

# MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MARCH 1, 1905

Number 1119

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Our Spring and Summer samples for 1905 now showing. Every kind ready made clothing for all ages. All our goods made under our own inspection. Mail and phone orders promptly shipped. Phones, Bell, 1282; Citizens, 1957. See our children's line.

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### Have Invested Over Three Million Dollars For Our Customers in Three Years

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Our plans are worth investigating. Full information furnished upon application to  
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**GRAND RAPIDS, MICHIGAN.**

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### BIG BOOM AHEAD

#### In Pig Iron and Steel—Pig Tin Lower.

The severe winter has unquestionably caused many inconveniences to manufacturers, jobbers and retailers of hardware in disposing of their goods during the last week, because of the delays in transportation and the unwillingness of buyers to provide for their prospective wants while the stormy season continued. In spite of this drawback, however, the demand for many lines is still good, and spurts of activity are noted whenever there is the slightest encouragement for beginning the spring campaign.

With the advent of the more favorable weather, there will be a decided renewal of activity in the buying movement, as stocks in the hands of jobbers and retailers are greatly depleted. There have been few changes in prices within the last week, but manufacturers are confident that higher quotations will soon prevail in many of the lines most affected by the increased cost of iron, steel and copper.

There is a moderately good business in side lines and specialties, as many dealers are beginning to realize that the profits on staples are necessarily small, and that they will have to look to lines not strictly included in the hardware trade. While the buying movement has not yet extended to such summer lines as lawn mowers, ice cream freezers and small agricultural implements, the trade in spring goods is growing rapidly, and further improvement is expected within a few days.

Pig Iron—The large orders for all grades of pig iron which have been placed within the last few days and the continued demand from all founders, steelmakers and other consumers furnish unmistakable evidence that the trade is now experiencing the initial stages of a big boom. In the foundry grades alone more than 250,000 tons of New York State, Pennsylvania, Virginia and

Alabama iron were sold last week, while about 100,000 tons of basic and standard Bessemer also found a ready market. The transactions in gray forge iron also included about 50,000 tons, and the presence of numerous new enquiries shows that this remarkable activity is likely to continue for several weeks, and probably throughout the spring months. With the ending of the heaviest unloading by speculative holders, the market is in a much healthier condition, and further advances in prices are expected at any moment. The prospect for the placing of additional orders for standard Bessemer is also excellent, as the United States Steel Corporation has not yet provided enough of this grade for its plants in Eastern Pennsylvania. It is now enquiring for 40,000 tons for immediate or March delivery, and will soon award its contract for 25,000 tons of basic iron for its Pencoyd and other open-hearth works.

Iron Pipe—Greater activity is also reported in cast iron pipe. In addition to the large orders already placed, the United States Cast Iron Pipe & Foundry Co. has secured the contract for 800 tons of 6-inch to 16-inch pipe recently let by the city of Worcester, Mass., at \$25.50 per ton, delivered. This big concern has also obtained the contract for 3,000 tons of 36-inch and 48-inch pipe awarded by the city of Allegheny. There are several other large lettings scheduled for the next few weeks, which will add materially to the tonnage already booked by the pipe works in the East and West.

Steel—The interest of the steel trade is now centered upon the expected advances in the prices of steel bars. Although the Steel Bar Association failed to take any action in regard to the official quotations last Thursday, as was generally predicted, it is now almost assured that its members will advance their figures from \$1 to \$2 per ton at the meeting which they will hold in Pittsburgh next Tuesday. The demand for bars is improving greatly and premiums equivalent to the proposed advances are already being obtained without any difficulty by the leading mills. Sales within the last week have included about 10,000 tons for nearby and second quarter deliveries and it is believed that many orders for third quarter shipment will be booked as soon as the pool decides upon the advance in quotations. The business in steel rails of standard dimensions is good. The railroads continue to place large contracts and the orders already on the books of the members of the Steel Rail Association aggregate about 1,600,000 tons and as many additional tonnages are now

under negotiations it is believed that the total booked by the rail pool members will be increased to 2,000,000 tons within a few weeks. While there have been few contracts of any consequence placed by the users of structural and fabricated steel within the last few days, the number of orders which are under the consideration of the manufacturers shows that a big business will soon be transacted in these lines at the higher prices decided upon by the Steel Beam Association at its recent meeting in Jersey City. Plates are selling freely at the recent advance and billets are also active.

Pig Tin—The efforts of the leading importers and dealers in pig tin to support the market last week in the face of an avalanche of additional offerings failed utterly. Cargo after cargo, arriving from Singapore, London, Hamburg and other Continental points increased the available supply so greatly that holders of the metal were utterly unable to maintain prices at their former levels. Decline followed decline until the slump caused net losses of more than 1/2c within a few days. From 29.25c the spot price was lowered repeatedly until it touched 28.87 1/2c and even 28.75c. Most consumers were not anxious to buy while the market was on the downward course, and only small lots for immediate delivery were taken at the lower prices. Total arrivals so far this month aggregate 3,765 tons, while the amount afloat includes 5,245 tons. In view of the heavy available supplies and the expected increases in the offerings, the price of the February delivery dropped to 28.75c, while the March delivery was offered freely at 28.50@28.75c and the April option at 28.45c.

Copper—Most of the largest consumers in Europe have already covered their requirements with contracts which have several months to run, so that their operations will probably not be greatly increased for some time. It is believed, however, that the large contracts for finished material which the domestic manufacturers have recently booked will necessitate the purchase of many large tonnages of electrolytic and casting grades within a few weeks. The output of the leading producers is not likely to be added to the surplus stocks at the end of the year inasmuch as the bulk of it has already been sold for at least 60 days ahead. Second hands who hold the greater part of the present surplus stocks are not making any great efforts to sell their offerings at prices lower than those asked by the producers, so that the position of the market is likely to remain very strong for some time.



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

Special Correspondence.

New York, Feb. 25.—There is a somewhat unsettled feeling in the coffee market, and neither roasters nor jobbers seem to take much interest in the article at the moment. Quotations are somewhat nominal with No. 7 at 8 3-16@8 1/4c. In store and afloat there are 4,303,967 bags, against 3,344,765 bags at the same time last year. The outlook for mild grades is not improved by the backwardness of Brazil grades, and sales are generally of the smallest quantities and quotations have declined so that not over 9 1/2c can be quoted for good Cucutas. Good average Bogotas are worth 10 1/2c.

There is certainly a steady although slight improvement in the tea trade. This week some fairly good orders have come in and indications are favorable for the oncoming season. This is true of bulk teas as well as of proprietary brands, and sellers generally have a good degree of confidence in the future. Prices are well sustained all around.

While the sales of refined sugar have been comparatively light the situation is firm and holders look for an excellent season—for them. Prices are well sustained and deliveries can be made with a good deal of promptitude now that our streets are pretty well cleared of ice. Raws are firm and higher.

Rice has shown some advance in rates, and with limited amounts offering the market situation is in favor of the seller. At the close prime to choice domestic is quotable at 3 3/8@4c. Japan rice seems to be in pretty fair supply and quotations are practically without change.

The spice market is soundly sleeping if not dead. No news comes from primary markets and the situation here is absolutely unchanged, with sales of only smallest amounts being made and at quotations which indicate a downward tendency. Of course, matters might be worse, but there is much room for improvement.

Stocks of molasses, especially of the better sorts, are rather light, and with a fairly active demand prevailing all the week we have a very firm market. The business, however, has been mostly by way of withdrawals under old contracts and little new trading has developed. Medium grades, as well as the better sorts, have been sought for, and foreign styles are also doing well. Syrup is steady and there is no excess on hand, although the supply seems to be sufficient to meet current needs.

There is a more hopeful feeling from week to week among canners and prices seem to show some appreciation. Tomatoes remain at about 6 1/2c for Standard 3s, but it seems difficult to get beyond this. String beans have advanced about

10c. Fruits are unchanged. A good call prevails for desirable Pacific Coast fruits in tins, and the market is well sustained. Salmon is meeting with better enquiry and is well held. Quotations are about unchanged.

Dried fruits are feeling the effects of more active trading and almost all sorts are very firmly held. It would be hard to find dried peaches in any great amount below 10 1/2c. Currants are unchanged; cartons, 5 3/4@6 3/4c.

Quotations on butter are well sustained and, while supplies seem to be a little larger, the demand keeps the market pretty well cleaned up. Best creamery is generally held at 35@35 1/2c; seconds to firsts, 30@34c; imitation creamery, 28@31c; factory, 25@29c, and renovated, 25@28 1/2c.

Cheese is steady and shows a tendency to advance. Full cream small size is worth 13 3/4c and large sizes are about 1/4c less.

Eggs are steady, but seem to have reached the top rate at 30c for fresh-gathered Western, and 27 1/2@28c for seconds.

### Recent Business Changes in the Buckeye State.

Blanchester—Watkins & Lorish are succeeded by Logan S. Lorish in the grocery business.

Brookville—Hiller & Schafer succeed J. A. Bunger in the retail grocery business.

Cincinnati—The Diem & Wing Paper Co. has formed a corporation under the same style.

Cincinnati—Mrs. A. Monsch, milliner, is succeeded in business by Howell & Purfine.

Cincinnati—P. P. Buchert will continue the retail drug business formerly conducted by A. F. Plucker.

Dayton—Mrs. Theresa Tasch will be succeeded in the grocery business by C. W. Howard.

Dayton—Coughenour & Mills, dealers in gas fixtures, are succeeded by the Gem Incandescent Light Co.

Delaware—Wm. Shively will continue the grocery and meat business formerly conducted by Shively & Dysinger.

Logan—The Logan Clay Products Co. succeeds the Hocking Clay Manufacturing Co.

Mansfield—Johnson & Oberlin, boot and shoe dealers, are succeeded by Held & Oberlin.

New Carlisle—Helvie & Doorn Bros., undertakers, succeed Funderberg & Helvie.

Springfield—Black & Black, monument dealers, are succeeded by Bentzel & Black.

Tippicanoe City—The Stout Grocery Co. is succeeded by the Inman Grocery Co.

Toledo—The Atlas Garment Co. will conduct its business in the future under the new style of the Stein Co.

Zanesville—The dry goods business of Walker & Duncan will be continued by James Walker & Co.

Cleveland—F. W. Treadway has been appointed receiver for the Belamy Vestlett Manufacturing Co.

### THE NATIONAL ASSOCIATION.

#### Wherein the Organization Fails To Make Good.

The reports of the recent annual convention of the National Association of Retail Grocers, held at Cincinnati, published in the trade press are somewhat meager. The New England Grocer not being represented at the convention, bases its comments on the reports published in several of its Western exchanges, which, being near the convention place, found it convenient to attend. The space given to a report of the proceedings is much less than in former years—whether because of lack of interest in the proceedings or a waning interest of our trade press brethren we can not say. We note, for example, that the Commercial Bulletin of Minneapolis—one of the most enterprising and progressive of our contemporaries—devotes less than two columns to the National Convention, and in the same issue publishes a thirty-five column report of the annual meeting of the North Dakota merchants, and the South Dakota Merchants' Convention comes in for a twenty-eight column report. In other words, the State associations—in the keen news sense of our contemporary—are worth fifteen times as much space as the National. Is this really so? If true, why?

The National Association has moved in a circle. It has not made the most of its opportunities. It has not gone forward because it could not, and saying this is no criticism of the able and disinterested men who have stood with it and for it during all the years of its long but not vigorous life. It could not go forward because it had not the basic principle of independence. Beholden to others for support it could not wage that aggressive warfare which comes from a fearless independence. There is one other reason—and it is to the discredit of the trade in general rather than to that of those in the organization. It is the general indifference on the part of the trade in its entirety. It is the lethargy of the individual grocer. He is not interested in organization work—especially when it is afar off. He may be roused when some threatening evil comes close to his own store door—he may then take a spasmodic interest in organizing for self defense—but that interest is not based on any broad, wide horizoned outlook. The answer of our friends to all this is that he must be educated—must be enthused—must be lifted out of himself. True. But that educational force must come from those near by. The local organization must be first built—then the district and then the state. When these be strong, aggressive, progressive, then the National starting from them—on a proper delegate representation—may do good work. Not until then. You can not begin at the roof and build downward—the foundation needs attention first. The Western advocates of National organization call back that there is indifference in the East. True in degree on the general proposition we

have outlined above, but not in the general comparative sense they claim. The National, fed largely by Eastern contributions, has controlled every policy and comported itself with a sort of arrogant complacency that says: "Do as we say or don't do at all." The Eastern men made a fair fight for proper delegate representation, but it availed not. The East has the strongest and best and oldest and largest grocers' organizations in the land. They have accomplished more in a quiet way than has the National. And when the National adopts resolutions that would deprive Eastern organizations of certain inestimable benefits it says, in effect, that it will continue a sectional organization. Our association enterprises—ours and those in Philadelphia and other cities—are worth more in practical, every day, immediate returns than all the theoretical advantages that can possibly accrue from a National organization as at present conducted. Don't forget that!

The National organization to succeed must look to the unification of the trade upon certain great principles, and must not slap one section to please another. To denounce what the tradesmen of one section believe the best development and outgrowth of organization rends the trade. The Eastern grocers are not lambs to be led to the slaughter in meek subservience to their Western brothers.—New England Grocer.

It will be recalled by the readers of the Tradesman that the identical reasons given by the New England Grocer for the failure of the organization to make good were advanced by the Tradesman five years ago. Because the Tradesman declined to subscribe to a movement in which it had no confidence—and time has amply justified the wisdom of the Tradesman's position—it was made the target of a series of nasty attacks by a half dozen amateur trade paper publishers, every one of whom has since disappeared from the field.

#### Your Letter Went Astray

Because you forgot to address it.  
Because you forgot to stamp it.

Because you forgot to write the town or state on the envelope.

Because you didn't write the street and number plainly.

Because you used a once-canceled stamp.

Because you used internal revenue stamps instead of postage stamps.

Because you used a foreign stamp.

Because you wrote the address so badly that no one could read it.

Because you wrote the address on top of the envelope and it was obliterated by the postoffice dating, receiving and canceling stamps.

Because you put your letter in a blank envelope and sent it to the dead-letter office, where thousands upon thousands of valuable letters are daily destroyed because the people are either careless or ignorant of the postal laws.

A man must not only mold his own character; he must employ a watchman to guard it.

## Good Storekeeping

When you hand out Royal Baking Powder to a customer

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

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

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

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

## AROUND THE STATE

Williamsburg—A. D. Carpenter, druggist, is dead.

Lyon—S. W. Webber has purchased the general stock of H. D. Kelley.

