzolcum, Ger.	70@ 75	Gaultheria	3 00@3 10	Aconitum Nap's F	50
Boricum	25@ 29	Geranium	50@ 75	Aloes	60
Citricum	38@ 40	Hedera	1 40@1 50	Aloes & Myrrh	60
Hydrochlor	3@ 5	Juniper	1 50@2 00	Arnica	50
Nitrosum	8@ 10	Lavendula	90@2 75	Assafoetida	50
Oxalicum	12@ 14	Limonia	1 15@1 25	Atropa Belladonna	50
Phosphorum, dil.	15@ 15	Mentha Piper	4 35@4 50	Aurant Cortex	50
Salicylicum	42@ 45	Mentha Verid.	5 00@5 50	Benzoin	50
Sulphuricum	15@ 15	Morhuac, gal.	2 00@3 00	Benzoin Co	50
Tannicum	1 10@1 20	Myrica	4 00@4 50	Barosma	50
Tartaricum	38@ 40	Olive	75@3 00	Cantharides	50
Ammonia		Picida Liquida gal.	10@ 12	Capicum	50
Aqua, 18 deg.	4@ 6	Picida Liquida gal.	90@ 94	Cardamon	75
Aqua, 20 deg.	6@ 8	Rosae, oz.	5 00@6 00	Cardamon Co	1 00
Carbonas	13@ 15	Succini	40@ 45	Castor	50
Chloridum	12@ 14	Sabina	90@1 00	Catechu	50
Aniline		Santal	2 75@7 00	Cinchona	50
Black	2 90@2 25	Sassafras	35@ 35	Cinchona Co	50
Brown	80@1 00	Sinapis, ess, oz.	50@1 00	Columba	50
Red	45@ 50	Thyme	40@ 50	Cubebae	50
Yellow	2 50@3 00	Thyme, opt	1 60@ 20	Cassia Acutifol	50
Balsam		Thymobras	15@ 20	Cassia Acutifol Co	50
Cubebae	po. 25	Potassium		Digitalis	50
Juniperus	5@ 6	Bl-Carb	15@ 18	Ergot	50
Xanthoxylum	30@ 35	Bichromate	13@ 15	Ferri Chloridum	35
Balsamum		Bromide	40@ 45	Gentian Co	50
Cubebae	po. 20	Carb	12@ 15	Guaiaca	50
Peru	1 10@1 50	Chlorate po 17@19	16@ 18	Guaiaca ammon	50
Terabin, Canada	60@ 65	Cyanide	34@ 35	Hyoscyamus	50
Tolutan	45@ 50	Iodide	2 75@2 85	Iodine	75
Cortex		Potassa, Bitart pr	30@ 35	Iodine, colorless	75
Abies, Canadian	18	Potass Nitras opt	7@ 10	Kino	50
Cassiae	12	Potass Nitras	6@ 8	Lobelia	50
Cinchona Flava	18	Prussiate	23@ 26	Myrrh	50
Euonymus atro.	30	Sulphate po	15@ 18	Nux Vomica	50
Myrica Cerifera	20	Aconitum	20@ 25	Opil, compound	75
Prunus Virgini.	12	Althaea	30@ 33	Opil, deodorized	1 50
Quillaja, gr'd.	12	Anchusa	10@ 12	Quassia	50
Sassafras	po. 18	Arum po	20@ 25	Rhatany	50
Ulmus	25, gr'd.	Calamus	20@ 40	Rhel	50
Extracum		Centiana	po 15	Sanguinaria	50
Glycyrrhiza Gla.	24@ 30	Glycyrrhiza pv 15	16@ 18	Serpentaria	50
Glycyrrhiza, po.	28@ 30	Hydrastis Cana.	1 50@1 50	Stromonium	50
Haematox	11@ 12	Hydrastis Can po	1 50@1 50	Tolutan	50
Haematox, is.	13@ 14	Hellebore, Alba.	12@ 15	Valerian	60
Haematox, 1/4s.	14@ 15	Inula, po	18@ 23	Veratrum Veride.	50
Haematox, 1/4s.	16@ 17	Ipecac, po	2 75@2 80	Zingiber	50
Ferru		Iris plox	35@ 40	Miscellaneous	
Carbonate Precip.	15	Jalapa, pr	25@ 30	Aether, Spts Nit 8	30@ 35
Citrate and Quinia	2 25	Maranta, 1/4s	22@ 25	Aether, Spts Nit 4	34@ 38
Citrate Soluble	40	Podophyllum po.	75@1 00	Alumen, gr'd po 7	3@ 4
Ferrocyanidum S.	15	Rhel, cut	75@1 00	Annatto	4@ 5
Solut. Chloride	15	Rhel, pv	75@1 00	Antimoni, po	4@ 5
Sulphate, com'l.	3	Spigella	35@ 38	Antimoni et Po T	40@ 50
Sulphate, com'l, by	90	Sanguinari, po 24	22	Antipyrin	2@ 25
bbl, per cwt.	7	Serpentaria	65@ 70	Antifebrin	2@ 25
Sulphate, pure	7	Senega	75@ 85	Argenti Nitras, oz	4@ 48
Flora		Smilax, off's H.	40	Arsenicum	10@ 12
Arnica	15@ 18	Smilax, M	40	Balm Gilead buds	45@ 50
Anthemis	22@ 25	Scilla, po 35	10@ 12	Bismuth S N	2 20@2 30
Matricaria	30@ 35	Symplocarpus	25	Calcium Chlor, 1s	10
Folia		Valeriana Eng.	15@ 20	Calcium Chlor, 1/4s	10
Barosma	30@ 33	Valeriana, Ger.	15@ 20	Cantharides, Rus.	12@ 12
Cassia Acutifol.	20@ 25	Zingiber a	14@ 16	Capici Fruc's af.	20
Tinnevelly	20@ 25	Zingiber j	16@ 20	Capici Fruc's po.	22
Cassia, Acutifol.	25@ 30	Semen		Cap'i Fruc's B po.	15
Salvia officinalis,	12@ 20	Anisum	po. 20	Caryophyllus	25@ 28
1/4s and 1/4s.	12@ 20	Apium (gravel's)	13@ 15	Carmin, No 40	30@ 30
Uva Ursi.	8@ 10	Bird, 1s	4@ 6	Cera Alba	50@ 55
Gummi		Carul	10@ 11	Crocus	1 35@1 45
Acacia, 1st pkd.	65	Cardamon	70@ 90	Cassia Fructus	35
Acacia, 2d pkd.	45	Coriandrum	8@ 10	Centraria	10
Acacia, 3d pkd.	35	Cannabis Sativa.	7@ 8	Cetaceum	45
Acacia, sifted sts.	28	Cydonium	75@1 00	Chloroform	55@ 60
Acacia, po.	45@ 55	Chenopodium	25@ 30	Chloro'm, Squibbs	110
Aloe, Barb.	12@ 14	Dipterix Odorate.	80@1 00	Chloral Hyd Crst.1	35@1 60
Aloe, Cape.	25	Foeniculum	18	Chondrus	20@ 25
Aloe, Socotri	30	Foenugreek	7@ 8	Cinchonidine P-W	38@ 48
Ammoniac	55@ 60	Lini	4@ 6	Cinchonid'e Germ	38@ 48
Assafoetida	50@ 55	Lini, gr'd	bbl 4	Cocaine	4 05@4 25
Benzoinum	50@ 55	Lobelia	75@ 80	Corks list d p ct	75
Catechu, 1s	13	Pharlaris Cana'n	64@ 8	Creosotum	45
Catechu, 1/4s.	14	Rapa	5@ 6	Creta	bbl 75
Catechu, 1/4s.	16	Sinapis Alba	7@ 9	Creta, prep	5
Camphora	75@ 80	Sinapis Nigra	9@ 10	Creta, precip	9@ 11
Euphorbium	40	Spiritus		Creta, Rubra	11
Galbanum	100	Frumentum W D.	2 00@2 50	Cudbear	1 40@1 50
Gamboge	po. 1 25@1 35	Frumentum	1 25@1 50	Cupri Sulph	24
Guaiacum	po. 35	Juniperis Co O T.	1 65@2 00	Dextrine	7@ 10
Kino	po. 75c	Juniperis Co	1 75@2 00	Ether Sulph	78@ 92
Mastic	60	Saccharum N E	1 90@2 10	Emery, all Nos.	8
Myrrh	po. 45	Spt Vini Galli	1 75@2 00	Emery, po	6
Opil	3 00@3 10	Vini Oporto	1 25@2 00	Ergota	po 90 85@ 90
Shellac	60@ 65	Vini Alba	1 25@2 00	Flake White	12@ 15
Shellac, bleached	65@ 70	Sponges		Galla	23
Tragacanth	70@1 00	Florida sheeps' w	2 50@2 75	Gambler	8@ 9
Herba		Nassau sheeps' w	2 50@2 75	Gelatin, Cooper	60
Absinthium, oz pk	25	Velvet extra shps'		Gelatin, French	35@ 60
Eupatorium oz pk	20	wool, carriage	@ 1 50	Glassware, ft box	75 & 5
Lobelia	25	Extra yellow shps'	@ 1 25	Less than box	70
Majorum	25	wool, carriage	@ 1 50	Glue, brown	11@ 13
Mentha Pip oz pk	25	Grass sheeps' w	@ 1 00	Glue, white	15@ 25
Mentha Vir oz pk	25	Hard, slate use	@ 1 00	Glycerina	17@ 25
Rue	39	Yellow Reef, for	@ 1 40	Grana Paradisi	25
Tanacetum V.	22	slate use		Humulus	25@ 25
Thymus V. oz pk	25	Syrups		Hydrarg Ch Mt.	95
Magnesia		Acacia	50	Hydrarg Ch Cor	90
Calcined, Pat.	55@ 60	Aurant Cortex	50	Hydrarg Ox Ru'm	1 05
Carbonate, Pat.	18@ 20	Zingiber	50	Hydrarg Ammo'l.	1 15
Carbonate K-M.	18@ 20	Ipecac	50	Hydrarg Ungue'm	50@ 60
Carbonate	18@ 20	Ferri Iod	50	Hydrargyrum	85
Oleum		Rhel Arom	50	Ichthyobolla, Am.	90@1 00
Absinthium	3 00@3 25	Smilax Off's	50@ 60	Indigo	75@1 00
Amygdalae, Dulc.	50@ 60	Senega	50	Iodide, Resubl	3 85@4 00
Amygdalae Ama.	8 00@8 25	Scilla	50	Iodoform	4 10@4 20
Anisi	1 75@1 85	Scilla Co	50	Lupulin	50
Aurant Cortex	2 10@2 20	Tolutan	50	Lycopodium	80@ 85
Bergamit	2 35@2 55	Prunus virg	50	Macle	65@ 75
Calicuti	1 10@1 15	Liquor		Liquor Arsen et	25
Caryophylli	1 50@1 60	Hydrarg Iod	10@ 12	Liquor Potass Arsenit	2@ 3
Cedar	35@ 70	Magnesia, Sulh bbl	14		
Chenopadii	2@ 20	Paints			
Cinnamoni	1 10@1 20	Red Venetian	1 1/2 2 @ 3		
Citronella	40@ 45	Ochre, yel Mars	1 1/2 2 @ 3		
Conium Mac.	80@ 90	Ochre, yel Ber	1 1/2 2 @ 3		
Copaiba	1 15@1 25	Putty, comm'r	1 1/2 2 @ 3		
Cubebae	1 35@1 45	Putty, strictly pr.	2 1/2 2 @ 3		