Ludington—B. Beadreau succeeds Beadreau & Fowler in the bazaar business.

Zeeland—The Zeeland State Bank has increased its capital stock from \$25,000 to \$35,000.

Freeland—The elevator business of Wm. E. Laur has been incorporated under the same style.

Houghton—I. Miller will open a new department store in the Bosch block about March 10.

Holly—Frank Presswell has engaged in the jewelry business. He hails from Everett, Ohio.

Alpena—Daniel McLellan has purchased the grocery stock of Wm. F. Carle, at 422 Miller street.

Detroit—The Ovid Des Hayes Boot & Shoe Co., Ltd., has filed notice of dissolution with the county clerk.

Schoolcraft—A. P. Gates has engaged in the bazaar business under the style of the New York Racket Store.

Thompsonville—Menold Bros. will start a branch drug store at Ewart, which will be managed by Clarence Menold.

West Bay City—The Michigan & Ohio Coal Co. will continue business under the style of the Zagelmeyer Coal Mining Co.

Big Rapids—Frank A. Bonskey has purchased the grocery stock formerly conducted by Steiner Bros. at auction sale for \$201.50.

Mt. Pleasant—E. S. Fisher has purchased the meat market of Neff & Son and will continue the business at the same location.

Buchanan—The stock of Barsotti Bros., confectioners and fruit dealers, which was partially insured, has been destroyed by fire.

Rugg—O. O. Ketchbeck has sold his general stock to J. W. Tanner, of Clarion, who will continue the business at the same location.

Holland—Tiemmen Slagh is organizing a stock company with a capital stock of \$10,000 to engage in the manufacture of tea rusks.

Kalamazoo—Frank J. Maus, proprietor of the City drug store, has opened a branch store at the corner of East avenue and Seminary street.

Coldwater—Chas. Ross has sold his men's furnishing goods stock to T. A. Hilton, who has consolidated it with his own stock.

Saranac—The Saranac Improvement Co. has increased its capital from \$5,000 to \$10,000 and changed its name to the Saranac Telephone Co.

Charlotte—B. F. Santee has sold his flour and feed business to Jay Parker and G. D. Hart, under the firm name of Parker & Hart. These men were formerly from Delta. Mr. Santee will hereafter conduct his coal and wood business and buy furs.

Saginaw—The creditors of Edgar Y. Hogle, who was formerly engaged in the dry goods and grocery business, have filed a petition in bankruptcy.

Mt. Pleasant—A petition in bankruptcy has been filed by the creditors of the Wilcox Furniture Co., undertakers and dealers in furniture and carpets.

Mancelona—L. C. Clapp and Ray Brant, under the firm name of Clapp & Brant, have opened a bakery and confectionery store in the Opera House block.

Holly—The John D. Haddon Co. is succeeded in business by Frank M. Haddon, who will carry a line of clothing, hats and caps, boots and shoes and men's furnishing goods.

St. Joseph—W. J. Dahlke has purchased the interest of Andrew Kozloski in the drug, paint, oil and wall paper stock of Dahlke & Kozloski and will continue the business at the same location.

South Haven—John C. Johnson and Edwin J. Merrifield, each of whom formerly conducted an agricultural implement business, will do business together under the style of Merrifield & Johnson.

Ironwood—Ben Trethewey has sold his grocery stock on McLeod avenue to Wm. O. Trezise and Wm. H. Nancarrow. The new proprietors have been connected with local mercantile establishments for many years.

Nashville—O. M. McLaughlin, who recently purchased the Greene & Flewelling stock of clothing, shoes and men's furnishing goods, has sold the stock to O. G. Monroe, who will continue the business at the same location.

Traverse City—The stockholders of the C. A. Bugbee Drug Co. have organized a limited copartnership association under the style of the C. A. Bugbee Drug Co., Ltd., with an authorized capital stock of \$5,100, all of which is subscribed and paid in property.

Adrian—Wood, Crane & Wood have merged their business into a stock company under the style of the Wood, Crane & Wood Co. for the purpose of selling clothing and furnishing goods. The corporation has an authorized capital stock of \$33,000, all of which has been subscribed and paid in property.

Battle Creek—The Battle Creek Butter & Egg Co. has merged its business into a corporation for the purpose of conducting a wholesale grocery and dealing in general provisions. The authorized capital stock of the company is \$5,000, \$2,500 of which has been subscribed; \$75 paid in in cash and \$925 in property.

Vicksburg—C. Z. Robinson (50 shares), Patrick F. Dela Hunt (50 shares) and Cora A. Dela Hunt (10 shares) have organized a corporation under the style of C. Z. Robinson & Co. to engage in the dry goods business here about March 15. The authorized capital stock is \$2,200, one-half of which has been subscribed and paid in in cash.

Hillsdale—F. W. Stock's City Mills, after a shut down of 30 days for the addition of \$6,000 worth of improvements, are again running night and day. His Litchfield mill will remain closed for three or four months. In the meantime it will be thoroughly overhauled and \$20,000 expended in improving and enlarging the plant.

Charlotte—The Citizens Telephone Co., Grand Rapids, has brought action in the Circuit Court against John Palmer and Albert E. Wolfe, doing business as Wolfe Bros., at Sunfield, to compel the former to fulfill a contract signed by him June 4, 1900, whereby he agreed to sell his independent exchange located at Sunfield to the Citizens Telephone Co., which concern at the time the contract was entered into secured an option on the plant at \$30 per telephone and \$40 per toll mile for all toll lines owned by farmers. The Citizens company went to a large expense connecting with the Sunfield independent exchange, Palmer receiving a percentage of the business originating in Sunfield on the transmission of outgoing and incoming messages. It has been known for several months that the Michigan Telephone Co. has been negotiating with Wolfe Bros. for the purchase of the plant at \$12,500. The Citizens company claim this is an exorbitant price and that the exchange is not worth more than \$8,000. They ask for an injunction restraining Palmer et al. from disposing of the property until a hearing can be had.

### Manufacturing Matters.

Bancroft—The Pollard Furniture Co. has been organized with a capital stock of \$25,000.

Muskegon Heights—The Diamond Clothespin Co. has been organized with a capital stock of \$100,000.

Kalamazoo—The capital stock of the Imperial Coating Mills has been increased from \$60,000 to \$100,000.

Nolan—E. A. Coan is putting in a full stock of logs for his sawmill and for his shingle mill ten miles from this place.

Gladstone—The Northwestern Cooperage & Lumber Co. is adding a resaw to its plant which will almost double the capacity.

Tawas City—George Prescott, whose sawmill was burned last summer, will put up a new plant in a short time.

Union City—The owners of the Maizene Food Co. have voted to liquidate and have appointed three of their number to serve as liquidating trustees.

Grand Marais—Repairs are being made at the mill of the Marais Lumber Co. and it is the intention to start the mill March 15 with a full stock for the season.

Detroit—The Briscoe Manufacturing Co. has been awarded a contract for six carloads of garbage cans by the government. They are for the Panama canal, to assist in the sanitary work, and must be in readiness within 40 days. Two carloads have already been sent. President Frank Briscoe will leave for Panama in the spring to look over the ground.

Detroit—Herbert Armstrong Co., Aikman Armstrong and William Aikman, Jr., have filed articles of association of the Armstrong Woolen Co. The capital stock is \$25,000, of which \$22,500 has been paid in in cash.

Detroit—The Detroit Foundry & Manufacturing Co. has increased its capital stock from \$75,000 to \$110,000. The stock is divided in 11,000 shares of \$10 each. There is \$107,638 stock paid in, of which \$37,518 is in cash. The name is changed to the Detroit Stoker & Foundry Co.

Mt. Clemens—The Mt. Clemens Sugar Co., capitalized at \$600,000, has filed articles of incorporation with the county clerk. The company will raise, buy and sell sugar beets and manufacture sugar. The incorporators are Edward W. Pendleton, George L. Canfield and Charles B. Warren, all of Detroit.

Milan—The Alfred Putnam Co. has filed articles of limited partnership with the county clerk. The firm will run a general department store and manufacture Putnam's cloth chart and the Perfection fur hanger. Mr. Putnam is the general partner and the specials are Henry Bunce and Ella M. Bunce, late of Alma.

Detroit—A corporation has been formed under the style of the Eby Soap & Ammonia Co. for the purpose of manufacturing and selling ammonia, soaps and perfumes. The company has a capital stock of \$40,000 common and \$10,000 preferred, of which amount \$48,000 has been subscribed, \$9,000 paid in in cash and \$39,000 in property.

Wells—The Mashek Chemical & Iron Co., which operates a large chemical plant at this place, has increased its capital stock from \$150,000 to \$230,000. The new stock has been taken by J. W. Wells. The officers of the company are: George M. Mashek, President; Daniel Wells, Secretary and Treasurer; J. F. Mashek, George M. Mashek, W. B. Chapman and J. W. Wells, Directors.

Sault Ste. Marie—The largest deal of recent years in Upper Peninsula timber lands was closed Feb. 28, the Cleveland Cliffs Iron Co. buying all the property of the Hall & Munson Co. for \$370,000. Included in the sale are 23,000 acres of choice agricultural lands, 7,000 acres of timber land, all the mills, stores, dwellings, machinery and town site at Bay Mills. The Cleveland Cliffs Iron Co. is the strongest independent iron concern in the State, and will immediately develop the property acquired.

When the Bible hides your brother it is time to dig through it to him.

Commercial Credit Co.

CREDIT ADVICES  
COLLECTIONS AND  
LITIGATION

LIMITED

WIDDICOMB BLDG. GRAND RAPIDS.  
DETROIT OPERA HOUSE BLOCK, DETROIT.

WE FURNISH PROTECTION AGAINST  
WORTHLESS ACCOUNTS  
AND COLLECT ALL OTHERS



### The Grocery Market.

**Sugar**—The expected advance in raws occurred last week and the market is decidedly firmer in tone. The Cuba crop is now at its height, with 176 centrals grinding, giving receipts at the shipping ports last week of 58,000 tons, with exports 14,800 tons and stocks in the Island 181,000 tons, against 137,500 tons the week before. The visible production in Cuba thus far this year is 465,700 tons, against 326,200 last year. There appears to be a considerable quantity of Java sugars still to be bought, but the prices are held above the parity of our market and holders do not recede from their views. Regarding Philippine sugars vessels have been chartered to bring forward a portion of the crop unsold, the owners delaying sales for further improvement in our markets. Everything points now to a continuance of the upward trend for some time to come, both in raw and refined sugars. A complete change came over the market for refined when the advance in raws occurred. Buyers of refined then realized the strength of the situation, and a large new business was done for delayed shipments under the usual 30 day contracts without guarantee of prices. The difference between raws and refined has been reduced to only .84c, which justifies the expectation of an advance in refined at any time. The position is sound and prices are now on a more stable basis than earlier in the season and buyers would do well to keep fully supplied.

**Teas**—During the last few days there have been indications of a broadening trade demand, the consuming trade showing more of an inclination to take supplies to cover more than immediate requirements. It has been reported all along that stocks of high grade Japan teas in this country were small and that higher prices would be secured before the 1905 crop was put on the market. While there was undoubtedly something in this, jobbers say that they are not having any particular trouble so far in keeping their stocks full. The feeling that the end of the Japanese war is not far distant may have some effect on the tea market.

**Coffee**—The February receipts at Rio and Santos were 450,000 bags, very little beyond expectations at the beginning of the month. Deliveries in Europe are fair, for a short month, but as heavy snow storms impeded traffic in this country for quite a time interior deliveries have been very difficult. With only meager arrivals of mild coffees for the month, the world's visible shows a decrease March 1 of perhaps 450,000 bags. Further important decreases will occur monthly until the end of the season, for with steady markets good trade demand should be experi-

enced in Europe and on this side as necessity compels buyers to replenish their stocks freely. Prices have been again depressed by stories of obscure estimates of the current crop, which appear to be refuted by leading Brazil firms who adhere to former estimates, notwithstanding occasional larger entries at Santos. Present values, indeed, fully discount any possible larger outturn and reliable parties repeat their belief that the next Santos crop will be much less than this season. In the meantime, a heavy short interest has been built up in the speculative markets which will be a significant feature when the market feels the influence of decreasing supplies and improved trade demand. Excluding the Bremen stocks of about 125,000 bags, the European port stocks are 1,500,000 bags less than July 1, 1904, and it is stated on good authority that the interior stocks in Europe are now smaller than they have been for very many years.

**Canned Goods**—There is no use denying the fact that the corn situation is in poor shape. This is due as much to the anxiety of operators to clean up their holdings as to the indifferent quality of the goods on offer. The percentage of goods of desirable quality is not large, but the prices on such goods are necessarily dragged down by the competition of the poor stuff. Future corn is neglected. Tomatoes show no particular change. The buying is confined to current requirements, which are not large, although they are increasing as stocks on hand diminish. Futures are not attracting a great deal of attention. String beans are reported as showing a little more strength. Peas are featureless. Sauer kraut is a good seller in the extreme Northwest. Pumpkin is quiet. Fruits are not offering anything startling. There is a demand for all the staple lines and the high prices that a few of them are held at do not seem to scare the trade away. Apples are firm, especially the gallons. Apricots and peaches are very firm. Cherries, plums, strawberries and other berries are steady, without much change. There is said to be an unusually large demand for salmon. This is not the salmon time of the year, but retailers seem to be stocking up, nevertheless. Of course, the Lenten season will make a slight difference in this call, but salmon is not affected by that event nearly so much as some other lines.

**Pickles**—The market from first hands is quiet, but the tone is rather firm on sweet. A moderate business is noted.

**Rice**—Only a moderately active distributing demand is reported by local dealers, but it is expected that with the improved condition of traffic the out-of-town enquiry will soon show some improvement. Offerings by the Southern mills continued to be reported as light and the mills again have advanced their prices above buyers' views.

The public kickers often have but weak private consciences.

### The Produce Market.

**Apples**—The market is steady and unchanged at \$2.25@2.50 per bbl.

**Bananas**—\$1 for small bunches and \$1.50 for large. The movement has been excellent, considering the weather.

**Beets**—40c per bu.

**Butter**—Creameries are about the same as a week ago, commanding 33c for choice and 34c for fancy. The same is true of dairy grades, No. 1 having held steadily at 27c and packing stock at 22c. Renovated is strong and higher, having advanced to the unprecedented price of 29c. Receipts of dairy grades are meager, but the warmer weather is expected to stimulate receipts in the near future.

**Cabbage**—50c per doz.

**Carrots**—40c per bu.

**Celery**—30c per doz. bunches.

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

**Eggs**—The warmer weather has stimulated receipts to that extent that the paying price has dropped to 22@23c and the selling price to 24@25c. The quality of the eggs coming now is excellent. Candling discloses sometimes but two or three eggs that will not grade top in a whole case. If the weather holds moderate it is likely that receipts will continue liberal and the price will continue to recede.

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

**Grape Fruit**—Florida stock commands \$5.75 per box of either 64 or 54 size.

**Grapes**—Malagas have advanced to \$6@6.50 per keg.

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

**Lemons**—Messinas have declined to \$2.50 and Californias to \$2.75. The fruit is in good supply.

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

**Onions**—The market is strong and steady on the basis of \$1.10 per bu.

**Oranges**—California navels have advanced to \$2.35 and fancy to \$2.50. Receipts have been heavy and the demand has been enormous, owing to the cheapness and good quality of the fruit.

**Parsley**—45c per dozen bunches for hot house.

**Potatoes**—Country buyers are paying 12@15c. The dealers have taken advantage of the good weather this week to get their stocks into shape to run through the rest of the winter. There are apparently plenty of tubers in the country and no higher prices are looked for—indeed, there are some who predict lower figures.

**Pop Corn**—90c for rice.

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

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

**Squash**—1¼c per lb. for Hubbard.

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

**Tangerines**—\$2 per half box.

**Turnips**—40c per bu.

### Echoes of the Breakfast Food Furor.

**Saginaw**—The Ryena Food Co., Ltd., which was one of the later companies to engage in the manufacture of breakfast food before that industry suffered a setback, has been formally dissolved. The petition was filed by W. C. Phipps, and the order of dissolution was made by Judge Snow.

**Battle Creek**—The plant of the Cero-Fruto Co., which was recently sold in Chicago at the trustees' sale for \$31,700 to an attorney who withheld the name of his principal, was purchased for the Battle Creek Breakfast Food Co., Quincy, Ill., manufacturer of Egg-O-See. This report has been confirmed by the presence in this city of John Linihan, the general manager of the Quincy company, who held a long conference with Attorney J. W. Bailey in regard to the closing up of the deal and the transfer of the property. The newly purchased property will soon be reopened again and will be used in the manufacture of breakfast foods, although it may be some little time before the machinery is put in shape and other details arranged for the manufacture of their product.

**Battle Creek**—The officers of the United States Food Co. propose to contest the bankruptcy proceedings commenced in the U. S. Court. The petition for bankruptcy is made by three creditors whose combined claims amount to less than two thousand dollars. It is claimed by the United States Food Co. that the company has nearly two dollars assets to one of valid liabilities and that there was no necessity for filing a petition in bankruptcy, the company not being insolvent.

People are still figuring what President Roosevelt can do after he concludes his term at the White House. One suggestion is that he take charge of the Panama Canal and it is argued that under his administration there would be no unnecessary delay in the work of construction. The President will no doubt find a man fitted for that job long before he quits the White House.

Isaac Sandler has engaged in the wholesale clothing business in the Pythian Temple under the style of the Grand Rapids Clothing Co. Mr. Sandler is a brother of Louis Sandler, the well-known Canal street clothing merchant, and has had ample experience in the clothing trade to justify him in anticipating a successful career.

John W. Blodgett has gone to Daytona, Florida, where he will assist his father, D. A. Blodgett, celebrate his 80th birthday on March 3. Mrs. Edward Lowe will also be with her father on that occasion.

Mrs. Eva Colby is succeeded by Elizabeth Guinon in the grocery and bakery business at 703 South Division street.

## WINDOW TRIMMING

An Art into Which Many Drift, Instead of Qualify.

I have been talking lately with several window dressers about their work of making store fronts attractive.

Said one:

"When I get up a trim I try beforehand to think how it will strike the public. I endeavor to reverse our positions and see how an exhibit will look to the fellow on the other side of the glass. By so doing I can evolve better ideas as to how to go to work. Most of my windows I originate. Yes, I take a window trimmers' periodical—in fact, two of them. I read them Sundays—I don't have time during the week—and I get a great many hints from them as to how to construct odd shapes on which to display goods.

"Some of the stores I have worked for were very generous in the purchase of fine nickel fixtures and other arrangements necessary to carry out fancy designs, and then others would allow me absolutely nothing in the way of accessories—I must fashion everything my own self out of such boards and other riffraff as could be ferreted out in the 'lumber room' of the place. Then it is no picnic to get up something tasty. With an employer stingy about allowing the regulation fixtures, one has to do a deal of contriving to get up any sort of presentable window. Then is when the magazines devoted to our work come in play. A hint is picked up here or there that may serve as the nucleus of a handsome trim.

"I have never copied a window in toto, but I have often adapted parts of other people's exhibits. Even if I had the desire—which I haven't—to be a clever imitator, the goods one has to do with are never exactly like those of another store. It's just like the wearing of our garments: No two persons dress similarly, and even were their clothing to be precisely alike, as to cut, mode of trimming and other details, the way they got into their clothes and their manner of carrying themselves would make it seem as if there were few points of resemblance in their appearance. So, I say, it is with a window display. The articles employed are never precisely the same as those of some other fellow's window, and even supposing they were, each windowman discloses his individuality to the extent that the two exhibits seem totally foreign to each other.

"Nowadays an expert trimmer must not only know how to arrange merchandise properly but he must also understand card lettering, and be able to make the wording of the placards bright and snappy. They must have a 'go' to them or they fall flat on the readers.

"There is one firm in Grand Rapids whose window decorator gets up exhibits many of which don't have to

take a back seat with some of the best work in New York City. And his cards are so different from the ordinary run that they simply compel attention—people can't get away from them, they read them in spite of themselves. I don't know just how much salary this man gets, but he is most certainly 'worthy of his hire.' This particular store is in a location 'where people most do congregate' and many are the favorable comments on this young man's skill.

"Photography can greatly aid the novice. I possess a large camera and take a picture of every trim I make. I have various reasons for doing this: In the first place, I can keep tab on my displays and am not so liable to produce duplicates; then, too, I am better able to judge of a window's effect on the people outside by seeing it with their eyes, and, last, comparing one year's work with another is good for me, as I can see whether or not I am improving or retrograding.

"The salary of a first-class trimmer isn't to be sneezed at. The pay ranges from \$10 or \$12 to \$30 or \$40 a week, according to a man's ability and the size of the town. You wouldn't think it, perhaps, but it ordinarily takes about all one man's time to plan and execute half a dozen windows a week, changing one every single day, and, besides he must have a 'helper.'

"As a general thing window dressers drift into the 'arbeit' without any special preparation, although there are a few schools where the subject may be studied by attendance and by correspondence. There is an excellent one in New York City. Usually a man begins the work by having a special liking and aptitude for it, which happen to be discovered by the man in charge of the windows, who impresses him into the service. In a small town this is the rule, for there is always one clerk in any establishment who would be better at fixing a window than any of the others. In this way the understudy gains experience which stands him in play all his life—somewhat like a knowledge of drawing, painting, photography, music. He may go on simply as one to be relied upon for suggestions or for assistance in case of emergency, or something may happen to the head man, when the supernumerary is called upon to continue the work. Maybe the head man is in for a siege of sickness, maybe he gets another job. Then the helper is quite likely to step into the other's shoes, and, first thing he knows, he is a full-fledged window trimmer—known as such, and can command the pay of such a position. As I say, that is the way most of us get our start—that's the way I came to be in the business. Of course, there are windowmen and windowmen. To make a success at it a fellow has to be in love with his profession, he must have more or less of the artistic in his make-up and he must be willing to study all the time. I, myself, wouldn't be at home in any other occupation. I drifted into it, got my moorings and stayed

in it. A fellow, once he gets started, generally sticks to the business.

"No, there are not many women directly employed as trimmers, although those behind the counter are often called upon for ideas and opinions, and sometimes for practical assistance in draping and posing the dummy ladies. In this they are better than the average man, for they know more about the subject. There is no reason why a woman of taste should not take up the work as a steady occupation. But, for some reason or other, they don't. A woman would have to be quite strong for, naturally, there is considerable lifting to be done at all times. It surprises me that the sex do not seem to take to this mode of earning a livelihood. There is one lady I know personally

who would probably do good work along this line if she attempted it or was thrown on her own resources—was obliged to earn her own living. She has the artistic temperament, a vast amount of energy to carry out plans, is a healthy specimen of young womanhood and declares that she has always had an intense desire to be a window dresser. Some fortuitous accident ought to precipitate her into the vocation, for she has missed her calling out of it."

### 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

ESTABLISHED 1852

## GILLETT'S DOUBLE STRENGTH Flavoring Extracts

Produce a Perfect Flavor

E. W. GILLETT CO., LTD.

CHICAGO

TORONTO

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## ANNOUNCEMENT

Largest Millinery House in Michigan



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

Our First Regular Spring Opening of

## Pattern Hats and Bonnets

Begins February 20

and continues until

March 20

You are Cordially Invited

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

The sixth floor of our building, covering a space of 80 x 100 feet, is devoted exclusively to our manufacturing department. In this department we employ nearly 100 girls and make all of our STREET AND READY-TO-WEAR HATS. This fact

enables us to compete with the largest houses in the country on this class of goods. Our Illustrated Spring Catalog is now in the hands of the printer and will be ready to mail February 20. Write for it.

**Corl, Knott & Co., Ltd.**  
20-22-24-26 N. Division St. Grand Rapids, Mich.

## Recent Business Changes in the Hoosier State.

Auburn—Starr M. Miner, dealer in cigars, is removing to Sturgis, Michigan.

Bloomington—A. H. Beldon, grocer, is succeeded by Beldon & Baker.

Bloomington—James Fish will succeed J. W. Shields, grocer.

Cicero—F. B. Mobbitt, grain dealer, will be succeeded in business by H. M. Stehman.

Evansville—Goerges & Weyer will continue the cigar manufacturing business formerly conducted by Otto Goerges.

Farmland—McCormick & Amburn, hardware and implement dealers, are succeeded by McCormick & Ash.

Frankfort—The business of V. C. Fuller, manufacturer of confectionery, will be continued under the new style of the V. C. Fuller Co.

Frankfort—The hardware and implement business formerly carried on by J. C. Shanklin, will be conducted by J. C. Shanklin, will be conducted in the future under the style of the Shanklin Hardware Co.

Grabill—The Witmer Grain Co. has increased its capital stock to \$15,000.

Laporte—A. J. Stahl has merged his business into a corporation under the style of the A. J. Stahl Supply Co.

Lebanon—L. H. Holmes succeeds Storms & Matthews in the boot and shoe business.

New Albany—The grocery and dry goods business of Jos. Fein will be continued under the new style of the Jos. Fein Grocery Co.

Plymouth—J. L. Romig, grocer, is succeeded in business by Thornburg & Matthews.

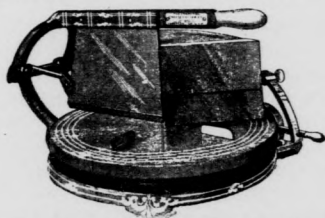
South Bend—Madison Miller is succeeded in the implement business by Miller & Diermyer.

Spurgeon—W. F. McKenney & Co. are succeeded by Roy Bros. in the general store business.

Terre Haute—The J. R. Duncan Stationery & Paper Co. will continue the business formerly conducted by J. R. Duncan & Co.

Van Buren—Mrs. J. H. Heaton is succeeded by R. W. Lugar in the meat business.

Rochester—H. H. Ward succeeds J. A. Breiman & Son in the furniture business.



Twelve Thousand of These Cutters Sold by Us

We herewith give the names of several concerns showing how our cutters are used and in what quantities by big concerns. Thirty are in use in the Luyties Bros. large stores in the City of St. Louis, twenty-five in use by the Wm. Butler Grocery Co., of Phila., and twenty in use by the Schneider Grocery & Baking Co., of Cincinnati, and this fact should convince any merchant that this is the cutter to buy, and for the reason that we wish this to be our banner year we will, for a short time, give an extra discount of 10 per cent.

COMPUTING CHEESE CUTTER CO.

621-23-25 N. Main St.

ANDERSON, IND.

# A Novel Stock Company

## Composed of Commercial Men

To Develop Mineral Baths at St. Joseph, Mich., in Connection with Hotel Whitcomb

Meeting Called for March 11. All Traveling Men Interested Invited to be Guests of Vincent & Blake to Organize

Michigan's Popular Resort Destined to Become Famous for Health as Well as Pleasure. Climate, Accessibility and Nearness to Chicago a Guarantee of Success



Vincent & Blake, owners and proprietors of the Hotel Whitcomb, St. Joseph, Michigan, have just finished drilling a deep well and found at a depth of 800 feet saline-sulphur water, substantially the same as Mt. Clemens water, and strongly impregnated with salt and sulphur. Local tests prove that the ingredients are practically the same as the Mt. Clemens water, but it is believed to be much stronger. An analysis is about completed.

St. Joseph is already widely and favorably known as a summer resort, located on a bluff overlooking Lake Michigan and the harbor, and in the heart of the great fruit belt, which is sufficient proof of a delightful climate. Adding to these attractions the mineral baths, St. Joseph must inevitably soon become one of the most famous health and pleasure resorts in the country. Baths are becoming more popular every day. French Lick, West Baden, Mudlavia and Mt. Clemens, and other bathing places, are largely patronized, and St. Joseph, only two and one-half hours' ride from Chicago with excellent transportation facilities by both lake and rail, and popular prices, and with baths equal to Mt. Clemens for rheumatism, will at once become the mecca for Chicago as well as other people.

The Hotel Whitcomb is a 100-room, four-story brick building, with all modern improvements, including steam heat, electric light, elevator, rooms single or en suite, with private baths. Some \$10,000 worth of improvements are being made on the property at the present time, including mosaic floor, quarter-sawn oak interior finish on first floor, fifteen rooms with private baths, new counter and cases; be-

sides adding several new departments, including barber shop, billiard room, cafe, buffet and bowling alleys, all in connection with hotel office and under hotel management. The property is strictly first-class in every respect and thoroughly up-to-date and the hotel has a very good reputation and enjoys a large summer resort patronage and a very good commercial trade all the year. In addition to all the above, and drilling the well, they have purchased additional property adjoining and now have ample ground and excellent location for a modern bath house, to be connected with hotel by steam-heated passageway, so that guests can go to and from the baths in their robes.

There is no question but that the Whitcomb Hotel and mineral baths will be a very good business proposition.

We quote from a letter from Mr. J. R. Hayes, of Detroit, whose endorsement is reliable, as all hotel men know:

"You ask my opinion as to probable success of Hotel Whitcomb, with mineral baths in connection. In reply, I have only to say that if I were not overburdened I would be glad to join you."