Mannia, S F	75@ 80	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthol	6 00@6 50	Sapo, G	15	Lard, No. 1	60@ 65
Morphia, S P & W	2 35@2 60	Selditz Mixture	20@ 22	Linseed, pure raw	39@ 42
Morphia, S N Y Q	2 35@2 60	Sinapis	18	Linseed, boiled	40@ 43
Morphia, Mal	2 35@2 60	Sinapis, opt	30	Neatsfoot, wstr.	65@ 70
Moschus Canton	40	Snuff, Macaboy	40	Spts. Turpentine	63@ 68
Myristica, No. 1	35@ 40	De Voes	41	Paints	
Nux Vomica, po 15	10	Snuff, S'h De Vo's	41	bbl L	
Os Sepia	25@ 28	Soda, Boras	9@ 11	Red Venetian	1 1/2 2 @ 3
Pepsin Saac, H &	1 00	Soda, Boras, po	9@ 11	Ochre, yel Mars	1 1/2 2 @ 3
Picis Liq N N 1/2	2 00	Soda et Pot's Tart	28@ 30	Ochre, yel Ber	1 1/2 2 @ 3
Picis Liq, qts.	1 00	Soda, Carb	13@ 14	Putty, comm'r	1 1/2 2 @ 3
Picis Liq, pints.	85	Soda, Bl-Carb	3@ 5	Putty, strictly pr.	2 1/2 2 @ 3
Pil Hydrarg. po 80	50	Soda, Ash	3 1/2 @ 4	American	13@ 15
Piper Nigra. po 22	18	Soda, Sulphas	2	Vermillion, Eng.	70@ 75
Piper Alba. po 35	20	Spts. Cologne	2 60	Green, Paris	14@ 18
Pilix Burgun	7	Spts. Ether Co.	50@ 55	Green, Peninsular	13@ 16
Plumbi Acet	10@ 12	Spts. Myrcia Dom	2 00	Lead, red	6@ 7
Pulvis Ip'e et Opil	30@1 50	Spts. Vini Rect bbl	2	Lead, white	6@ 7
Pyrethrum, bxs H	75	Spts. VI' Rect 1/2 b	2	Whiting, white S'n	90
& P D Co. doz.	75	Spts. VI' R't 10 gal	2	Whiting, Gliders	95
Pyrethrum, pv	25@ 30	Strychnia, Crystal	90@1 15	White, Paris, Am'r	21 25
Quassia	8@ 10	Sulphur, Subl	2 1/2 @ 4	Whit'g. Paris, Eng	21 25
Quinia, S P & W	26@ 36	Sulphur, Roll	2 1/2 @ 3 1/2	cliff	@ 1 40
Quinia, S Ger	26@ 36	Tamarind	8@ 10	Universal Prep'd	10@1 20
Rubia Tincturum	12@ 14	Terebenth Venice	28@ 30	Varnishes	
Saccharum La's	20@ 22	Theobromae	44@ 50	No. 1 Turp Coach	1 10@1 20
Salacin	4 50@4 75	Vanilla	9 00@9 20	Extra Turp	1 60@1 70
Sanguis Drae's	40@ 50	Zinci Sulph	7@ 8	Coach Body	2 75@3 00
Sapo, W	12@ 14	Oils		No. 1 Turp Furn	1 00@1 10
		bbl gal		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.**

## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

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Wickling	9
Woodenware	9
Wrapping Paper	10
Yeast Cake	10

## AXLE GREASE

Aurora	55	6 00
Castor Oil	55	
Diamond	50	4 25
Frazier's	75	9 00
IXL Golden	75	9 00

## BATH BRICK

American	75	
English	85	

## BROOMS

No. 1 Carpet	2 75
No. 2 Carpet	2 35
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Parlor Gem	2 40
Common Whisk	85
Fancy Whisk	1 20
Warehouse	3 00

## BRUSHES

Solid Back, 8 in	75
Solid Back, 11 in	95
Pointed Ends	85
Stove	
No. 3	75
No. 2	1 10
No. 1	1 75

## SHOE

No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90

## BUTTER COLOR

W. R. & Co.'s, 15c size	1 25
W. R. & Co.'s, 25c size	2 00

## CANDLES

Electric Light, 5s	9 1/2
Electric Light, 16s	10
Paraffine, 6s	9
Paraffine, 12s	9 1/2
Wicking	23

## CANNED GOODS

3 lb. Standards	80
Gals. Standards	2 00@2 25
Blackberries	
Standards	85
Beans	
Baked	80@1 30
Red Kidney	85@95
String	70@1 15
Wax	75@1 25

## Blueberries

Standard	1 40
Brook Trout	
2 lb. cans, Spiced	1 90

## Clams

Little Neck, 1 lb. 100	1 25
Little Neck, 2 lb.	1 50
Clam Bouillon	
Burnham's, 1/2 pt.	1 92
Burnham's, pts	3 60
Burnham's, qts	7 20

## Cherries

Red Standards	1 30@1 50
White	1 50
Corn	
Fair	
Good	1 35
Fancy	1 50

## French Peas

Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11

## Gooseberries

Standard	90
Hominy	
Standard	85
Lobster	
Star, 1/2 lb.	2 25
Star, 1 lb.	3 75
Picni Tails	2 40

## Mackerel

Mustard, 1 lb	1 80
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 80
Soused, 2 lb.	2 80
Tomato, 1 lb.	1 80
Tomato, 2 lb.	2 80

## Mushrooms

Hotels	18@20
Buttons	22@25
Oysters	
Cove, 1 lb.	@ 90
Cove, 2 lb.	@ 1 70
Cove, 1 lb. Oval	1 00

## Peaches

Pie	1 10@1 15
Yellow	1 65@2 00
Pears	
Standard	@ 1 15
Fancy	@ 1 35
Peas	
Marrowfat	90@1 00
Early June	90@1 00
Early June Sifted	1 65

## Plums

Plums	85
Pineapple	1 25@1 75
Grated	1 25@1 75
Blended	1 25@1 75

## Pumpkin

Fair	70
Good	80
Fancy	1 00
Gallon	2 25

## Raspberries

Standard	@ 90
Russian Caviar	
1/2 lb. cans	3 75
1 lb. cans	7 00
1 lb can	12 00

## Salmon

Col'a River, talls.	@ 1 65
Col'a River, flats.	@ 1 85
Red Alaska	@ 1 65
Pink Alaska	@ 95

## Sardines

Domestic, 1/2s	3 1/2
Domestic, 1/4s	5
Domestic, Must'd.	6 @ 9
California, 1/2s	11 @ 14
California, 1/4s	17 @ 24
French, 1/2s	7 @ 14
French, 1/4s	18 @ 28

## Shrimps

Standard	1 20@1 40
Succotash	
Fair	1 50
Good	1 60
Fancy	1 60

## Strawberries

Standard	1 10
Fancy	1 40
Tomatoes	
Fair	85 @ 95
Good	1 15
Fancy	1 15 @ 1 30
Gallons	2 65 @ 3 00

## CARBON OILS

Perfection	@ 12 1/2
Water White	@ 12
D. S. Gasoline	@ 14
Deodor'd Nap'a.	@ 12 1/2
Cylinder	29
Engine	16
Black, winter	9 @ 10 1/2