We also quote from H. F. Moeller, G. P. A. Pere Marquette Railway:

"Your proposition to build a modern bath house in connection with Hotel Whitcomb would be a big success for the following reasons: St. Joseph has so many natural advantages and is so beautifully situated on a bluff overlooking the lake; is already a popular resort; its accessibility is a guarantee of success; I predict for St. Joseph fame and popularity surpassed only by Atlantic City on this continent. We will by best service, fav-

orable rates and consistent advertising immediately insure success of your venture."

Mr. J. H. Graham, of Graham & Morton Transportation Company, says:

"We will advertise your hotel and mineral baths in connection with all our advertising free of any cost to you. We will provide best service, popular rates and guarantee to keep you full."

Mr. A. W. Wells, President Union Bank here, says:

"I congratulate you and believe you will make your hotel and bath house one of the best paying institutions in our city."

Mr. J. M. Ball, President Commercial National Bank, writes:

"Accept congratulations. I think it a good proposition and it certainly will be a money maker."

Endorsements: Frank V. Newell, a prominent Chicago architect, on the possibilities in St. Joseph with hotel and bath house connected; Mr. Theodore Van Damme, architect, who built most of Mt. Clemens bath houses and who is now working on plans for St. Joe. He says: "With the same water and your location you can't be beat."

In addition to these they have had favorable expressions from J. Boyd Pantlind, of Morton House, Grand Rapids, Michigan, who says: "Your proposition looks to be a good one." Geo. A. Hock, hotel broker, Chicago, writes: "If you will put up a nice bath house you will be right in it;" and from many others.

All one has to do to satisfy himself that there is money in hotel and mineral baths is to go to Mt. Clemens and see what they have done and are doing there.

Vincent & Blake have received assurances from a good many that they would be glad to take stock if a company was organized and they have therefore decided to call a meeting on Saturday, March 11, for the purpose of organizing a stock company. All commercial men who are interested are invited to attend as their guests.



DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Grand Rapids, Mich.

**Subscription Price**

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, March 1, 1905

**GENERAL TRADE REVIEW.**

The steady and rapid advance in the average of prices in the Wall Street securities market seems at last to have interested the trading public to an extent which doubled the daily rate of transactions as compared with the previous week. There is at the latest a reaction from this phenomenal rate of trading, but not in prices. The average of sixty leading railway shares is making a new record as compared with any since the high tide of 1902, and the level now attained is within \$3 of that highest mark in recent times. That the flood will rise well above this before any possible serious reaction seems assured. Among the favorable conditions already having effect, and promising more, is the merger of the Southern iron and steel properties making a corporation to stand next in importance in that trade to the United States Steel Corporation. If managed with the judicious conservatism which has characterized the greater company the effect is bound to be far-reaching in all industrial lines, and not least in transportation. As an indication of the feeling of the public as to investment securities the offer of \$25,000,000 of the Missouri Pacific bonds by Kuhn, Loch & Co. is reported to have been over subscribed ten times in less than one hour. Naturally this will encourage other roads to put out bonds, so that an abundant supply of these may be anticipated before long. The outgo of gold has finally ceased, but the demand for money from domestic industrial needs is such as to secure a healthy hardening of rates.

Better weather conditions throughout the country are accompanied by greatly increased activity in mercantile distribution in all parts of the country. The inclement winter has reduced stocks of heavy wear to a normal condition and decks are generally clear for spring operations. Reports of orders are favorable all along the line and enterprises of every sort are being started with the utmost confidence. Manufacturing returns are decidedly encouraging, iron and steel still taking the lead. Blast furnaces are receiving large

orders for pig iron, to an extent which may exceed current consumption, but this will easily be cared for by the increasing activity in the mills. The heavy woolen trade comes to the end of the season with everything sold, but is hesitating as to the future on account of the uncertainty in prices of the staple. A better foreign demand has put the woolen mills into good shape for months to come and shipments of footwear from Boston exceed those of a year ago, in spite of the hesitation in future orders.

**THE PRICE OF PEACE.**

It appears from the dispatches that in Russia the question of securing peace has been anxiously and earnestly discussed in official circles. Of course, when the Czar sues for peace he must be prepared to make a good many sacrifices and to give Japan a good many rights it does not now possess except as it holds them by force. It is said Russia is willing that Korea be placed under Japanese suzerainty, that Port Arthur and Liao Tung Peninsula should be ceded to Japan, that Vladivostok become a neutral port with an open door, that the Eastern Chinese Railroad be placed under neutral international administration and that Manchuria as far north as Haschin be restored as an integral part of the Chinese empire. All these things and more Japan can be depended upon to demand and there is every reason for saying that more must eventually be granted if peace is to be declared and the war ended.

In all this peace talk it should be remembered that Japan is not taking the initiative. The Japanese have been the victors and it is as well established in war as in politics that to the victors belong the spoils. It is said in the dispatches from Russia that the Czar and his advisers will oppose paying or agreeing to pay an indemnity. That is the exaction they most dread and the one they are most anxious to avoid. They have been so thoroughly whipped in Manchuria that they have not a leg to stand on in asking for the retention of any territorial rights there. The terms as suggested from St. Petersburg will not be acceptable in Tokio and there is no reason why they should be. Japan has been at a terrible expense, not only in money but in lives, to win these victories. It will ask and indeed demand an indemnity and it is difficult to see how Russia can avoid an agreement to pay it. Such a course is in accord with precedent. Of course the Czar's government has been under heavy expense and already his poor people are trodden down and oppressed by exorbitant taxes. Be that as it may, payment of a generous indemnity extending over a reasonable time will be a great deal cheaper than the prosecution of the war for an indefinite period and failure to make peace in the East means a continuance of turbulence at home. It is certain that the war must be ended on terms agreeable to Japan.

**KANSAS BLEEDING AGAIN.**

There is no other state in the Union which has so much trouble as Kansas. Its seasons are either too wet or too dry, its crops too scanty or so large that the price is low. The wind always blows there too much or not enough and for most of their ills and ailments they seek a remedy in legislation. Kansas is always bleeding about something and they can say like the man whose tongue was a little tangled by intoxication, "If there is anything I hate it is one thing more than another." Kansans are always in a turmoil, always complaining and apparently always unhappy. Just now they are in a great state over the oil situation.

Among the things which can be taken from Kansas ground is oil and, of course, the Kansans are up against the Standard Oil monopoly. That octopus with characteristic parsimony declined to pay any more for oil in Kansas than it did in any other state and declined to sell the refined product to Kansans for less than it asked of people in Nebraska. The Kansans know there is money in oil because out of it the Standard stockholders have grown fabulously rich. Kansans want to be rich, too, and when the Standard people declined to divide their dividends the Kansans waxed warm and wroth. Legislation was at once sought as the panacea and it was proposed to establish State refineries and to put the State into the oil business. There were visions of abolition of direct tax and even vagaries about dividends to every property owner out of the oil business. The Standard octopus has refused either to buy or transport any of the products of the Kansas oil wells and so the oil which was worth so much a barrel is now worth less than a third as much. Now there is talk not only of refineries but of pipe lines and all sorts of things to be owned by the State.

While Kansans rage, the people of other states look on with interest and are entertained. There are phases of this fracas, however, that are decidedly suggestive. It is undoubtedly within the right of the Standard Oil Co. to refuse to buy any sort of oil it does not want. It might perhaps go a step farther and refuse to sell oil to Kansans. That would make them still more uncomfortable. The great corporation owns all the tank cars and pipe lines and if Kansas is going into the oil business it must supply these at great expense in addition to the refineries. Kansas oil wells produce more than can be consumed in that State, but can not successfully compete with the Standard Oil because that company is worth more and is more powerful than the whole State of Kansas. In a fight to a finish the Standard Oil Co. could say to railroads that it would not give them its business if they carried any Kansas oil. While the railroads are common carriers and must take what is offered, the Standard people could work and worry around that proposition so as

to make the Kansans a whole lot of trouble and this in a country where everybody is supposed to have equal rights to live and do business. While the situation has its amusing side, it likewise has its very serious side and shows what a power a gigantic corporation like the Standard Oil Co. really is.

There are those who claim that co-education has advantages. They say that boys and girls may as well be educated in the same, as in different colleges. Frequent events occur to cast doubt and suspicion on any such statement. Leland Stanford of Palo Alto, in California, is a well equipped university where young gentlemen and young ladies literally learn side by side. Just now President Jordan has gotten himself very much disliked because he has directed that the boys and girls can not be walking together around the campus or the village, or rowing on the lake after dark. That seems a reasonable regulation, but it has created a great commotion among the students, and they resent it as an infringement upon their privileges. There are good colleges for boys and good colleges for girls, where they can learn quite as much as in those institutions where they do their learning side by side.

The Port Huron Daily Herald is doing yeoman service for the retail trade of that city in exposing the fraudulent character of the transactions of E. C. Harley & Co., of Dayton, Ohio, whose representatives have been making a house-to-house canvass in Port Huron for several weeks. The Herald shows by comparative tables that the prices charged by local grocers are from 10 to 20 per cent. less than those obtained by the interlopers of the Buckeye State. The State Food Department sent a representative to Port Huron to obtain samples of the goods for analysis—and the end is not yet.

Kansas is cheered in its fight against the giant corporations by a decision of the United States Supreme Court sustaining a conviction under the State anti-trust law upon which an officer of a company which suppressed competition in the purchase of grain was fined and imprisoned. The decision is regarded as defining the authority of every state legislature to act against combinations that restrain trade. Gradually the body of anti-trust laws is growing and soon all that will be necessary to crush the trusts will be officials with courage to proceed.

There is a rich girl in New York who owns a valuable pet dog which frequently strays from home. But she never has any trouble in getting the animal back, for on its collar appear these words: "Please take care of me and deliver me as soon as possible to No. 2 East Sixty-ninth street, where you will receive \$25 reward." Verily a dog like that is worth finding.

# MEN OF MARK.

**H. L. Nelson, Manager Empire Produce Co.**

A considerable part of America's male population has acquired the major part of its education from contact with the world. It not infrequently happened that this form of schooling began when the student was comparatively young. On the theory that the embryo mind is a substance susceptible of receiving and retaining whatever impressions may be made upon it is based the supposition that an early education in business methods will be an advantage in future years to the individual who from choice or necessity shall begin life alone, while young, on his own account. It would be interesting to know how many of the great factors in the up-building of the country began their life's work without the advantage of a college education and how many were so equipped. While a percentage of those who occupy prominent positions in the arts and industries of the country are what are termed self educated men, any attempt to classify such individuals must be of a speculative character.

Whether or not the principle regarding dogs and fleas laid down by the redoubtable David Harum is correct, it undoubtedly is not far from the mark to say that a certain amount of work—hard manual labor—is good for any boy. It makes him forget he is a boy and that as such he is supposed to be entitled to a careless, irresponsible existence with ample opportunity to indulge the innate destructive tendencies of the typical boyish mind.

To those who rear their own social and industrial structures comes the time when they are able to appreciate necessity's rude but effective teaching. Not everyone has the hardy temperamental constitution that thrives on difficulty, but those so endowed prosper under the somewhat harsh, unyielding tutorship of this fear inspiring master. In after years the early environment and the restrictions imposed become a source of help and consolation, a reliance and a standard of value in adjusting one's relations with his fellow men and of judging possibilities of opportunities as they present themselves.

Herbert L. Nelson was born at Mexico, New York, Sept. 3, 1879. His father was a Yankee and his mother was of English descent. When he was 3 years old the family moved to Sioux Falls, Dakota, where they lived seven years. They then moved to Ithaca, Mich., where they remained eight years, subsequently taking up their residence in Battle Creek, where Mr. Nelson attended school, taking a book-keeping course at Krug's Commercial College. His first entrance upon a business career was as book-keeper for the dry goods establishment of L. W. Robinson, where he remained two years. He relinquished this position to take a position at a smaller salary with the Roadmaster of the Grand Trunk Rail-

road, where he remained for one and one-half years. He then returned to Ithaca and entered the employ of F. W. Brown, fully determined to learn the butter, egg and poultry business in all its branches. He continued his connection with the Brown establishment for six years, and when Mr. Brown sold out to the Central Michigan Produce Co. in 1903 and took the management of the business, Mr. Nelson became Assistant Manager. In January, 1904, he and Mr. Brown formed a copartnership under the style of the F. W. Brown Produce Co. and engaged in the butter, egg and poultry business in Cadillac Square, Detroit. In June of that year he retired from the firm to take the management of the Comfort Produce Co., at Bad Axe. October 1, 1904, he took the management of

Huron and twenty-four branches have already been established as follows: Millbrook, Edmore, St. Johns, Alma, Merrill, Ithaca, St. Charles, Ashley, Carson City, Durand, Flint, Lenox, Crosswell, Deckerville, Bad Axe, Pigeon, Clifford, Vassar, Saginaw, Midland, Clare, Mt. Pleasant, Lapeer, Imlay City,

It is the intention of the company to continue the establishment of local branches until thirty-five or forty have been located.

The company is erecting a new building 100x160 feet in size and three stories high, which will be occupied as a warehouse and cream-

tor butter. This plant will be supplied by cream from sixty cream stations, which will be established in the most approved dairy section of Eastern and Central Michigan.

As soon as spring opens a poultry plant will be erected 100x100 feet in dimensions.

Mr. Nelson was married in 1902 to Miss Minnie Brown, daughter of F. W. Brown, under whose discriminating care Mr. Nelson learned the produce business and to whose influence and example he attributes much of his success.

Mr. Nelson is not a "jiner," never having had time to devote to fraternal matters. His only hobby is a horse and he insists on having an hour a day for driving, believing that the open air does more to counteract the strain he feels, which comes from attempting to manage 160 men located in twenty-five or thirty different parts of the State, than any other specific he could take.

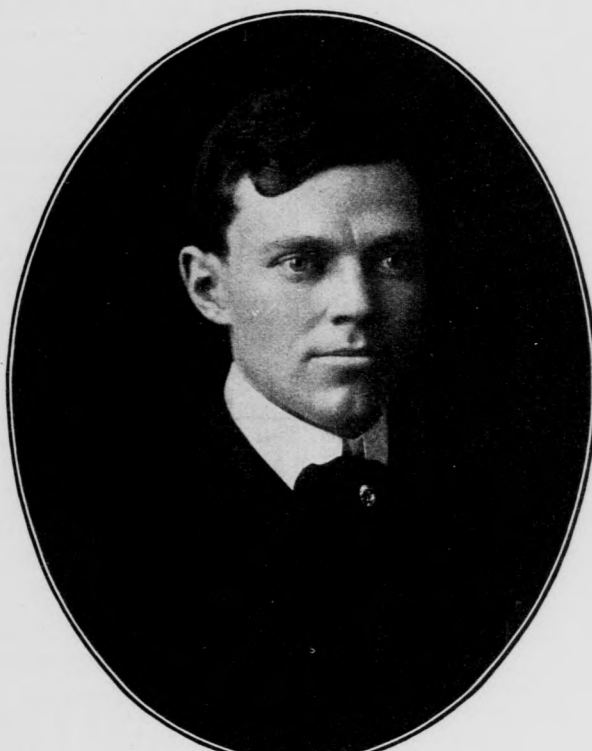
Mr. Nelson attributes his success to perseverance and steadfast attention to business, having started at the bottom rung of the ladder and gradually worked himself up to the splendid position which his experience and ability have justified him in doing.

## Grows Biggest Squash.

The biggest squash ever raised has been produced by William Warnock, of Goderich, Ont. It weighs 403 pounds and when picked was forwarded to the World's Fair at St. Louis, to be admired in the closing days of that big show.

When the World's Fair was held in Chicago Mr. Warnock sent a squash that weighed 365 pounds, but in 1898 he beat his own record by raising another squash that weighed 388½ pounds, and now last year's big squash beats this by fourteen and one-half pounds. While Mr. Warnock's competitors charge that he has some secret process of getting results in squash-raising, he attributes his success to liberal watering.

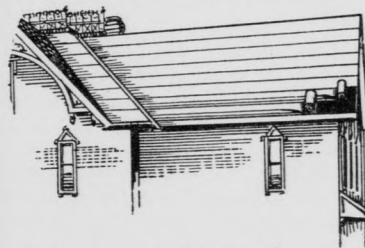
He sorrowfully admits that he has tried peculiar ways of giving size to squash, but he is now satisfied that the only thing that will increase the size of squash must come out of the vine, and the vine must get its support from the natural roots.



Herbert L. Nelson

the Central Michigan Produce Co. at Alma. In the meantime, he had visited New York, spending two weeks in the effort to get some of the large New York produce houses interested in the project of establishing a large central station in Michigan with branch houses in all parts of the State. He made several calls a day for ten days before venturing to call upon Mr. Fred E. Rosebrock, fearing that he would not be able to interest so large a dealer in the project. Contrary to his fears, however, Mr. Rosebrock entertained the proposition with favor and the result was the organization of the Empire Produce Co., with \$100,000 capital stock, Mr. Rosebrock becoming President and Mr. Nelson Vice-President and General Manager. The headquarters of the business is established at Port

ery plant, the latter having a daily capacity of 20,000 pounds of separa-



Torpedo Ready Roofing for House Tops

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

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

Established 1868.

Incorporated 1901.

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

## Guaranteed

And fully protected is the customer who uses

**H. M. R. Brand**

**Torpedo Ready Roofing**

Has thoroughly demonstrated it is the



### How Milk-Fed Poultry Is Fattened for Market.

A modern hotel for chickens. Such is the great chicken house at the National Stock Yards, East St. Louis, where milk-fed poultry is fattened for the market after having been selected from the ordinary run of birds and placed on the scientifically prepared foods for a period of three weeks. Here are all of the conveniences of the modern hotel—electric lights, steam heat, elevators, white robed attendants and valets, who are personally responsible for the well-being of the poultry intrusted to their good care. Even in the matter of sleep provision is made so that the entire chicken house can be made as dark as a photographer's dark room, so as to induce the birds to take their after dinner naps and thus assist in the putting on of fat.

During each hour in the twenty-one days every chicken has the individual care and attention of the attendants. Should any one of the chickens show the slightest sign of illness, it is immediately separated from the others. For these chickens the wholesale price is 25 cents a pound, dressed, much more than ordinary poultry brings in the open market. So far the demand for the milk-fed poultry has not extended far beyond the big hotels and the fashionable cafes.

The process of turning out milk-fed poultry is purely scientific and perfectly humane. It is patterned somewhat after the old French idea of fattening geese for *pate de foie gras*. In the case of the poultry, however, only the amount of food which it can readily digest is given at a meal. Two meals are given to the chickens daily, and after each meal the poultry feeding house is darkened, and the chickens take their after-dinner naps while the food is digested. The result of this treatment is increased weight, white and extremely tender meat and the assimilation of the tendons into muscular tissue, which in turn becomes filled with minute globules of fat. This fat is especially noticeable in the breast, wing and thigh. The commercial result claimed for this treatment is that the meat is white, more toothsome and finer flavored, while it has the same weight as capons.

The milk-feeding plant at the packing house has been in operation for several months and, although it was somewhat in the nature of an experiment when it was built, it is pronounced one of the biggest successes. For the last three months the milk-feeding plant, which has a capacity of 12,000 birds at one time, has been filled. As fast as one lot was finished a new lot would be put in. Difficulty now in finding the proper sort of poultry for fattening purposes will

cause a suspension of the plant until May.

It is expected that the industry can be operated successfully from May until January of each year. The superintendent of the plant says that it may be possible to increase the time, but so far the receipts of poultry known as the late hatch have given out, and old chickens will not do for the milk-fed process.

The chicken-killing department has a dressing capacity of 6,000 chickens a day. It is out of the regular receipts to this department that experts select the stock to be sent to the milk-feeding station. This stock must stand up well and be of the sort known as yellow-legged chickens. This fact, it is said, indicates purer strains and better blood, and the chances for fattening at a profit are better. The chickens must be young. Each bird in every lot is tested, numbered and weighed when it is received at the milk-feeding station before it is placed on the milk-feed diet. Here the chickens are given in charge of the foreman of the plant, whose whiterobed assistants place the chickens in the coops, which fill the top floor of the station. After another inspection, the birds get their first feeding.

The food is a scientific combination of buttermilk, ground cereals and ground parched meats. Great tubs of the food are prepared at a time, so as to insure uniformity. Expert feeders then take charge of the birds. The feeding is done almost automatically. The feeding stand, containing a five-gallon food holder, at the bottom of which is attached a series of valves and a rubber tube, is pushed from coop to coop. Chicken after chicken is taken out of the coops, and in the case of new birds, its mouth is opened by the expert feeder and the rubber tube is pushed into its craw. To each bird is allotted a certain percentage of food, which has been decided to be the amount which can best be assimilated, and after feeding the bird is placed in the coop. The poultry house is then darkened, and the chickens imagine it is night, and they take naps of from two to three hours. After the second or third day the chickens become accustomed to the rubber hose, which becomes to them a nursing bottle, and open their mouths anxiously as the feeder passes from one to the other.

In addition to the feeding, which is done twice daily, the chickens are weighed and inspected daily. Those which do not show a gain in weight according to the rules which have been established are sorted out and rejected. Only those which show a gain in weight and health are kept in the coops. Some birds, it is said, are perfectly healthy, but can not take on weight fast enough, although they thrive on the food. They are also sorted out, as the cost of feeding them until they arrive at the finishing stage would be too great. Close to the end of the twenty-one days, at which it is maintained that the chickens are finished, great care

We have reduced our prices, for the week, on

### Bran and Middlings

We make a specialty of mixed cars containing flour and all kinds of feed. Let us have an early inquiry.

**The Davenport CO., Grand Rapids, Mich.**

Citz. Phone 3365

Bell Phone 2265

## EGGS

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

**Henry Freudenberg, Wholesale Butter and Eggs**

104 South Division St., Grand Rapids, Mich.

Citizens Telephone, 6948; Bell, 443

Refer by Permission to Peoples Savings Bank.

## We Want Your Eggs

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

**L. O. SNEDECOR & SON, Egg Receivers**

36 Harrison St., New York

### Egg Cases and Egg Case Fillers

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

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

### Butter, Eggs, Potatoes and Beans

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

**R. HIRT, JR., DETROIT, MICH.**

## COTTON SEED MEAL

"The Richest Milk Producing Feed in the World"

Cheaper than Linseed Meal—worth \$5.00 per ton more in feeding values—pays to sell it. Get our prices—car lots and less.

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

**WYKES-SCHROEDER CO.**  
GRAND RAPIDS, MICH.

### Fresh Eggs Wanted

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

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

Wholesale Dealer in Butter, Eggs, Fruits and Produce

Both Phones 1300

must be used in handling them, as they have taken on so much weight that a broken leg or wing might result from the slightest accident. During the time that the chickens are kept on the milk-feed diet, their coops are cleansed three times daily and whitewashed daily.

At the end of the fattening period the chickens are again sorted. Those which will weigh from two to three pounds are known as broilers, and those from three to five or six pounds are classified as roasters. The chickens are then taken down an electric elevator to the killing department. Here they are suspended by their feet. Little cups are attached to their heads and a sharp knife is stuck into their throats. In the next instant another knife is stuck into their brains, and the men pickers then begin their work. There is a period of fifteen to twenty seconds after the knife is stuck into the chicken's brain in which the muscles are all relaxed, and the feathers can be stripped from the skin. The work must be done in this time, for if it is not the extreme tenderness of the skin would result in its being torn during the picking process. From the pickers the chickens pass on to women, termed "tippers," who dexterously pull out the fine pinfeathers which housewives usually singe off.

After the picking process the chickens pass under the scrutiny of the man in charge of the selling department. They are then rolled separately in parchment paper and packed in boxes containing a dozen birds each. They are then placed in cold storage houses until sold.

#### Observations of a Gotham Egg Man.

The receipts of eggs at New York last week, 13,935 cases, were the lightest that we have had in any week since 1895. In February, 1895, we had the lightest egg receipts for a number of years previous and for two consecutive weeks they fell below the present small scale; for five weeks prior to and ending on March 2, 1895, our egg receipts were respectively 16,078, 19,577, 18,102, 12,829 and 11,679 cases. During this time prices fluctuated between 25c and 34c a dozen, but of course the consumptive demand ten years ago was much less than now at any given price.

The unusual shortage in egg receipts and the extreme prices ruling have attracted some Canadian limed and glycerined eggs to this market; the former are, of course, no novelty to our trade, being preserved in the same way as adopted by those who pickle eggs in this country. But the glycerined eggs, I believe, have never before been introduced to our dealers. These glycerined eggs are preserved in a pickle, the same as limed eggs, but are subjected to a later treatment for the purpose of removing the lime from the shell and substituting a soluble sealing material. The material is not glycerine, and while it is supposed to be a secret preparation, I understand that it can be found out by anyone who wants to pay for it. In England the gly-

cerined eggs are a staple article and outsell limed eggs in price. Those shown in this market were of very nice quality indeed—most of them quite full, strong bodied and showing before the candle quite like a fresh egg; they brought at least 2c a dozen more than the Canadian limed eggs and I should think our few remaining American limers would find it worth while to look up the process.

The present situation of the egg market is a matter of absorbing interest among dealers and the trade in general. It is one which appeals to the speculative instinct and bets on the course of prices are about as frequent as sales. As a rule, apart from a few owners of surplus, the trade are anxiously awaiting warmer weather, larger supplies and a normal amount of business—for the high prices prevailing do not at all compensate the tradesmen for the pecuniary amount of dealing possible under present circumstances. It looks, however, as if we should have to put up with a small volume of egg trade for a couple of weeks to come, although there are now some signs of a little increase in shipments from the South.

The statistics show a very heavy decrease in fresh supplies as compared with last year and considering the moderate quantity of refrigerator eggs that remained on hand February 1st, it is not surprising that prices have ruled high.

Under the conditions prevailing since the first of February it is difficult to calculate the rate of consumption in this market from the statistics of the wholesale trade because of the varying quantity of eggs in distributing channels, of which no accurate account can be obtained. On February 1st the reserve stock in first hands was estimated at about 35,000 cases; on the 18th it was probably not over 20,000; adding this reduction of 15,000 cases to the receipts for the period—58,659 cases—we have 73,659 cases as the apparent trade output from first hands for the first eighteen days of February; this is equal to about 4,100 cases a day, or 28,700 cases a week. But I believe that there were less eggs in the hands of jobbers and retailers on February 18 than there were on February 1st and that the actual consumptive rate has therefore been somewhat greater than the wholesale trade output. If we call it 32,000 cases a week we shall probably be not far wrong, although it may have fallen a little from that figure at the present writing. On that basis our reserve stock ought to be pretty nearly used up in another week unless we have an increase of receipts in the meantime.

The slump in values which has occurred just at the close was not generally expected, although it has resulted from purely natural causes. When an advance is caused by withholding eggs from sale it is sure to be lost if sales of accumulations are ordered at a time when, without them, the market is sufficiently supplied.—New York Produce Review.

# Butter

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

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

W. C. Rea

A. J. Witzig

## REA & WITZIG

PRODUCE COMMISSION

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

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

#### REFERENCES

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

Established 1873

## WE ARE BUYERS OF CLOVER SEED AND BEANS

Also in the market for  
Pop Corn, Buckwheat and Field Peas  
If any to offer write us.

**ALFRED J. BROWN SEED CO.**  
GRAND RAPIDS, MICH.

# BUTTER

We can furnish you with

**FANCY  
FRESH-CHURNED  
BUTTER**

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

**WASHINGTON BUTTER  
AND EGG CO.**

GRAND RAPIDS, MICH.

Printing for Produce Dealers



### The Man Who Thought He Knew It All.

Here is a true story of a man who thought he knew something about running a shoe department, but found out his mistake after he had lost about \$4,500. He had a large department store in a town of about 16,000 inhabitants, situated in the best country on earth. The people in the town and surrounding country were very prosperous, had plenty of money and bought good things to eat and wear, and conditions in general were very favorable to his success, but he was a man who knew nothing about shoes and who was too parsimonious to hire anybody that did. And besides, he didn't like the idea of dividing honors with his clerks. He wanted to be the whole cheese, and thought what he didn't know about conducting his own business wasn't worth knowing. He was never known to keep a shoe clerk over six months, and the floating population of the fraternity for miles around had all taken a whack at him. Some stayed the limit and some didn't last half that time.

He either fired him or the clerk got disgusted and left, and the people who traded there were always sure to see some new face when they came in to buy shoes.

He did all the buying and was never known to consult his clerks about what would sell or what would not.

He never asked them how many pairs they needed of this or that, and bought without regard to the sizes he had in stock.

He would always buy heavily when he didn't need anything, and when he did happen to be out of some certain line he would turn the drummer down good and hard. And when it came to the quality of a shoe he didn't know beans.