## CATSUP

Columbia, 25 pts.	4 50
Columbia, 25 1/2 pts.	2 60
Snider's quarts	3 25
Snider's pints	2 25
Snider's 1/2 pints	1 30

## CHEESE

Acme	@ 9
Butternut	@ 10
Carson City	@ 9
Elsie	@ 9
Emblem	@ 9
Gem	@ 9 1/2
Ideal	@ 8 1/2
Jersey	@ 9
Riverside	@ 9
Warners	@ 9
Brick	@ 12
Edam	@ 90
Leiden	@ 15
Limburger	@ 11
Pineapple	@ 40
Swiss, domestic	@ 15
Swiss, imported	@ 23

## CHEWING GUM

American Flag Spruce	55
Beeman's Pepsin	60
Black Jack	55
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Per'e	1 00
Sugar Loaf	55
Yucatan	55

## CHICORY

Bulk	5
Red	4
Eagle	4
Frank's	7
Schener's	6

## CHOCOLATE

Walter Baker & Co.'s	
German Sweet	23
Premium Sweet	31
Vanilla	41
Caracas	25
Eagle	28

## CLOTHES LINES

60 ft. 3 thread, extra	1 00
72 ft. 3 thread, extra	1 40
90 ft. 3 thread, extra	1 70
60 ft. 6 thread, extra	1 29
72 ft. 6 thread, extra	
Jute	
60 ft.	75
72 ft.	12
90 ft.	105
120 ft.	150

## Cotton Victor

50 ft.	1 10
60 ft.	1 35
70 ft.	1 60
Cotton Windsor	
50 ft.	1 30
60 ft.	1 44
70 ft.	1 80
80 ft.	2 00

## 3

Cotton Braided	
40 ft.	95
50 ft.	1 35
60 ft.	1 65
Galvanized Wire	
No. 20, each 100 ft long	1 90
No. 19, each 100 ft long	2 10

## COCOA

Baker's	38
Cleveland	41
Colonial, 1/2s	35
Colonial, 1/4s	33
Epps	42
Huyler	45
Van Houten, 1/2s	12
Van Houten, 1/4s	20
Van Houten, 1s	40
Webb	31
Wilbur, 1/2s	41
Wilbur, 1/4s	42

## COCOANUT

Dunham's 1/2s	26
Dunham's 1/4s & 1/2s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	12

## COCOA SHELLS

20 lb. bags	2 1/2
Less quantity	3
Pound packages	4

## COFFEE

Rio	
Common	10 1/2
Fair	12
Choice	15
Fancy	18

## Santos

Common	11
Fair	12 1/2
Choice	13 1-3
Fancy	16 1/2
Peaberry	

## Maracalbo

Fair	12 1/2
Choice	16 1/2
Choice	16 1/2
Fancy	19
Choice	15

## Java

African	12
Fancy African	17
O. G.	25
P. G.	31
Arabian	21

## Mocha

Package	
New York Basis	
Artuckle	11 25
Dilworth	11 25
Jersey	11 25
Lion	11 25

## McLaughlin's XXXX

McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chi-	
cago.	

## Extract

Holland, 1/2 gro boxes	95
Felix, 1/2 gro	1 15
Hummel's foil, 1/2 gro	85
Hummel's tin, 1/2 gro	1 43

## CRACKERS

National Biscuit Company's	
Brands	
Butter	
Seymour	6 1/2
New York	6 1/2
Salted	6 1/2
Family	6 1/2
Wolverine	7

## Soda

N. B. C.	6 1/2
Select	8
Saratoga Flakes	13
Round	6 1/2
Squid	6 1/2
Faust	7 1/2
Argo	7
Extra Farina	7 1/2

## Sweet Goods

Animals	10
Assorted Cake	10
Bagley Gems	8
Belle Rose	8
Bent's Water	16
Butter Thin	13
Coco Bar	10
Cococanut Taffy	12
Cinnamon Bar	9
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cococanut Macaroons	12
Cracknels	16
Current Fruit	10
Chocolate Dainty	16
Cartwheels	9
Dixie Cookie	8
Frosted Creams	8
Ginger Gems	8
Ginger Snaps, N. B. C.	7 1/2
Grandma Sandwich	10
Graham Cracker	8 1/2
Hazelnut	10
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Happy Family	11
Iced Honey Crumpet	10
Imperial	8
Indiana Belle	15
Jerico	8
Jersey Lunch	8
Lady Fingers	8
Lady Fingers, hand md	25
Lemon Biscuit Square	8
Lemon Wafer	16

## 4

Lemon Snaps .....	12
Lemon Gems .....	10
Lem Yen .....	10
Maple Cake .....	10
Marshmallow .....	16
Marshmallow Cream..	16
Marshmallow walnut.	16
Mary Ann .....	8
Malaga .....	10
Mich Coco Fd'd honey	12 1/2
Milk Biscuit .....	8
Mich Frosted Honey ..	12
Mixed Picnic .....	11 1/2
Molasses Cakes, Scld'd	8
Moss Jelly Bar .....	12
Muskegon Branch, Iced	10
Newton .....	20
Oatmeal Cracker .....	8 1/2
Orange Slice .....	16
Orange Gem .....	8
Orange & amp; .....	10



6	7	8	9	10	11
<b>MOLASSES</b> New Orleans Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 26 Good . . . 22 Half barrels 2c extra <b>MUSTARD</b> Horse Radish, 1 dz . . . 1 75 Horse Radish, 2 dz . . . 3 50 Bayle's Celery, 1 dz . . . 80 <b>OLIVES</b> Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs . . . 90 Bulk, 5 gal. kegs . . . 85 Manzanilla, 7 oz . . . 80 Queen, pints . . . 2 35 Queen, 19 oz . . . 4 50 Queen, 28 oz . . . 7 00 Stuffed, 5 oz . . . 1 40 Stuffed, 8 oz . . . 1 45 Stuffed, 10 oz . . . 2 30 <b>PIPES</b> Clay, No. 216 . . . 1 70 Clay, T. D., full count . . . 65 Cob, No. 3 . . . 85 <b>PICKLES</b> Medium Barrels, 1,200 count . . . 7 75 Half bbls, 600 count . . . 4 50 Small Half bbls, 1,200 count . . . 5 50 Barrels, 2,400 count . . . 9 50 <b>PLAYING CARDS</b> No. 90, Steamboat . . . 85 No. 15, Rival, assorted . . . 20 No. 20, Rover enameled . . . 60 No. 572, Special . . . 1 75 No. 98, Golf, satin finish . . . 2 00 No. 808, Bicycle . . . 2 00 No. 632, Tourment whist . . . 25 <b>POTASH</b> 48 cans in case . . . 4 00 Babbitt's . . . 4 00 Penna Salt Co.'s . . . 3 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess . . . 13 00 Back fat . . . 14 00 Fat Back . . . 13 50 Short cut . . . 12 50 Pean . . . 18 00 Bean . . . 11 50 Brisket . . . 14 50 Clear Family . . . 12 50 <b>Dry Salt Meats</b> Bellies . . . 9 S P Bellies . . . 9 50 Extra Shorts . . . 8 <b>Smoked Meats</b> Hams, 12lb. average . . . 11 Hams, 14lb. average . . . 11 Hams, 16lb. average . . . 11 Hams, 20lb. average . . . 11 Skinned Hams . . . 12 Ham, dried beef sets . . . 13 Shoulders, (N. Y. cut) . . . 10 Bacon, clear . . . 10 11 California Hams . . . 8 1/2 Picnic Boiled Hams . . . 13 Picnic Boiled Hams . . . 12 1/2 Berlin Ham pr'd . . . 8 1/2 Mince Ham . . . 9 <b>Lard</b> Compound . . . 6 1/4 Pure . . . 7 1/2 60 lb. tubs, advance . . . 7 1/2 80 lb. tubs, advance . . . 7 1/2 50 lb. tubs, advance . . . 7 1/2 10 lb. pails, advance . . . 7 1/2 5 lb. pails, advance . . . 7 1/2 1 lb. pails, advance . . . 7 1/2 <b>Sausages</b> Bologna . . . 5 1/2 Liver . . . 6 1/2 Frankfort . . . 7 1/2 Pork . . . 7 1/2 Veal . . . 7 1/2 Tongue . . . 9 Headcheese . . . 6 1/2 <b>Beef</b> Extra Mess . . . 10 50 Boneless . . . 11 00 Rump, new . . . 11 00 <b>Pig's Feet</b> 1/4 bbls., 40 lbs. . . 1 10 1/4 bbls., 40 lbs. . . 1 90 1/4 bbls., 40 lbs. . . 1 75 <b>Tripe</b> Kits, 15 lbs . . . 70 1/4 bbls., 40 lbs . . . 1 25 1/4 bbls., 80 lbs . . . 2 60 <b>Casings</b> Hogs, per lb. . . 28 Beef rounds, set . . . 15 Beef middles, set . . . 15 Sheep, per bundle . . . 70 <b>Uncolored Butterine</b> Solid, dairy . . . 9 1/2 @ 10 Rolls, dairy . . . 10 1/2 @ 11 1/2 <b>Canned Meats</b> Corned beef, 2 . . . 2 50 Corned beef, 14 . . . 17 50 Roast beef, 20 . . . 2 50 Potted ham, 1/4 . . . 45 Potted ham, 1/2 . . . 45 Deviled ham, 1/4 . . . 45 Deviled ham, 1/2 . . . 45 Potted tongue, 1/4 . . . 45 Potted tongue, 1/2 . . . 45	<b>SALAD DRESSING</b> Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer . . . 3 15 Deland's . . . 3 00 Dwight's Cow . . . 3 15 Le P. . . . 2 10 L. P. . . . 3 00 Wyandotte, 100 1/2 s . . . 3 00 <b>SAL SODA</b> Granulated, bbls . . . 85 Granulated, 100lb cases . . . 1 00 Lump, bbls . . . 75 Lump, 145lb. kegs . . . 95 <b>SALT</b> Diamond Crystal Table Cases, 24 3lb. boxes . . . 1 40 Barrels, 100 3lb. bags . . . 3 00 Barrels, 50 6lb. bags . . . 3 00 Barrels, 40 7lb. bags . . . 2 75 Butter Barrels, 320 lb. bulk . . . 2 65 Barrels, 20 14lb. bags . . . 2 85 Sacks, 28 lbs . . . 27 Sacks, 56 lbs . . . 67 Shaker Boxes, 24 2lb . . . 1 50 Butter Brls, 280 lbs. bulk . . . 2 25 Linen bags, 5-56 lbs . . . 3 00 Linen bags, 10-28 lbs . . . 3 00 Cotton bags, 10-28 lbs . . . 2 75 Cheese 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. <b>Common Grades</b> 100 3lb. sacks . . . 1 90 60 5lb. sacks . . . 1 80 28 10lb. sacks . . . 1 70 56 lb. sacks . . . 30 28 lb. sacks . . . 15 <b>Warsaw</b> 56 lb. dairy in drill bags . . . 40 28 lb. dairy in drill bags . . . 20 <b>Solar Rock</b> 56 lb. sacks . . . 22 <b>Common</b> Granulated, fine . . . 80 Medium Fine . . . 90 <b>SALT FISH</b> <b>Cod</b> Large Whole . . . 7 1/2 Small Whole . . . 7 1/2 Strips or bricks . . . 7 1/2 @ 10 Pollock . . . 3 1/2 <b>Halibut</b> Strips . . . 14 1/2 Chunks . . . 15 <b>Herring</b> Holland White Hoop, barrels . . . 8 25 White hoops, 1/4 bbl. . . 4 50 White hoops, keg . . . 60 @ 65 White hoops mchs . . . 75 Norwegian Round, 100 lbs . . . 3 60 Round, 50 lbs . . . 2 10 Scaled . . . 18 <b>Trout</b> No. 1, 100 lbs . . . 5 50 No. 1, 40 lbs . . . 2 50 No. 1, 10 lbs . . . 70 No. 1, 8 lbs . . . 59 <b>Mackerel</b> Mess 100 lbs. . . 14 50 Mess 50 lbs. . . 7 75 Mess 10 lbs. . . 1 75 Mess 8 lbs. . . 1 45 No. 1, 100 lbs. . . 13 00 No. 1, 50 lbs. . . 7 00 No. 1, 10 lbs. . . 1 60 No. 1, 8 lbs. . . 1 35 <b>Whitefish</b> No 1 No. 2 Fam 100 lbs. . . 7 50 3 50 50 lbs. . . 3 60 2 10 10 lbs. . . 90 50 8 lbs. . . 75 45 <b>SEEDS</b> Anise . . . 15 Canary, Smyrna . . . 6 Caraway . . . 6 Cardamon, Malabar . . . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 3 Poppy . . . 4 1/2 Rape . . . 4 1/2 Cattle Bone . . . 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 2 50 Handy Box, small . . . 1 25 Bixby's Royal Polish . . . 85 Miller's Crown Polish . . . 85 <b>SNUFF</b> Scotch, in bladders . . . 27 Macaboy, in jars . . . 35 French Rappie, in jars . . . 45	<b>SOAP</b> Central City Soap Co's brand. Jaxon . . . 3 10 Jaxon, 5 box, del . . . 3 05 Jaxon, 10 box, del . . . 3 00 Johnson Soap Co. brands Silver Ling . . . 3 65 Calumet Family . . . 2 75 Scotch Family . . . 2 85 Cuba . . . 2 35 J. S. Kirk & Co. brands American Family . . . 4 05 Dusky Diamond, 50 box 2 80 Dusky D'nd., 100 box 3 85 Jap Rose . . . 3 75 Savon Imperial . . . 3 10 White Russian . . . 3 10 Dome, oval bars . . . 2 85 Satinet, oval . . . 2 15 White Cloud . . . 4 00 Lautz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100 1/2 lb. bars . . . 3 10 Big Master . . . 4 00 Snow Boy P'dr. 100 pk. 4 00 Marcellus . . . 4 00 Proctor & Gamble brands Lenox . . . 3 10 Ivory, 6 oz . . . 4 00 Ivory, 10 oz . . . 6 75 Star . . . 3 25 A. B. Wrisley brands Good Cheer . . . 4 00 Old Country . . . 3 40 <b>Scouring</b> Enoch Morgan's Sons. Sapolo, gross lots . . . 9 00 Sapolo, half gross lots . . . 4 50 Sapolo, single boxes . . . 2 25 Sapolo, hand . . . 2 25 <b>SODA</b> Boxes . . . 5 1/2 Kegs, English . . . 4 1/2 <b>SPICES</b> <b>Whole Spices</b> Allspice . . . 12 Cassia, China in mats . . . 12 Cassia, Batavia, bund. . . 28 Cassia, Saigon, broken . . . 40 Cassia, Saigon, in rolls . . . 55 Cloves, Amboyna . . . 23 Cloves, Zanzibar . . . 20 Mace . . . 55 Nutmegs, 75-80 . . . 50 Nutmegs, 105-10 . . . 40 Nutmegs, 115-20 . . . 35 Pepper, Singapore, blk. . . 15 Pepper, Singap. white . . . 25 Pepper, shot . . . 17 <b>Pure Ground in Bulk</b> Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 28 Cloves, Zanzibar . . . 43 Ginger, African . . . 15 Ginger, Cochin . . . 18 Ginger, Jamaica . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk. . . 17 Pepper, Singap. white . . . 20 Pepper, Cayenne . . . 28 Sage . . . 20 <b>STARCH</b> <b>Common Gloss</b> 1lb. packages . . . 4 @ 5 3lb. packages . . . 4 @ 5 6lb. packages . . . 5 @ 5 40 and 50 lb. boxes . . . 3 @ 3 1/2 <b>Barrels</b> 20 lb. packages . . . 5 40 lb. packages . . . 4 @ 7 <b>STOCK FOOD.</b> Superior Stock Food Co., Ltd. \$ 50 carton, 36 in box. 10 80 1 00 carton, 18 in box. 10 80 12 1/2 lb. cloth sacks . . . 84 25 lb. cloth sacks . . . 1 05 50 lb. cloth sacks . . . 3 15 100 lb. cloth sacks . . . 6 00 Peck measure . . . 90 1/2 bu. measure . . . 1 80 12 1/2 lb. sack Cal meal . . . 75 25 lb. sack Cal meal . . . 75 F. O. B. Plainwell, Mich. <b>SYRUPS</b> <b>Corn</b> Barrels . . . 23 Half barrels . . . 25 20lb cans 1/2 dz in case . . . 1 60 10lb cans 1/2 dz in case . . . 1 60 5lb. cans, 1 dz in case . . . 1 85 2 1/2 lb cans 2 dz in case . . . 1 85 <b>Pure Cane</b> Fair . . . 16 Good . . . 10 Choice . . . 25 <b>TEA</b> <b>Japan</b> Sundried, medium . . . 24 Sundried, choice . . . 32 Sundried, fancy . . . 36 Regular, medium . . . 24 Regular, choice . . . 32 Regular, fancy . . . 36 Basket-fired, medium . . . 31 Basket-fired, choice . . . 38 Basket-fired, fancy . . . 43 Nibs . . . 22 @ 24 Siftings . . . 9 @ 11 Fannings . . . 12 @ 14 <b>Gunpowder</b> Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 40 Pingsuey, medium . . . 30 Pingsuey, choice . . . 30 Pingsuey, fancy . . . 40 <b>Young Hyson</b> Choice . . . 30 Fancy . . . 36	<b>Oolong</b> Formosa, fancy . . . 42 Amoy, medium . . . 25 Amoy, choice . . . 32 <b>English Breakfast</b> Medium . . . 20 Choice . . . 30 Fancy . . . 40 <b>India</b> Ceylon, choice . . . 