He couldn't tell a McKay from a Goodyear welt or a channel screw from a stitch aloft, and the drummers had a great deal of fun at his expense. One of them told the following story about him: "I got him over to the sample room one day," said he, "and he picked up first one sample and then the other and looked wise. I finally asked him if he needed anything in a woman's cheap shoe. Picking up a certain shoe he said: 'Now if I could get a shoe like that for one fifteen I would take sixty pairs.'"

"It was a ninety cent India kid, but I knew if I priced it that cheap to him he would turn it down. It would not only make it look cheaper to him, but it would reflect on his knowledge of shoes, so I thought I would compromise and I said: 'Mr. W., you are a pretty good customer of ours and I will let you have sixty pairs of those shoes for one dollar ten,' and he immediately ordered one hundred and twenty pairs!"

That gives an idea of how he bought shoes. Of course, he marked the lot to sell at one fifty, and you can imagine about how many pairs he sold at that price, when other stores were selling the same shoe for one nineteen.

What few pairs he did sell didn't give satisfaction and he lost more customers by such a transaction than he made.

Well, he ran along that way for five years and his trade naturally kept falling off. If he hadn't had unlimited means he couldn't have kept up half that long, but he had other interests which produced well, and he kept on hammering at the shoe business. One day a young fellow blew in and struck him for a job. He happened to be in pretty good humor and gave him a respectful hearing.

The young fellow had been selling shoes for two or three years but through reverses of fortune had lost his job and was sadly in need of work.

Mr. W. scratched his head, looked at his book and saw that his shoe clerk had been with him the usual length of time—six months—went and promptly fired him and hired the new man at \$8 per week, which was the most he had been in the habit of paying. When Jackson, the new man, took charge the following morning, this is the condition of affairs that confronted him:

A shoe stock that would invoice about \$5,000. A narrow base, about four inches wide. Shelving which only ran about as high as his head, of irregular height, and shoes piled up on the top base in cases of irregular size. No ladders. An old-fashioned wooden counter in front of the department, extending the full length of the room. No settees or rugs. About 300 pairs of women's shoes, sizes 2's to 3's, which cost from \$1.85 to \$2.50 at wholesale. All the different styles that had been manufactured in the last five years were represented in the lot—plain toes, needle toes, opera toes, French heels, Cuban heels, common sense heels, vesting tops and kid tops, patents, enamels, common sense and all other leathers imaginable. About 180 pairs of men's congress shoes, the "congress" of which had adjourned sine die two or three years back. The tops could have been drawn over a water bucket without stretching them. This lot was made to retail for \$3. About eighty pairs of children's shoes, sizes 5 and 6. All leathers were represented in this lot, the majority of which were made up of heavy oil grain and wax calf, with heels on them! Just imagine a two-year-old child wearing a shoe that weighed a pound! No window fixtures, and upon enquiry he found that there had never been any attempt at a display. Jackson hadn't been used to that kind of a lay-out and commenced to devise ways and means of making some improvements. The first thing that engaged his attention was the old counter. He asked Mr. W. if he didn't think it ought to be removed, but that gentleman was loth to part with it. He



## Wake Up Your Town

by putting in a line of

### Skreemer Shoes

which are the best medium priced shoes on the market to day.

We are distributors for this popular line of factory shoes and we want a merchant in each town to handle them. We will send a salesman with full line of samples. Write to-day and be the lucky one.

**Michigan Shoe Co., Detroit, Mich.**

## The Top-Round Shoe

**Retails \$3.50 and \$4.00**

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

**White-Dunham Shoe Co.**

**Brockton, Mass.**

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

had had it so long that he regarded it as a distinct part of the institution.

"Why, the farmers can set the babies up on that when they are buying shoes," said he.

Jackson thought mighty hard to himself that a settee would answer the question much better, but he didn't want to spring too much on Mr. W. at the start and he held off.

But he got permission to have the counter moved, and then he commenced on the stock.

He first tackled the 300 pairs of women's odds and ends.

"Have you ever made an effort to get rid of that lot?" he asked Mr. W.

"Yes," he replied, "we have advertised them for 98c a few times, but nobody paid much attention to it."

Jackson thought to himself that he could arouse an interest and accordingly got some tables, set them up near the front of the door, got down the job lot and arranged them on the tables in three different lots. He had large cardboard signs painted, calling attention to them, and also the price in large figures, 98c, \$1.25 and \$1.50.

He got Mr. W. to advertise the lot the next day and by Saturday night about 100 pairs had been sold. He left the rest of them on the tables and every week he would announce a sale of women's high grade shoes in small sizes at the price mentioned, and in six weeks they were all sold.

Mr. W. was so well pleased that he bought a couple of new settees and rugs, at Jackson's earnest request, and raised his pay to \$10 per week.

The next sale Jackson attempted was the lot of men's congress shoes. He arranged them as he did the women's, put a 98c ticket on them, advertised them and they went quicker than the women's. Men are not quite so particular about style, and when they came in to look at the lot they saw that they were good values and bought quickly. The children's shoes came next, and they proved to be the hardest proposition of all. No woman who had any regard for her offspring would think of encasing its tiny foot in such heavy, coarse material and they went begging with a 25c ticket on them. Finally, he offered them for a nickel a pair and a junk man took the whole lot.

This left his stock in pretty fair shape and he next turned his attention to the shoe cases on top of the shelving. He commenced to save cases exactly the same size and when he would see a suitable one at another store he bought it, and in a few weeks he had a row of shoe cases up there which looked very neat as they were all the same size and shape. Instead of having the appearance of the Tyrolean Alps they looked more like a shoe store. All this time Jackson was doing some tall hustling to get business and succeeded in doubling the sales of the previous year, for he had broken the record and had been there twelve months. He was selling a better class of goods; was taking great care to fit shoes properly, made a

good window display and changed it once a week, and was getting along swimmingly.

During the next six months he prevailed upon Mr. W. to put in new shelving and a couple of rolling ladders, but it seems as if such extravagances were beginning to tell on the boss, and he came to the conclusion that he could run it a little cheaper.

One cold night in the dead of winter when Jackson got his pay envelope a little typewritten slip was enclosed informing him that his services were no longer required.

A new \$7 a week dub took his place, and in six months the trade had fallen off to such an extent that Mr. W. closed out the whole stock at a big sacrifice.

It was one of the unexplainable things of life, but there are several lessons in the narrative that a wise man can learn.—Drygoodsman.

#### Hire a Man To Worry.

A person ought not to worry when he has a man hired to do the worrying for him.

There are men who think nothing can be well done unless it is done under their own personal direction. These men are but slaves to their business.

Men boast that they know every small detail of their business. They point with pride to the many and varied details that are executed under their direction, and frequently express regret that seeing to the execution of these details leaves them little time for other work. They take pride in conveying the impression that every minute of their time is fully occupied.

The business man ought not to devote more time to business than his employees do. Physically and mentally he is constructed very much the same, and, sooner or later, overwork or constant mental strain will manifest itself in serious disorders. The business man who goes to work in the morning with a tired brain or diseased body can not do as much or as effective work as the one who forgets all about his work at a reasonable hour each day and refreshes his mind and body by a good night's sleep. Overwork sooner or later deprives one of the ability to do effective work.

The successful business men are those who manage men and leave the men they manage to manage the details. Of course, it is a good thing for the merchant to know details, so as to determine occasionally whether or not those under him are doing effective work, but the merchant who constantly sees to the small details of his business is wasting time that could be employed to better advantage.

It is the lack of confidence in his employees that makes a business man a slave to his business, and the employee a slave to his employer. When a business man employs a manager he should have sufficient confidence in his ability to let him conduct his business in the way he thinks it ought to be conducted.—Hardware Dealers' Magazine.

## Confidence



SAVAMTV

None genuine without this trade mark.

The line of shoes you can do the most profitable business with, is that line in which you have the most confidence.

Wear, ease and style are what people want in shoes—the more the better. Our line contains about the most for the money. People who know us know that this is what our trade mark stands for.

Do you see our line?

Do you want to?

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

## The Lime Light of Public Opinion

has proven all we have heretofore  
claimed for the

## Banigan Rubbers

in that they are the

### Best First and Second Quality

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

BANIGAN RUBBER CO.

GEO. S. MILLER, Pres. and Treas.

131-133 Market St.

Chicago, Ill.

### Important Features of the Problem of Advertising.\*

Advertising as it appears to the man with no experience on the subject is a mystery. It is to some a gamble or experiment, a short road to "get rich quick," to others a questionable expense which they think their business can not afford, unless some unusual scheme is invented to startle the public and draw the dollars quickly out of their pockets.

As a matter of fact the basic principle of advertising is as simple as the sowing of good seed in the spring, which properly nourished brings forth a rich harvest in its own time. "Simple" because the best kind of advertising is merely winning the acquaintance and confidence of the people whom you want as your customers.

Successful advertising is never an experiment, but rather an investment which is planned with the same care and permanent end in view as the building of a factory, or the opening of a store. Would a man of good business judgment lay out from \$10,000 to \$20,000 or more in building and fitting up a factory and throw up the whole thing in three months if he did not get his money back? Would a man open a store and pass judgment on his ultimate success in three months? Or, go a step farther, would a firm hire a lot of salesmen to go throughout the United States on a trial of three months? How much harder it is to reach people hundreds and thousands of miles away with a printed announcement placed as it must be in a magazine with hundreds of other advertisements, some of which have offered similar goods for years.

The man who tries advertising as an experiment for two or three months, and then stops because it did not pay, is what we call a "killed advertiser" and might far better have kept his money or "blown it in" where he could have gotten more fun out of it. The magazines don't want the money on this basis for it only pays the funeral expenses of that advertiser. And yet at this very time I know several boot and shoe manufacturers who are just trying two or three magazines for the spring to see what will come from it.

I agree that oftentimes, through forceful offers and carefully followed up correspondence, one can get an idea in a few months of what advertising is likely to do for him, but it is not safe as a rule to make any plan covering less than a year's time any more than you would with your new store or your salesmen. Then if there be encouragement, even if not a direct profit, you should keep on with renewed effort.

You must start as you can hold out, on a definite plan, or else your experiment will prove costly and hazardous. Ask any of the successful advertisers of to-day if this is not true.

In regard to the expenditure, I agree that an advertiser should use

\*Paper read before Boston Boot and Shoe Club by Arthur B. Hitchcock, advertising representative of the Ladies' Home Journal.

as large space as he can afford to keep on with, for it has been truly said that "you can not shoot down a regiment with a pop-gun." But on the other hand, I want to put myself on record as believing that it is far better to start small and grow big than to use so large space the first season as to discourage one with the cost when it is absolutely impossible to gain the greatest results in the first season or the first year.

Look at the great successes in advertising and see if I am not right. Governor Douglas brought his first advertisement to the Youth's Companion many years ago, and I had the pleasure of taking it from his hands. It was for two inches and neither he or James Means used more than about two inches in the first years of their advertising.

Walter Baker & Co., who have built up the greatest chocolate business in America, did not use over two inches for years.

A year ago last June I started an advertiser with two inches who ran for seven months before increasing his space. Now he is using eight inches in at least five magazines.

Another remarkable instance is where an advertiser who now has a contract with one magazine alone for \$230,000 began in 1885 with four inches per insertion.

Do not think because I quote these experiences that I believe one rule applies to all advertisers, one man may start with only two inches, while another should use half or whole pages.

I want to impress this on your minds to prove that the only way to win the acquaintance and confidence of the public is to start as you can hold out and according to your means and plan, for time and persistence alone can win this battle of advertising.

Another important feature in this advertising problem is the question of direct returns which often misleads one concerning the real value of advertising. Direct returns are useful and, of course, necessary in a mail order business, but the real value of advertising is in creating a sentiment if you will, or a reputation or demand for an article. Oftentimes the medium which sends the fewest returns is the most valuable because men and women who have ample means do not, as a rule, reply to advertisements. It is likely to be those who want something for nothing or at the least expense who take the trouble to answer advertisements.

Do not misunderstand me, direct returns are exceedingly valuable in assisting a plan of advertising and can be used in many ways to help force the trade, but they should not be considered as indicative of the real value of any advertising medium.

One manufacturer of boots and shoes told me two years ago that he could not seem to get his goods into the retail stores, but that his salesmen wrote him that if he would advertise in the leading magazines it would help to create the demand

### State Seal



\$1.75



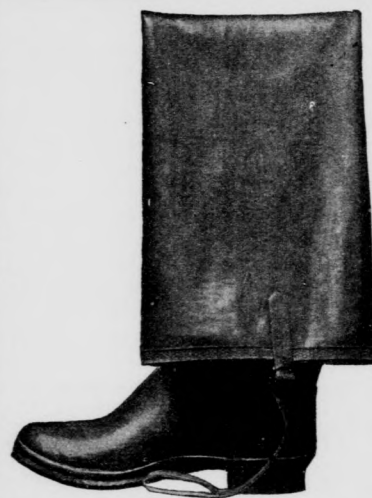
## The Shoe That Wears

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

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

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

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



## Boots Boots Boots

The time is approaching when you will need Rubber Boots.

### Sporting Boots

Decide to buy the Glove Boot now and be ready when the flood comes. Discount 20-53.

**HIRTH, KRAUSE & CO.**

**Grand Rapids, Mich.**

## WANTED CLOVER SEED

We buy BEANS in car loads or less.  
Mail us sample BEANS you have to offer  
with your price.

**MOSELEY BROS., GRAND RAPIDS, MICH.**

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1271

and force dealers to carry the goods. He began with a four-inch advertisement in one magazine and at the same time sent a copy of this advertisement to 5,000 dealers, showing that he was creating a demand for his shoes. The results were almost immediate. Dealers began to write for terms and consumers enquired where they could buy. As a result of this demand this manufacturer is now considering doubling the size of his factory.

Another manufacturer of ladies' shoes told me not long ago that he had the addresses of 800,000 customers gained through advertising and his factories are running to their utmost limit.

There are several ways to advertise boots and shoes—through mail orders—by sales through dealers and through the manufacturers' own stores. Of this latter plan you all perhaps know as much as I do through the experience of some of our largest manufacturers.

In the mail order business it is essential that the most attractive and complete catalogue be employed, for while a specific offer is made in the advertisement, readers want to know about sizes, styles and the method of measuring and ordering. Furthermore, if the catalogue is in the home orders can be sent at any time for any of the family and a permanent customer may be gained.

The most satisfactory plan of advertising, however, is that which directs sales through dealers. This may seem hard to attain at first because of the old reason that the dealer has something "just as good" or better, which is made especially for him. He says it costs from 20 to 30 cents to advertise every pair of shoes and claims that this money is taken out of the advertised shoe, making it inferior to his line of goods, and having the customers under his hypnotic power, of course, he sells his own goods. But here comes the value of keeping everlastingly at it until this dealer finds he must sell the advertised shoe because his own customers are led by their home magazine to believe that the advertised or well-known shoe is the proper thing for them.

How many of us right here in this room have been led to wear a Douglas, Regal, Crawford, Emerson or some other shoe because of its popularity and known worth. Here is an experience worth quoting: A few years ago, in conversation with three ladies in the wealthy town of Brookline, Mass., two informed me with pride that they wore "Sorosis" shoes and one a "Queen Quality." Any one of these ladies you would suppose would prefer and could afford to go to our best shoe stores and be fitted or order shoes made regardless of price or the name of the manufacturer. If this is true in Brookline, three miles from Boston, where all kinds of shoes can be obtained, what must be the power of advertising in more remote localities throughout America?

In this question, above all things, make your name and claim familiar

to the American people by a strong, forceful advertisement, but start with a reasonable plan which you can follow up and do not try to run Douglas or Regal shoes out of business the first year. You may in five or ten years, if you are bright enough, but in any event, we have more than 76,000,000 people in America who must be shod and you can get your share of their trade if you will bid for it, and there is no quicker way to get this trade than by making your name and goods known through judicious advertising in the best magazines.

#### Spider's Wonderful Silk.

The astronomer after the experience of many years has found that the spider furnishes the only thread which can be successfully used in carrying on his work.

The spider lines mostly used are from one-fifth to one-seventh of a thousandth of an inch in diameter, and, in addition to their strength and elasticity, they have the peculiar property of withstanding great changes of temperature, and often when measuring the sun spots, although the heat is so intense as to crack the lenses of the micrometer eyepiece, yet the spider lines are not in the least injured.

The threads of the silkworm, although of great value as a commercial product, are so coarse and rough compared with the silk of the spider that they can not be used in such instruments.

Spider lines, although but a fraction of a thousandth of an inch in diameter, are made up of several thousands of microscopic streams of fluid, which unite and form a single line, and it is because of this that they remain true and round under the highest magnifying power.

An instance of the durability of the spider lines is found at the Alleghany Observatory, where the same set of lines in the micrometer of the transit instrument has been in use since 1859.



## The American China Co.

Toronto, Ohio, U. S. A.

Manufacturers of

High Grade Semi-Porcelain

### Increase Your Cash Sales

By using our "Premium Saving Assortment" of dinner sets. Costs you but 2 (two) per cent. on your sales. Be your own merchant! Get Busy!

Good Goods Sell

Cut this out and write us.

## Quality the Foundation

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

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

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

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH.

## Sell Quaker Flour

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

Buy Quaker Flour

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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

45 Highest Awards  
in Europe & America

Walter Baker & Co.'s



are Absolutely Pure therefore in conformity to the Pure Food Laws of all the States. Grocers will find them in the long run the most profitable to handle, as they are of uniform quality and always give satisfaction.

GRAND PRIZE  
World's Fair, St. Louis. Highest Award ever given in this Country

Walter Baker & Co. Ltd.  
DORCHESTER, MASS.

Established 1780

### An Expert on Health and Comfort in Footwear.

No part of a person's wearing apparel so affects the nervous system as a shoe. Therefore a good fitting shoe is restful to the nerves, as well as comfortable. Now that so many people are suffering from foot troubles, broken arches and pain in the feet, the discussion of the subject becomes of great importance to all.

There are three distinct characters of feet in this country. The typical New England foot is long, with a low instep; the typical Western foot is short and full, with full toes and a good arch, while the typical Southern foot is short, with a very high, or Spanish arch. These have every intermediate kind, character and shape, with as great variety as we find in the human face, so that to model lasts to properly fit all the variations in feet is a profound study. All kinds of shoemaking should be reduced to a system to properly fit the different characters of feet, but while style is sought for more than comfort little progress will be made in this line. Most shoe manufacturers change styles of lasts every season and humanity groans and suffers.

Great progress has been made in the system of cutting ready-made clothing and the same care and painstaking should be introduced in the making of shoes. Let us explain just what we mean. The average native Marblehead man is short, thick set, with short limbs. The average Bangor lumberman is six feet tall, or more and slimly built. Open a clothing store in Marblehead with clothing suited to Bangor lumbermen and how many suits would you sell? And the reverse would be true in a Bangor store. The clothing business has been so thoroughly systematized that all sizes and shapes of men can be neatly, gracefully and comfortably fitted. A perfect system of lasts and patterns should be introduced in all kinds of shoemaking, as well as clothing, and the system classified, so as to get the best fitting qualities with any and all shapes of lasts. Futile attempts have been made to model a last and make a shoe suited to the comfort of policemen, who, as a rule, are heavy men and stand nearly all the time, and must have an easy shoe, or give up the business, and they were a dead failure. Why? Because there is just as great a variety of feet in the twelve hundred policemen of Boston as there would be in twelve hundred men in any other occupation. Expressmen, teamsters, clerks, saleswomen and people in many other occupations who stand nearly all the time need a classified shoe, not without style, or necessarily ugly, to be comfortable. People who stand all day would not go home with tired and worn-out nerves if they had properly fitting shoes.

The question is also one which should have careful consideration by all parents. The feet of children grow most rapidly from the ages of 6 to 13, and are about as long at 13 as they will ever be. Shoes for a girl 12 years old have been made on

a woman's No. 7 last. This is the age when feet should have the greatest care. This is the time when toe joints are thrown out of place. Fathers and mothers are forced to buy the conventional shoes for their sons and daughters which are twice too large in the heel, too large at the instep, too small at the ball and too short from the ball to the toe, or end of the shoe. Besides the toe joints being thrown out of place, the toes are wedged up as though they were in a vice. Every element and feature of such a shoe is wrong from beginning to end, for growing children and fathers and mothers can not buy such shoes for them, and expect them to have good feet, when they come to maturity. This shows the need of classifying children's shoes, modeling a last suited to the growing feet. The merciless shoe manufacturer says he does not care anything about the fitting of a shoe as long as it has the selling qualities and he gets his profit, so the public groans and suffers, wondering when the day will come for proper fitting shoes. The last maker is not to blame for the discomfort. He only executes the order for style and shape of the last given by the shoe manufacturer, who is using all his genius to invent some new design to excel his competitor, and produce selling qualities, and the public is compelled to wear whatever he chooses to put on the market. There is one class of shoes, varied from the regular law of proportion which would keep the largest shoe factory in the world running night and day and even then it would be unable to supply the demand.

Not only nervous breakdowns are often induced by improper footwear, but many other evil results can be traced to this cause. A lady's one day shopping in a pair of uncomfortable shoes may upset her nerves for a week. Thousands of women stay indoors most of the time because walking in ill-fitting shoes means fatigue and discomfort instead of the exhilaration and rest which should come from the most healthful of all forms of exercise.

For the last fifteen years the spiral twist in lasts has so distorted feet that doctors by the score have become specialists and have all they can do making plates and other devices to restore the foot to its normal condition. The public is seriously enquiring into this matter and asking the cause of so much suffering. Plaster casts of the feet, from which to get the model of a last are a deception, a humbug and the height of nonsense. Why? Nobody has ever made such a model with any success. The last must be made three-quarters of an inch longer than the exact length of the foot. The propelling power of the body is in the toes and the toes must be free to use that power. The foot must move in the shoe at every step, or there is no freedom of motion. This necessitates many things. The inside of the heel of the shoe should be properly constructed and tight, because the whole weight of the body strikes here first, and always hard, and if the shoe

holds the heel inside as it should, the outside of the heel will not run over, and the shoe will tread straight, or level. There should be arch enough in the construction of the last so that when the shoe is tied, the tying will not pull down the scaphoid bones. In other words, if the last is properly constructed the instep does not need to be tied down as if in a vice. We said the foot must move in the shoe.

We would do injustice to the readers of this article if we did not lay down some specified rules to bring about a vital change in footwear, and save the children from growing up with distorted toe joints, broken arches, flat feet, and all the pain and suffering which result. Let every one demand of his retailer classified shoes, a standard model of last, with standard measurements and standard style of uppers to fit standard style of lasts. The upper must be cut to fit the last, so that the buyer can go to the retail dealer and call for a shoe the size worn, the style desired and get that size and style and measurement at any and all times, and not be subject to season changes. If the public steadily and persistently call for this, the retailers must supply the demand, or get out of business, and the manufacturer must make what the retailers require. For someone is bound to supply what the public constantly demand. The world moves and a revolution in last modeling is at hand.—Wm. H. Richardson in Boot and Shoe Recorder.

### Charley the Cobbler



Charley the cobbler whose corn-making day  
Has passed in the history, for business don't pay.  
He thinks he will put on a white wing suit,  
For the HARD-PAN people are getting the fruit  
With the HARD-PAN shoe of endurance and style,  
But Charley the cobbler is lost by a mile.

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

Write us for reasons why.

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

Search the world over you will find no better rubbers than

# HOOD'S

For first grade,

# OLD COLONY

For second grade.

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

If you are out for business ask us.

We are sole agents for Michigan.

**Geo. H. Reeder & Co.**  
Grand Rapids, Mich.

### Clever Men Find Mental Relaxation in Knitting.

"Bring your knitting."

This was the habitual invitation of the days when women really had time to visit and enjoy each other's company.

A prominent physician, famous as a nerve specialist in many cities, has long tried to induce his nervous feminine patients to take up knitting or some other form of old fashioned needlework purely for the soothing, restful effects to be obtained from interested use of the flashing needles or other "fancy work" implements, and of the attractive silken or linen threads so deftly manipulated. Sometimes this wise physician has advised similar occupations for nervous, overworked, overtired men.

"There is something ineffably soothing and refreshing in the work of knitting," so runs the theory at the base of this novel treatment, "with just enough of mental and physical occupation to keep the brain free from stagnating or from indulging in distressing habitual thought."

Now comes the knowledge that many of the world's great masculine thinkers have discovered the restful, helpful influence of the simple handiwork by assistance of which their grandmothers and perhaps mothers comforted so many sorrows, "thought out" so many grave problems. It is interesting to know that several of the men of genius now much in the public eye can wield knitting needles with skill and decision, and know something of another kind of sewing than that regretfully associated with wild oats.

Santos-Dumont, the airship genius, loves both knitting and embroidery, does both with skill and enjoyment. Many a knotty point in aerial science has cleared up or worked out at the point of the knitting needle, as it were, traced to a satisfactory solution by means of the minute needle and weblike gleaming thread that creates delicate embroidered designs and flowers.

J. Cathcart Wason, noted as the tallest member of the British Parliament, and a mighty angler and sportsman, not only loves knitting but has many times dared to carry his "knitting work" into the House of Commons with him. It is always stockings, moreover, that Mr. Wason knits.

Gen. Edward F. Jones, veteran soldier, statesman and manufacturer of scales, is another individual, who believes in knitting as clearly important and "worth while."

"I learned to knit about six months ago," says the doughty old warrior. "I found it took up some of my time when alone, or when I didn't care to be read to. I didn't find it hard to learn, and now it's easy."

Sailors often use the needle cleverly, and the Hungarian shepherds, while tending their flocks, make striking embroideries upon unbleached calico with red or blue ingrained cotton, as also do the Russian peasants of certain localities. Many Scotchmen are capable knitters, and think

no scorn of helping the women of the family make shawls, stockings, scarfs or mittens. Among well bred Englishmen there is at present a decided fancy for art needlework, more than one masculine pupil recently having been admitted to the embroidery classes of the Toral School of Art Needlework at South Kensington.

The grand duke of Hesse—a great hunter, a fine shot, and anything but an effeminate individual—embroiders most skillfully. His tapestry frame is always close at hand in his room, the early morning being his favorite hour for embroidering. Sometimes, when particularly engrossed with an especially fascinating piece or design, he will even begin work before he dresses, and can with difficulty be tempted to leave his frame all day.

Victor Bowring-Hanbury, who recently married the widow of the English Minister of Agriculture and took her name in addition to his own, embroiders exquisitely. Previous to his marriage this well known Englishman made beautiful embroidered cushion covers for his mother's drawing room.

A number of the finest, most distinguished masculine "art craft" workers of present day America take pleasure in similar efforts. At the unusually effective Chicago exhibition of arts and crafts experiments and endeavors, held at the Art Institute in December, 1904, were shown a number of strikingly artistic and wonderful sofa pillows, curtains, chair covers and hangings designed and executed by masculine hands in many parts of the country.

Wellington J. Reynolds, a Chicago portrait artist, is the deprecating possessor of some remarkably beautiful specimens of embroidery, self-designed and worked. Mr. Reynolds, who

says that he "feels like apologizing for" the lovely things that anyone else would possess with delight and glory, took up the work of artistic embroidery at the advice of a physician who prescribed it as a cure for nervousness.

Most of the gorgeous, heavy ecclesiastic embroidery noted abroad is made by men, but Mr. Reynolds determined to follow the gentler Japanese school that also is mainly upheld by masculine workers. He began with a Japanese curtain, exquisite with small, perfect figures. He followed up the attack with some wonderful serpent, bird and dragon designs done on old pink satin. An unfinished piece of work, designed for a sofa pillow, represents an exquisite feminine head, with aureole. The lines, poses, features, and even facial expression of all these figures present absolute perfection. The only real difficulty met by the artist, now too busy with his ordinary brush and portrait work to do much at embroidery, was that of finding good colors for backgrounds. For this reason the marvelous bird and dragon hangings are yet unfinished.

"I enjoy embroidery very much," says Mr. Reynolds, "and find it exceedingly restful. Since there is no sex in art, I fail to see why men should not do artistic needlework as well as women." John Coleman.

#### One Comfort.

"Waiter, these are mighty small oysters."

"Yes, sir."

"And they don't appear to be very fresh, either."

"Then it's lucky they're small, ain't it, sir?"

The first time a young man falls in love he wonders what struck him.

Our salesmen are now on the road with the finest line of

### Fur and Fur Lined Coats

#### Plush and Fur Robes and Horse Blankets

ever shown in Michigan for next season.

They will soon call on you. Do not buy until you see what we offer. In the meantime send in your orders for what you need now, we still have a good stock. Our line of harness and collars is better than ever.

Wholesale Only

**BROWN & SEHLER CO.**

GRAND RAPIDS, MICH.