32 <b>Fancy</b> <b>TOBACCO</b> <b>Fine Cut</b> Cadillac . . . 54 Sweet Loma . . . 33 Hiawatha, 5lb. pails . . . 56 Hiawatha, 10lb. pails . . . 54 Telegram . . . 29 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 40 Sweet Burley . . . 42 Tiger . . . 40 <b>Plug</b> Red Cross . . . 31 Palo . . . 37 Kyo . . . 35 Hiawatha . . . 41 Battle Ax . . . 37 American Eagle . . . 37 Standard Navy . . . 37 Spear Head 7 oz. . . 47 Spear Head 14 2-3 oz. . . 44 Nobby Twist . . . 55 Jolly Tar . . . 39 Old Honesty . . . 43 Toddy . . . 34 J. T. . . . 37 Piper Heidsieck . . . 66 Honey Dip Twist . . . 40 Black Standard . . . 38 Cadillac . . . 38 Forge . . . 30 Nickel Twist . . . 50 <b>Smoking</b> Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 34 Warpath . . . 26 Bamboo, 16 oz. . . 25 I X L, 5 lb. . . 27 I X L, 15 oz. pails . . . 21 Honey Dew . . . 40 Gold Block . . . 40 Flagman . . . 40 Chips . . . 33 Kiln Dried . . . 21 Duke's Mixture . . . 39 Duke's Cameo . . . 43 Myrtle Navy . . . 44 Yum Yum, 1-2-3 oz. . . 39 Yum Yum, 1lb. pails . . . 39 Cream . . . 33 Corn Cake, 2 1/2 oz. . . 24 Corn Cake, 1lb. . . 22 Plow Boy, 1-2-3 oz. . . 39 Plow Boy, 3 1/2 oz. . . 39 Peerless, 3 1/2 oz. . . 35 Peerless, 1-2-3 oz. . . 38 Air Brake . . . 36 Cant Hook . . . 30 Country Club . . . 32 Fore-X-XXX . . . 28 Good Indian . . . 23 Self Binder . . . 20-22 Silver Foam . . . 34 <b>TWINE</b> Cotton, 3 ply . . . 25 Cotton, 4 ply . . . 25 Jute, 2 ply . . . 14 Hemp, 6 ply . . . 13 Flax, medium . . . 20 Wool, 1lb. balls . . . 6 1/2 <b>VINEGAR</b> Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B . . . 11 Pure Cider, Red Star . . . 11 Pure Cider, Robinson . . . 11 Pure Cider, Silver . . . 11 <b>WASHING POWDER</b> Diamond Flake . . . 2 75 Gold Brick . . . 3 25 Gold Dust, regular . . . 4 50 Gold Dust, 5c . . . 4 00 Kirkline, 24 4lb. . . 3 90 Pearline . . . 3 90 Soapine . . . 4 10 Babbitt's 1776 . . . 3 75 Roseine . . . 3 50 Armour's . . . 3 70 Nine O'clock . . . 3 35 Wisdom . . . 3 80 Scourine . . . 3 50 Rub-No-More . . . 3 75 <b>WICKING</b> No. 0 per gross . . . 30 No. 1 per gross . . . 40 No. 2 per gross . . . 50 No. 3 per gross . . . 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels, wide band . . . 1 25 Bushels, wide band . . . 1 25 Market . . . 85 Splint, large . . . 6 00 Splint, medium . . . 5 00 Splint, small . . . 4 00 Willow, Clothes, large 7 25 Willow, Clothes, med'm 6 00 Willow, Clothes, small 5 50 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case . . . 72 3lb. size, 16 in case . . . 62 5lb. size, 12 in case . . . 63 10lb. size, 6 in case . . . 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate . . . 40 No. 2 Oval, 250 in crate . . . 45 No. 3 Oval, 250 in crate . . . 50 No. 5 Oval, 250 in crate . . . 60	<b>Churns</b> Barrel, 5 gal., each . . . 2 40 Barrel, 10 gal., each . . . 2 55 Barrel, 15 gal., each . . . 2 70 <b>Clothes Pins</b> Round head, 5 gross bx. . . 55 Round head, cartons . . . 75 <b>Egg Crates</b> Humpty Dumpty . . . 2 40 No. 1, complete . . . 32 No. 2, complete . . . 18 <b>Faucets</b> Cork lined, 8 in . . . 65 Cork lined, 9 in . . . 75 Cork lined, 10 in . . . 85 Cedar, 8 in . . . 55 <b>Mop Sticks</b> Trojan spring . . . 90 Eclipse patent spring . . . 85 No. 1 common . . . 75 No. 2 pat. brush holder . . . 85 12lb. cotton mop heads . . . 125 Ideal No. 7 . . . 90 <b>Pails</b> 2-hoop Standard . . . 1 60 3-hoop Standard . . . 1 75 2-wire, Cable . . . 1 70 3-wire, Cable . . . 1 90 Cedar, all red, brass . . . 1 25 Paper, Eureka . . . 2 25 Fibre . . . 2 70 <b>Toothpicks</b> Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 <b>Traps</b> Mouse, wood, 2 holes . . . 22 Mouse, wood, 4 holes . . . 45 Mouse, wood, 6 holes . . . 70 Mouse, tin, 5 holes . . . 65 Rat, wood . . . 80 Rat, spring . . . 75 <b>Tubs</b> 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 40 No. 3 Fibre . . . 8 55 <b>Wash Boards</b> Bronze Globe . . . 2 50 Dewey . . . 1 75 Double Acme . . . 2 75 Single Acme . . . 2 25 Double Peerless . . . 3 25 Single Peerless . . . 2 50 Northern Queen . . . 2 50 Double Duplex . . . 3 00 Good Luck . . . 2 75 Universal . . . 2 25 <b>Window Cleaners</b> 12 in. . . 1 65 14 in. . . 1 85 16 in. . . 2 30 <b>Wood Bowls</b> 11 in. Butter . . . 75 13 in. Butter . . . 1 15 15 in. Butter . . . 2 00 17 in. Butter . . . 3 25 19 in. Butter . . . 4 75 Assorted 13-15-17 . . . 2 25 Assorted 15-17-19 . . . 3 25 <b>WRAPPING PAPER</b> Common Straw . . . 1 1/4 Fibre Manila, white . . . 2 1/2 Fibre Manila, colored . . . 4 No. 1 Manila . . . 4 Cream Manila . . . 3 Butcher's Manila . . . 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count . . . 20 Wax Butter, rolls . . . 15 <b>YEAST CAKE</b> Magic, 3 doz. . . 1 15 Sunlight, 3 doz. . . 1 00 Sunlight, 1 1/2 doz. . . 50 Yeast Foam, 3 doz. . . 1 15 Yeast Foam, 3 doz. . . 1 00 Yeast Foam, 1 1/2 doz. . . 55 <b>FRESH FISH</b> Per lb. White fish . . . 10 @ 12 Trout . . . 9 Black Bass . . . 10 @ 11 Halibut . . . 10 @ 11 Bluefish . . . 10 @ 12 Live Lobster . . . 25 Boiled Lobster . . . 27 Cod . . . 12 1/2 Haddock . . . 8 No. 1 Pickerel . . . 8 1/2 Pike . . . 7 Perch, dressed . . . 7 Smoked White . . . 12 1/2 Red Snapper . . . 10 Col. River Salmon . . . 15 @ 16 Mackerel . . . 14 @ 15 <b>OYSTERS</b> Cans F. H. Counts . . . 40 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 . . . 7 Green No. 2 . . . 6 Cured No. 1 . . . 8 1/2 Cured No. 2 . . . 7 1/2 Calfskins, green No. 1 10 Calfskins, green No. 2 8 1/2 Calfskins, cured No. 1 11 Calfskins, cured No. 2 9 1/2 Steer Hides 60lbs. overs . . . 10 Cow Hides 60 lbs. overs . . . 8 1/2 <b>Pelts</b> Old Wool . . . 50 @ 1 50 Lamb . . . 10 @ 30 Shearlings . . . 10 @ 30 <b>Tallow</b> No. 1 . . . 2 @ 3 No. 2 . . . 2 @ 3 <b>Wool</b> Washed, fine . . . 22 Washed, medium . . . 25 Unwashed, fine . . . 14 @ 19 Unwashed, medium 21 @ 23 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard . . . 7 Standard H. H. . . 7 Standard Twist . . . 8 Cut Leaf . . . 9 <b>cases</b> Jumbo, 32lb. . . 7 1/2 Extra H. H. . . 9 Boston Cream . . . 10 Olde Time Sugar stick . . . 12 30 lb. case . . . 12 <b>Mixed Candy</b> Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conserve . . . 7 1/2 Royal . . . 8 1/2 Ribbon . . . 9 Broken . . . 8 Cut Leaf . . . 8 English Rock . . . 9 Kindergarten . . . 8 1/2 Bon Ton Cream . . . 9 French Cream . . . 9 Star . . . 11 Hand made Cream . . . 14 1/2 Premie Cream mixed . . . 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop . . . 10 Gypsy Hearts . . . 14 Coco Bon Bons . . . 12 Fudge Squares . . . 9 Peanut Squares . . . 9 Sugared Peanuts . . . 11 Salted Peanuts . . . 12 Starlight Kisses . . . 10 San Blas Goodies . . . 12 Lozenges, plain . . . 9 Lozenges, printed . . . 10 Champion Chocolate . . . 11 Eclipse Chocolates . . . 12 Quintette Chocolates . . . 12 Champion Gum Drops . . . 8 Moss Drops . . . 9 Lemon Sours . . . 9 Imperials . . . 9 Ital. Cream Opera . . . 12 Ital. Cream Bon Bons . . . 12 20 lb. pails . . . 12 Molasses Chews, 15lb. . . 12 cases . . . 12 Golden Waffles . . . 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours . . . 50 Peppermint Drops . . . 60 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 85 H. M. Choc. Ld. and . . . 85 Dark No. 12 . . . 1 00 Brilliant Gums, Crys. 60 O. F. Licorice Drops . . . 80 Lozenges, plain . . . 55 Lozenges, printed . . . 60 Imperials . . . 60 Mottos . . . 60 Cream Bar . . . 60 Molasses Bar . . . 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons, Pep . . . 65 and Wintergreen . . . 65 String Rock . . . 60 Wintergreen Berries . . . 55 Old Time Assorted . . . 25 B. case . . . 2 50 Buster Brown Goodies . . . 35 30lb. case . . . 3 25 Up-to-Date Assmt. 32 B. case . . . 3 50 <b>Pop Corn</b> Dandy Smack, 24s . . . 65 Dandy Smack, 100s . . . 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s . . . 50 Cracker Jack . . . 3 00 Pop Corn Balls . . . 1 30 <b>NUTS</b> <b>Whole</b> Almonds, Tarragona . . . 16 Almonds, Ivica . . . 16 Almonds, California . . . 16 shelled, new . . . 14 @ 14 Brazil . . . 11 Filberts . . . 11 Walnuts, French . . . 12 Walnuts, soft shelled . . . 12 Cal. No. 1 . . . 15 @ 16 Table Nuts, fancy . . . 12 Pecans, Med . . . 10 Pecans, Ex. Large . . . 10 Pecans, Jumbos . . . 11 Hickory Nuts per bu. . . 15 Ohio new . . . 1 75 Cocomuts, per bu. . . 4 Chestnuts, per bu. . . 4 <b>Shelled</b> Spanish Peanuts . . . 7 1/2 @ 8 Peanut Flies . . . 38 Walnut Halves . . . 32 Walnut Meats . . . 35 Alicant Almonds . . . 36 Jordan Almonds . . . 47 <b>Peanuts</b> Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. Suns. . . 6 1/2 Roasted . . . 8 1/2 Choice, H. P. J'm . . . 8 1/2 Choice, H. P. J'm . . . 8 1/2 Ro, Roasted . . . 9 @ 9 1/2	

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

BAKING POWDER  
Jaxon Brand

**JAXON**  
1 1/2 lb. cans, 4 doz. case 45  
1 1/2 lb. cans, 4 doz. case 35  
1 lb. cans, 2 doz. case 60

Royal  
10c size. 90  
1/4 lb cans 135  
6 oz cans 190  
1/2 lb cans 250  
3/4 lb cans 375  
1 lb cans 480  
3 lb cans 13 00  
5 lb cans 21 50



## BLUING

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz ro'd, p gro 9 00

## BREAKFAST FOOD

Grits  
Walsh-DeRoo Co.'s Brands



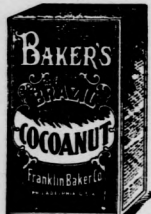
Cases, 24 2 lb pack's..2 00  
CIGARS



G. J. Johnson Cigar Co.'s bd.  
Less than 500.....33 00  
500 or more.....32 00  
1,000 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 ..... 7 @ 8 1/2  
Forequarters..... 5 1/2 @ 6 3/4  
Hindquarters..... 8 1/2 @ 10  
Loins ..... 11 @ 14 1/2  
Ribs ..... 9 @ 12  
Round..... 7 1/2 @ 8 1/2  
Chucks..... @ 6  
Plates..... @ 4

## Pork

Dressed ..... @ 5 1/4  
Loins ..... @ 8 3/4  
Boston Butts ..... @ 6 1/2  
Shoulders ..... @ 7  
Leaf Lard ..... @ 7

## Mutton

Carcass ..... @ 9  
Lamb ..... 10 1/2 @ 11 1/2  
Veal  
Carcass ..... 4 1/2 @ 7



## CORN SYRUP

24 10c cans .....1 84  
12 25c cans .....2 30  
6 50c cans .....2 30

## COFFEE

Roasted  
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....  
White House, 2 lb.....  
Excelsior, M & J, 1 lb..  
Excelsior, M & J, 2 lb..  
Tip Top, M & J, 1 lb..  
Royal Java .....  
Royal Java and Mocha..  
Java and Mocha Blend..  
Boston Combination ..  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

## 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 and burglar  
proof safes kept in stock  
by the Tradesman Com-  
pany. Twenty different  
sizes on hand at all times  
—twice as many safes as  
are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

## SALT



Jar-Salt  
One dozen  
Ball's quart  
Mason jars  
(8 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, large .....3 75  
Halford, small .....2 25

## Place Your

Business

on a

Cash Basis

by using

our

Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

We Are the Largest  
Mail Order House  
in the World---

## WHY?

Because we were the pioneers and originators  
of the wholesale mail order system.

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sive plan of employing traveling salesmen  
and are therefore able to undersell any  
other wholesale house in the country.

Because we issue the most complete and best  
illustrated wholesale catalogue in the world

Because we have demonstrated beyond a shad-  
ow of a doubt that merchants can order  
more intelligently and satisfactorily from a  
catalogue than they can from a salesman  
who is constantly endeavoring to pad his  
orders and work off his firm's dead stock.

Because we ask but one price from all our cus-  
tomers, no matter how large or how small  
they may be.

Because we supply our trade promptly on the  
first of every month with a new and com-  
plete price list of the largest line of mer-  
chandise in the world.

Because all our goods are exactly as repre-  
sented in our catalogue.

Because "Our Drummer" is always "the drum-  
mer on the spot." He is never a bore, for  
he is not talkative. His advice is sound  
and conservative. His personality is in-  
teresting and his promises are always kept.

Ask for catalogue J.

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WHOLESALE OF EVERYTHING - BY CATALOGUE ONLY

New York Chicago St. Louis

## 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 book-  
let mailed on request.

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

40 HIGHEST AWARDS  
In Europe and America

## Walter Baker &amp; Co. Ltd.

The Oldest and  
Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES



Trade-mark.

No Chemicals are used in  
their manufacture.  
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.

Pistols Are  
Dangerous

We don't want you to buy them.

But

You can't stop the American boy from  
making a noise on the

Glorious  
Fourth

We have noise makers that are not dangerous.

Also

A great assortment of Fireworks.

Get in line.

Putnam Factory  
National Candy Co.  
Grand Rapids, Michigan



# 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—Stock of general merchandise, all good goods; will invoice \$3,000. Best location in the city. This is the place where reservation lands will be sold this summer. Only consideration cash; no trade. Write to Box 230, Thief River Falls, Minn. 567

For Sale—The right opportunity for anyone wishing hotel business. Entire new outfit, up-to-date style, in new three-story twenty room brick; hot and cold water and toilet rooms on each floor, fine bath room; rent cheap; rates, \$1.50 and \$2 per day; meals, 50 cents; good transient trade, constantly increasing; located in the best town of its size in the State of Michigan to-day; population about 1,200; excellent agricultural surroundings; two railroads through the place. Price for outfit, \$1,250. Reason for selling, family sickness and must change climate at once. Address No. 558, care Michigan Tradesman. 558

For Sale or Exchange—Manufacturing business; established nearly five years; will pay 15 to 20 per cent. on investment of \$6,000; good demand for the product. Have good reason for wishing to sell. The business can be conducted any place. Address J. H. Moyer, 1208 N. Cory St., Findlay, Ohio. 557

Wanted—To buy a stock of goods at once. Lock Box 21, Odessa, Minnesota. 565

A retail business in Philadelphia for sale; light, clean and well paying; buyer must have from \$5,000 to \$7,000 cash; a chance of a lifetime; must sell to settle estate. M. E. Skinner, 2310 North Hancock St., Philadelphia, Pa. 563

On account of poor health, we offer for sale our entire general business, in one of the best-located points in the State; two daily passenger trains; express office; store building 32x70 feet long, with hall and offices up-stairs; general stock of merchandise, inventorying about \$3,000; saw and shingle mills with planer; stock of lumber and shingles; good side track; store houses and implement houses; fine farming country, near Bay City; terms, one-half down, balance in good secured notes. Address No. 561, care Michigan Tradesman. 561

For Sale—Old established meat market, with complete equipment and slaughter house tools. New ice box. Owner compelled to sell by illness of family. Address Box 344, Harbor Springs, Mich. 559

For Sale—Ten acres of rich zinc and lead land in the very heart of the Missouri district; price, \$4 down and \$4 a month for 27 months; no difference where you live an investment in this land will make you money. Send for my circulars and learn why. Address W. B. Saylor, Carthage, Mo. 549

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. 551

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 at once. Don't fail to write Chas. E. Nelson, Waukesha, Wis. 547

For Sale—Nice stock musical merchandise, books, stationery, jewelry, novelties and sporting goods; fine location, next door to postoffice. Globe Novelty Co., Owosso, Mich. 544

Good paying dry goods business for sale. Best business street in Detroit. Stock and fixtures inventory \$6,800. Address No. 548, care Michigan Tradesman. 548

Farm for Sale or Exchange—163 acres, 80 cleared; good buildings, two and one-half miles from Leota, Clare county, Mich.; good school, one-quarter mile; good location and good farm. Can give immediate possession if taken before July 1. Enquire on premises or of S. A. Lockwood, Lapeer, Mich. 545

For Sale—A new stock of hardware, implements, buggies, etc., in one of the best hardware and implement towns in Northern Indiana. Stock will invoice between \$4,000 and \$5,000. Best reasons for selling. No competition. Sales last year, \$24,000. Address No. 541, care Michigan Tradesman. 541

For Sale—General merchandise, from ten hundred to ten thousand in ten years, by a farmer boy in the best town, in the best county, in the best state, in the best country in the world. Lock box No. 5, North Freedom, Wis. 539

For Sale—City meat market; finest in the State; all tile, ice box, tile counter, nickel racks; best trade in the city. Will rent or sell the fine two-story brick building; has all glass front, tile floor; finest location. Good reasons for selling. Also for sale Perkins shingle mill. J. M. Neff & Son, Mt. Pleasant, Mich. 534

For Sale—To close an estate—the Hotel Iroquois at Sault Ste. Marie, Mich. Possession immediately. Address H. T. Phillips, 29 Monroe Ave., Detroit, Mich. 533

For Sale—Stock consisting of bazaar goods, crockery, glassware, lamps and groceries; also fixtures; invoices \$1,000; centrally located in thriving town of 900 inhabitants; rent low; good trade and paying business. Ill health reason for selling. Address No. 499, care Michigan Tradesman. 499

For Sale Cheap—Good corner brick store and office building and vacant lot adjoining, in bustling Thompsonville, Mich. Price \$3,600 cash. Brings 12 per cent. interest. Address G. W. Sharp, North Baltimore, Ohio. 553

For Sale—Meat market; good location. Address No. 554, care Michigan Tradesman. 554

For Sale—Stock of dry goods, clothing, hats, caps, shoes and groceries in town of 1,800; business established twenty-five years; leading store in town; clean stock, invoicing about \$12,000 to \$13,000; failing health reason for selling. Address Opportunity, care Michigan Tradesman. 513

A Golden Opportunity—Party desires to retire from business. Will sell stock and building or stock, consisting of clothing, boots and shoes, and rent building. Only cash buyers need apply. Write or call and see. T. J. Bossert, Lander, Wyoming. 529

For Sale—Stock of general merchandise and country store; in one of the best locations in Southern Michigan. Also good farm, 120 acres. Address Walter Musselwhite, Kinderhook, Branch Co., Michigan. 447

For Sale—800 acres of the finest unimproved farm land in one of the best farming districts in Central South Dakota. Five miles from county seat, twenty-five miles from Pierre, the State capital. Offered at a bargain for twenty days for cash. Price, \$7,500. R. C. Greer, Blunt, S. D. 538

For Sale or Exchange—Drug store in city of 3,000; invoices about \$5,500; good reasons for selling. Address No. 506, care Michigan Tradesman. 506

For Sale—A modern eight-room house Woodmere Court. Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 498

On account of failing health I desire to sell my store, merchandise, residence, two small houses and farm. Will divide to suit purchasers. J. Aldrich Holmes, Caseville, Mich. 532

For Sale or Will Exchange for an A1 Stock of General Merchandise—My fine farm of 160 acres, together with teams, stock and tools. The farm is located at Coopersville, Ottawa county, thirteen miles from city limits of city of Grand Rapids. Call or write if you mean business E. O. Phillips, Coopersville, Mich. 535

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

For Sale—Small stock of groceries, shoes, crockery and fixtures at a bargain; best location in copper country; rent reasonable. Coon & Rowe, Laurium, Mich. 516

For Sale—A \$4,000 stock of hardware in Lee county, Illinois. Trade commands a large territory. Address No. 517, care Michigan Tradesman. 517

For Sale—\$4,500 stock of groceries, with meat market, in Illinois mining town of 8,000 population; annual sales \$45,000. Address No. 515, care Michigan Tradesman. 515

Vehicle and Implement Business for Sale—Small stock on hand. Hold agency for all the best lines. Will sell or rent buildings. One of the best locations in Shiawassee county. Reason for selling, have other business. Address No. 521, care Michigan Tradesman. 521

For Sale—\$5,000 stock general merchandise in town of 1,500 in Central Michigan; clean stock; cash trade; sales \$18,000; must sell on account of sickness. Address C. G., care Michigan Tradesman. 522

For Sale or Exchange—Full roller swing sifter, steam flour mill, 30 barrels capacity; good town; large territory. Or will take partner. Address Box 183, Stockbridge, Mich. 523

Wanted to Exchange—120 acres improved land, good buildings, good location, or 120 acres wild land, good location, near schools; also eighteen-room hotel and store building in a hustling town on the Pere Marquette Railroad for stock of merchandise or drug stock. Address Lock Box 214, Marion, Mich. 486

For Sale—Our stock groceries and dry goods. Invoice \$1,500. Established trade. Write, Barger & Son, Martin City, Mo. 472

Rare Opportunity, sacrificing sale. Well selected stock drugs, invoicing \$2,409 for only \$2,000 cash; two-story frame building valued at \$3,000 for \$2,000, or \$2,100 one-third cash, balance secured by mortgage; both together or separate. Will rent building if preferred at reasonable rate. Reason for selling, retiring from business. Address Warner Von Walthausen, 1345 Johnson st., Bay City, Mich. 461

First-class business chance for clothing, men's furnishings and tailoring. Box 90, St. Charles, Mich. 440

For Sale—Good elevator and feed mill in Michigan, in first-class condition. Paying business for the right man. Address, No. 454, care Michigan Tradesman. 454

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 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

Cash for Your Stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

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

## POSITIONS WANTED.

Wanted—A position by an experienced clothing and shoe man as clerk or manager. Address J. A. Vandervest, Thompsonville, Mich. 555

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

## AUCTIONEERS AND TRADERS

Merchants—I hereby certify that F. M. Smith & Co., of Chicago, have just closed one of these "Special Sales" for me and am highly pleased with the way they conducted the sale and prices they obtained for my goods, and can recommend them very highly and their "Special Sales Plan" to any wanting to reduce or close out their stock of merchandise, as they surely understand their business, and their plan of advertising is a winner. Henry Bruning, dealer in general merchandise, Bluffton, Ohio. For full particulars address F. M. Smith & Co., 215 Fifth Ave., Chicago, Ill. 550

Merchants, Attention—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

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

## HELP WANTED.

Clothing Salesman Wanted—Must be thoroughly experienced in clothing, furnishings and shoes, good stock keeper and hustler. Don't apply unless strictly first-class. Boston Store Co., Billings, Mont. 560

Wanted—Grocery and drug salesman to sell an article with merit, through your house; liberal commission. Write Maple City Soap Works, Monmouth, Ill. 562

Wanted—A first-class Scandinavian clothing salesman and stock-keeper, Grand Rapids, a single man preferred; must be experienced, with good habits and references and not afraid to work; good steady position for the right man. Address No. 553, care Michigan Tradesman. 564

Man—Energetic, willing to learn, under 35, to prepare for Government position. Beginning salary \$800. Increase as deserved. Good future. I. C. L., Cedar Rapids, Ia. Enclose stamp. 526

Wanted—Experienced suspender salesman to handle our line of men's belts and suspenders in Ohio, Indiana and Illinois. None but experienced men need apply. Exclusive territory given. Commission only. Novelty Leather Works, Jackson, Mich. 525

Wanted—A hustler with \$3,000 to take charge of the best general store in Thompsonville. I am going West. J. E. Farnham. 527

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. 458

## MISCELLANEOUS.

Bees, honey and bee-keepers' supplies. The Rural Bee-keeper, sample copy free. Address W. H. Putnam, River Falls, Wis. 556

Road Signs and Stencils—Best and cheapest. Send for prices and samples. Lacon Sign Works, Lacon, Ill. 568

To Conservative Investors: I invite careful investigation of a manufacturing proposition embracing the manufacture of a staple article at an enormous profit. Market world-wide. Very small capital required. If you can invest not less than \$100, you can become a charter member of the company now being formed, with special ground-floor benefits. Five per cent. quarterly dividends is a conservative estimate of first year's profits, which will increase steadily. Ample references and full information to those who can invest from \$100 to \$500. Address immediately, Box 522, Elyria, Ohio. 566

A Good Position—Is always open to a competent man. His difficulty is to find it. We have openings and receive daily calls for secretaries and treasurers of business houses, superintendents, managers, engineers, expert book-keepers, traveling salesmen, executive, clerical and technical positions of all kinds, paying from \$1,000 to \$10,000 a year. Write for plan and booklet. Hapgoods (Inc.), Suite 511, 309 Broadway New York. 37

J. Wildauer Jewelry Co., 5300 Halsted street, Chicago, Ill., sells goods at manufacturers' prices. Special black enamel or gold back collar buttons at \$2 per gross; plain gold filled front link cuff buttons \$12 per gross, less 25 per cent. for cash only. 543

Wanted—Men with capital to invest in a live proposition that will stand investigation. Address 304 Clapp Block, Des Moines, Iowa. 542

Wanted—Agents to handle our duplicating sales books and credit system. Write for particulars, Battle Creek (Mich.) Sales Book Co., Ltd. 508

Wanted—Partner, I want a sober, energetic man with \$250 to manage business in Grand Rapids; \$15 per week wages, and half interest in the business; this is a good business chance, permanent situation; reference required. Address H. Willmering, Peoria, Ill. 502

Reduction Sales conducted by my new and novel methods draw crowds everywhere. Beats any auction or fire sale ever held. Cleans your stock of all sticklers. Quickly raises money for the merchant. A money maker for any merchant. Every sale personally conducted; also closing out sales. For terms and references write to-day. Address W. A. Anning, 86 Williams St., Aurora, Ill. 495

Send stamp for latest catalogue Michigan fruit farms. Elkenburg, South Haven, Mich. 489

To Exchange—80 acre farm 3 1/4 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501



**THE MERCHANT MARINE.**

The last session of Congress just before adjournment agreed to the appointment of a special Congressional Commission to consider the whole question of the American merchant marine, and the remedies needed to restore it to a healthy and prosperous condition. Since the adjournment of Congress this Commission has been at work and hearings have been held at several points.

It is clear that about the only sort of testimony the Commission is prepared to hear is testimony in favor of subsidies, direct or indirect, hence it is safe to assume that the finding of the Commission will be that the only possible way of rehabilitating the American Merchant Marine in the foreign trade is by the payment of liberal Government subsidies. Many shipbuilders have been heard by the Commission and their interests naturally made the subsidy idea very prominent in their testimony. Mr. Hill, President of the Northern Pacific Railroad, proved an exception. He startled the Commission and the shipbuilders by presenting the only real and practical way of restoring the carrying of trade of the ocean to American ships. Free ships, contended Mr. Hill, was the sole logical method of rehabilitating the American Merchant Marine.

Of course, "free ships" is about the very last policy the Merchant Marine Commission desired to consider. At the present time scarcely 9 per cent. of the American commerce with foreign countries is carried in American bottoms. That does not mean that the balance, or 91 per cent., is carried in ships over which American capital has no control. A very considerable percentage of the vessels under foreign flags is controlled or owned in whole or in part by Americans. The American owners of such ships purchased the foreign vessels, because they could be bought more reasonably abroad than they could be built for at home, and they are continued under foreign flags because our laws deny American registry to a foreign built vessel and also because it is cheaper to run ships with foreign crews than with American crews under the American flag. It is a fact, for instance, that American companies domiciled in this country and controlled exclusively by American capital operate large numbers of ships under foreign flags simply because the cost of operating American vessels is prohibitive.

As the coastwise trade is restricted to American ships built at home, the passage of a free ship law would not do American shipbuilders any injustice. They have quite as much as they can do now building vessels for the coastwise trade and for the Government. If American capitalists were permitted to purchase ships wherever they could be bought the cheapest and accord such foreign-built ships owned at home American registry, still retaining the domestic or coastwise trade for American-built ships, the volume of foreign commerce carried in American bottoms would soon increase rapidly. Free ships for the

over-sea trade is really the only solution of the problem, but it is a foregone conclusion that the Merchant Marine Commission will not recommend free ships, and it is equally probable that it will advocate liberal subsidies whether the taxpayers like it or not.

**Turn Down the Hutchinson Proposition.**

Saginaw, June 6—The Retail Merchants' Association turned down, at its last meeting, the proposition originated and backed by S. B. Hutchinson, of Ypsilanti, the father of the trading stamp scheme. Mr. Randall, in charge of the canvassing force which has been sent to Saginaw, explained the proposition and, after he had been questioned extensively, the following resolution was offered by Fred J. Fox and went through with celerity and unanimity:

Resolved, That the Saginaw Retail Merchants' Association, after careful consideration of the U. S. S. Daily and Discounts' proposition of the S. B. Hutchinson Co., as represented by its agent, Mr. Randall, deems it inadvisable for members of the Association to accept the proposition.

The matter of signing petitions was brought up by Max Heavenrich. He said that in this city it is very easy to get a petition to hang a man if anyone went after it and that many times merchants are asked to sign petitions and, while they do not care to refuse, yet would prefer not to sign. He suggested that it would be a wise thing to have a committee of five appointed known as a petition committee and when any member has a petition offered for his signature he refer it to this committee. The idea was taken up immediately and the chairman instructed to appoint such a committee. The chair named for this body Messrs. Max Heavenrich, James A. Adams, D. E. Prall, J. W. Grant and I. Rich. The Association then adjourned.

**Business Honesty.**

There are some things in this world better even than gold. A good name is more to be desired than great riches. Good credit means, above all things else, a good name; and, first and foremost, as credit men, we should impress on those we come in contact with that it is indeed the pearl of great price. Its possessor at some time, sooner or later, finds it his most valuable asset. How often it has averted disaster we all know. Is it not obligatory on us to emphasize more than we do that integrity and real manhood are as much, and even a great deal more to be esteemed than mere moneyed worth?

Moneys, lands and chattels are transient, but a good name can be preserved, and it is up to every man to keep it. How much it means in time of financial distress many a man knows. His credit has been his deliverer and proved to be to him, indeed, a strong tower and fortress.

Joseph Farley.

C. W. Edwards, dealer in dry goods and clothing, Shelby: In the Tradesman you always get your money's worth. Very best wishes for a long life for it and its staff.

**The Weaker Sex.**

They were out together for the evening.

The weak woman and her strong protector.

She was a slight, fragile thing that would weigh less than a hundred.

He was a big, bulky creature that tipped the beam at twice as much.

Yes, he was the stronger—she would not have dared venture far without her strong protector.

Her health was delicate and she must be taken care of in every possible way.

No precaution must be neglected.

Refreshments were served.

The man had indigestion.

So he touched lightly on the viands placed before him and groaned inwardly to think of the punishment next day.

His wife ate ravenously of everything set before them.

And then she called for more.

But they were only light, digestible things such as welsh rarebits, salads, deviled ham sandwiches, macaroons and the like.

With some black coffee.

Nothing that would hurt anyone.

After dinner they sat in a draft on the veranda and cooled off.

The clothes the wife had on would have weighed two ounces gross.

The man had on a medium-weight undershirt, a very stiff dress shirt, a coat and vest, with high standing collar and tie.

He was slightly chilly and slid over where the draft would not strike him. Wifely asked for her fan.

Next day Hubby was detained from the office by reason of a bad cold and acute indigestion due to dissipation and exposure.

Wifely was as chipper as a squirrel, and never felt better in her life.

But she had to stay at home for a few evenings because her strong protector was ill and could not go out.

Yes, men are superior to women in physical strength and endurance. Nit.

**Rockefeller Good for Eighteen Dollars.**

When Mrs. Harold F. McCormick, a daughter of John D. Rockefeller, went shopping one day recently in this city with a woman friend, a little incident occurred which shows the simple manner in which she regards her father's great wealth. The two women entered a Sixth Avenue furniture establishment, when Mrs. McCormick's friend took a fancy to a pretty writing desk, for which neither the would-be purchaser nor her companion had sufficient money within \$10 to buy.

Mrs. McCormick, however, suggested to the proprietor of the store that if he would send the desk to the out-of-town home of her friend the latter would forward the balance due as soon as possible.

The dealer very politely, but also very decidedly informed the women that he could not do as they asked. "But," he said, "if either of you ladies will give the office address of your husband, father or any business man with whom you are acquainted

in this city the matter may possibly be arranged."

"Why," said the daughter of the great petroleum magnate, "my father has an office on Broadway. Possibly we could get the money there."

"Who is your father, madam?" queried the dealer.

"His name is Rockefeller, John D. Rockefeller—he is in the oil and—well, a lot of other businesses."

The merchant gasped and looked at Mrs. McCormick in amazement. "John D. Rockefeller your father? Well," said the dealer, "he is good for \$18, and your friend will get the desk to-morrow."

And thanking him with unaffected grace the two women left the store. —New York Press.

Lansing—The DeKalb Drug & Chemical Co., Limited, has been formed to deal in drugs, patent medicines and sundries. The authorized capital stock is \$25,000. The stockholders and the amount of stock held by each are M. A. L. Olsen, 430; Wm. Brown, 430; F. R. Basselly, 430, and J. J. Zimmer, 10.

**Business Wants****TOO LATE TO CLASSIFY.****BUSINESS CHANCES.**

For Sale—At a bargain, an up-to-date stock of groceries in a good town, with good patronage; also, an A. No. 1 two-story nine-room residence. Address Lock Box 250, Linneus, Mo. 450

For Sale—Paying drug business; prosperous town Southwestern Michigan; average daily sales in 1903, \$27.00; invoices about \$3,000; stock easily reduced and no old stock; rent, \$20; location fine; poor health reason for selling. Don't write unless you mean business. Address John, care Michigan Tradesman. 463

For Sale—An eight room house with four lots in Torch Lake village, an ideal place for a summer home. 457

For Sale—\$2,200 to \$2,500 grocery stock and fixtures. Reason for selling, other business. Write or call for particulars F. F. Gates, Port Huron, Mich. 428

For Sale—One of the finest 100-barrel flour mills and elevators in the State. A good paying business. Address, H. V. care Michigan Tradesman. 453

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—On account of death in family, \$4,000 stock of groceries and men's furnishing goods, all staples, located in best manufacturing city of 30,000 on the Lake Shore. Will sell at 65 cents on the dollar if taken at once. Address No. 536, care Michigan Tradesman. 536

For Sale—Small stock of general merchandise in a live town. Will sell at a bargain and rent building; good two-story brick. Address Box 387, Portland, Mich. 570

A firm of old standing that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

Wanted—To buy furniture stock. Would consider bazaar, crockery or undertaking in connection. Cash. Address S., care Michigan Tradesman. 572

For Sale—Bright, new up-to-date stock of clothing and furnishings and fixtures, the only exclusive stock in the best town of 1,200 people in Michigan; nice brick store building; plate glass front; good business. Stock will inventory about \$5,000. Will rent or sell building. Failing health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 569