### 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

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

# HAND SAPOLIO

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

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



### Style Tendencies in Little Folks' Wearables.

There has been a goodly attendance of buyers in market during the fortnight. Many of the visitors are representatives of local firms, although the retailers coming from nearby and faraway points have been in the majority. The small buyers complain of the scarcity of desirable merchandise and the advances they have been called upon to pay for staples and fancies. Some intimation that small clothiers would have to pay more money for their clothing was given in a previous report. Big buyers, however, declare that they have been well taken care of by their manufacturers, and account for their not having had to pay advances by getting their orders booked early and by the large quantities of merchandise covered by their orders.

Notwithstanding the scarcity of serges, due largely to the enormous yardage which has been taken by manufacturers of girls' dresses, women's tailor-mades and bathing suits, the buyers for the big department stores declare that they have had no trouble to get all the serges they wanted at old prices. Yet it is a fact, nevertheless, that the mills are daily urged to make deliveries to the clothing manufacturers of serges still on order, and every new lot of serges offered by the mills has a new price added, showing the firm condition of the serge market, not only on low and medium but on high grades as well.

We find that all the department store buyers have plunged unusually heavy on serges for spring and summer, believing that at the prices they have been able to get, the merchandise they will have to offer represents the best values that can be procured. There is no mistaking the position of the buyer who prefers to invest in serges at old prices in preference to fancies at higher prices. He is looking for big profits, and does not mean to have them curtailed by any uncertainty. He knows he can sell a quantity of serges and some novelties and fancy cloth suits, but as serges are safest he prefers them. Where serge lines have been advanced they represent an increased cost to the retailer of from 7½ to 10 per cent.

The month thus far has not been as satisfactory at retail as January. The heavy snowstorms, with the cold weather which followed them, have kept the country roads blocked and prevented an inflow of country shoppers and limited business to transactions with nearby trade. Some of the big stores invested quite liberally in printers' ink in their efforts to create interest in their sales, but the heavy condition of the roads, taken with the indisposition of people to venture out in numbers while the

weather was severely cold, caused many dull days, which were run under heavy advertising expenses.

Wash suit sales were featured during the fortnight by several of the leading department stores, but the business done was not equal to that of last year for the corresponding period. A day or two of bad weather with a sale on counts heavily against the department, as the work and expense have all to be repeated later when the weather is more favorable, and the expense of the department is thus augmented, making the showing of the month unsatisfactory.

Heavyweight stocks, however, are normal for this time of the year, and as buyers are receiving their lightweight, which will be displayed early next month, the old stocks will soon be shoved aside for the new. The disposition of the department managers is to make as early a beginning as possible for the new season.

The stores doing a high-class trade have already moved their heavyweight stocks back and given the space they formerly occupied to spring woollens and wash goods.

There is quite a difference of opinion among clothing managers regarding what will sell best for spring. Some are inclined to favor sailor collar suits in both blouse and Russian styles, while others are still partial to Etons. Again, buyers who have put their confidence in Etons with woollens and worsteds have bought very lightly of them in wash suits, believing that the sailor collar style will go best in the tub materials. The experience of the departments that have had wash suit sales during the fortnight is that the sailor collar style has a little the best of it in demand.—Apparel Gazette.

### Reflection on the Past.

William Pinkerton, the detective, was praising the various cash registering devices that have come of late years into world-wide use.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from a daily, an hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past."

"I heard of a clerk in a grocery the other day who was getting \$8 a week. He had to be on duty at 7 in the morning, and he was not through until 7, and sometimes 8, at night. The poor fellow had no time for anything but work and sleep."

"He found time, though, to get married, and the week after the ceremony he asked his employer for a raise."

"'Why, Horace,' the employer said, 'you are getting \$8 a week. What ails you? When I was your age I kept a wife and two children on \$8 a week and saved money besides.'"

"'They didn't have cash registers in those days,' said Horace bitterly."

Our thoughts about others are of less importance than our thoughtfulness of others.

# Wake Up Mister Clothing Merchant

Fine Clothing for Men, Boys and Children. Medium and high grade. Strong lines of staples and novelties.

## Superior Values with a Handsome Profit To the Retailer

If you are dissatisfied with your present maker, or want to see a line for comparison, let us send samples, salesman, or show you our line in Grand Rapids.

## Spring and Summer Samples For the Coming Season Now Showing

Mail and 'phone orders promptly attended to. Citizens Phone 6424.

We carry a full line of Winter, Spring and Summer Clothing in Mens', Youths' and Boys', always on hand for the benefit of our customers in case of special orders or quick deliveries.

We charge no more for stouts and slims than we do for regulars. All one price. Inspection is all we ask. We challenge all other clothing manufacturers to equal our prices. Liberal terms. Low prices—and one price to all.

# Grand Rapids Clothing Co.

Manufacturers of High Grade  
Clothing at Popular Prices

Pythian Temple Building  
Opposite Norton House

Grand Rapids, Mich.

One of the strong features of our line—suits to retail at \$10 with a good profit to the dealer.

## LEATHER GOODS.

## Some New Things Which Will Be Shown Later.

Perhaps never before has there been a greater variety of materials employed in the making of ladies' hand bags, especially in the line of prepared skins, natural, dyed, and plain or artificially worked. Many snakes, repulsive as these creatures are in the concrete, have, when reduced to innocuousness, skins of great beauty. These, when made up into the very newest shapes in bags, can not fail to be attractive and to command a good price. When supplemented by the more familiar skins of the alligator, seal, lizard, walrus, etc., they make an assortment from which the most fastidious can be satisfied.

Fairly good sizes of hand bags continue to be the best sellers. There is said to be the most demand for those from ten to twelve inches in length. Early styles in these daintily colored and finished skin bags show a pocketbook of the same material and general outline in one of the inside flaps often containing, besides the inevitable mirror, a package of the always convenient face-paper. Equipped with one of these bags, better grades of which will retail at something like from \$12 to \$15, the dainty shopper need fear few of the minor ills and discomforts incident to a prolonged shopping excursion.

Dealers report that hand bags with stiff handles will have the call this year. While those with braided and pliable handles are still shown, the general public seems to desire a change from them, and they will therefore be in less general demand. The best of these bags now have a pocket, lined with chamois, intended especially for the carrying of jewelry. They are extremely dainty, and when opened for inspection, especially if a dainty little article is shown as already in for safe keeping, are bound to have quite a fascinating effect upon the prospective purchaser.

Smart envelope bags, ranging in price from \$9 to \$25, are made of buffed alligator in red, blue, gray or tan. A bag fitted with a strap handle at the back and a memorandum card and pencil sells at \$12—or for two dollars more with a slender knotted handle, powder puff and mirror furnishings. Both styles are fitted with a double purse with center clasps, two inside pockets and an outside handkerchief pocket.

A line of envelope bags of buffed alligator, with a watch set in the front, retail at \$25.

A pretty little clock imitation pressed leather, in a "new art" design, warranted for a year, sells for fifty cents.

Something designed to appeal especially to college men are the new necktie racks made in imitation of a college pennant (Columbia, Harvard, Princeton and Yale being among current showings), decorated with regatta designs, burned in, and bearing the mystic letter of the particular college. The pennant itself is of calfskin, mounted on a board, pierced

with holes for adjustable colored pegs. Price, \$1.50.

A useful fifty-cent article is a letter file made of red leather, having the edges bound in red silk. It is in book shape, folds compactly, and is furnished with a series of envelopes, one for each letter of the alphabet.

Pillow covers of colored morocco decorated with Mexican tooled and burnished work are among late showings. In one display red, green or blue burnished leather is sprinkled with butterfly designs. The covers are laced with thongs at the sides. They retail at about \$12 each.

A commodious shopping bag of tooled patent leather is shown at \$7.50. The lining is black moire. There are no fittings.

Vanity pocketbooks of seal, fitted with mirror and powder puff, and having a double flap, are shown at \$9.

The latest showing in pocketbooks is long narrow and very flat, of envelope shape practically, and having a strap handle on the back. A pretty one of pigskin, stained in brownish mulberry shades and sprinkled with fleur de lis, will retail at about \$9.

A pocketbook of the fashionable long, narrow shape, made up in marbelized elephant leather, and decorated with a brace of Dutch lovers, in conventional finish, sells at \$6.

A chatelaine-shaped opera-bag of elephant leather exquisitely embroidered with cut steel beads, all made on an ornate gilt frame studded with cut steel, is really an artistic effort, and considered to justify a price of \$38.

A snakeskin bag, of handsomely mottled design, has the sides extended up about two inches beyond the top and pierced with a slit to form a handle of the same material. It is quite attractive as a departure from fixed designs.

## Slipping Away.

They are slipping away—these sweet, swift years.

Like a leaf on the current cast:  
With never a break in their rapid flow.  
We watch them as one by one they go  
Into the beautiful past.

As silent and swift as the weaver's thread.  
Or an arrow's flying gleam.

As soft as the languorous breezes hid,  
That lift the willow's golden lid.

And ripple the glassy stream.  
As light as the breeze of the thistle down,  
As fond as lover's dream.

As pure as the flush of the sea-shell's throat.  
As sweet as the wood-bird's wooing note.

So tender and sweet they seem.  
One after another we see them pass  
Down the dim-lighted stair:

We hear the sound of their steady tread  
In the steps of centuries long since dead.

As beautiful and as fair.  
There are only a few years left to live.

Shall we waste them in idle strife?  
Shall we trample under our ruthless feet  
Those beautiful blossoms, fair and sweet.

By the dusty ways of life?  
There are only a few swift years—ah, let  
No envious taunts be heard;

Make life's fair pattern of rare design.  
And fill up the measure with love's sweet wine.

But never an angry word. —Anon.

## The Really Important Point.

Papa—What!

Daughter—I wish to marry the Duke.

Papa—Well, I'll give up!

Daughter—I knew you would, you dear old popper you, but the Duke wants to know how much?

After a woman has told one-third of a story a man can guess the rest.

# There is No Risk Selling



## "Clothes of Quality"

because we stand behind the merchant with the promise to replace every unsatisfactory garment.

Such an assurance is very pleasing to the purchaser also. No matter where the defect becomes apparent—we will make it good.

It is not so much what we say about "Clothes of Quality" as what they prove the wearer.

## M. Wile & Company

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

MADE IN BUFFALO

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

## The William Connor Co.

Wholesale Ready Made Clothing  
Manufacturers

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

The Founder Established 25 Years.

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

Bell Phone, Plain, 1282

Citizens' 1957

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

## THEY FIT

# Gladiator Pantaloons



## Clapp Clothing Company

Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.



### Admirable Precepts To Become an Old Maid.

One of the learned professors of the Northwestern University of Chicago, in a lecture to the coeds of that institution, recently laid down the following rules of proper conduct for a young lady:

Do not seek the attentions of young men.

Never notice young men who look at you from the corner of their eyes.

Do not stroll on the campus with more than one escort.

Do not employ little devices to attract young men. A man of real worth will seek you for yourself alone.

Do not encourage the attention of too many young men; such conduct cheapens a woman.

These are admirable precepts for the way to become an old maid that it is safe to say no coed will be silly enough to follow; but the Professor's views are interesting as showing how little a man knows of what attracts a man in woman, and of how little man is able to distinguish the snares that are set for him or perceive the trap in which he is caught.

No subject is matter of more per-

petual wonder among women than this, for every Benedict thinks he married for one thing, while his wife knows that he married for something else. The things a man thinks he admired in a woman are never the qualities that actually attracted him, and if a man could really find his ideal he could not be induced to marry her. The funniest thing about courtship is that, although the man makes all the leads in the game, he never knows how it is played.

Take, for instance, the Professor's first rule of correct conduct for young women: "Do not seek the attentions of young men." Theoretically nothing is so distasteful to a man as the thought that he is being pursued by a woman. It is doubtful if women had the privilege of proposing if it would do them any good, because every man would say "No" when a fair one popped the question. A man likes to think, when he courts a woman, that he is storming a citadel that no other man could take, and that puts up a good fight against him, and is only finally overcome by his irresistible attraction. On the other hand, to marry a woman who was plainly anxious to marry him makes him feel that he has been taken in in a confidence scheme.

When a man thinks about getting married he has a picture of himself seeking out some shy and modest and retiring little creature who has always been kept unspotted from the world in the sacred seclusion of her own home; but, as a matter of fact, when he does marry he does

nothing of the kind. He marries some girl who was right out in the middle of the stage, with the calcium light turned full upon her so that he could see her. The girl who takes a man's advice about the best way to catch a husband being to stay quietly in the background is doomed to have spinster carved on her tombstone. It is true that men admire the modest and unpretentious violet, but they never notice it until they see it done up in purple ribbons behind the plate glass of a florist's window.

As for seeking the attentions of young men, no woman who knows her business does it—so far as the man knows. If she did she would not get them. She merely puts herself, as our Methodist friends used to say at the love feast, in an attitude to receive the blessing. She does not run after a man, but she camps along the path he is in the habit of walking. She does not hold him up for civilities, but when he tenders her courtesies she is so appreciative and subtly flattening that she inspires him to repeat them. She does not pop the question to him, but she leads him to the proposing point, so that he topples over of himself.

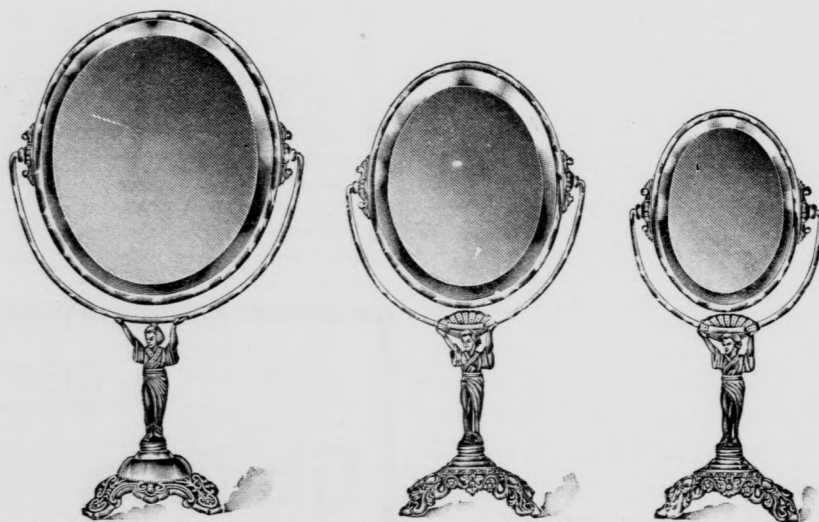
"Never notice young men who look at you from the corner of their eyes." This is the academic way of referring to the goo-goo eye, and to eliminate the goo-goo eye is to do away with the first aid to love-making. It is the manner in which dawning interest wig-wags its signal from heart to heart. As long as a man

stares at a woman with a plain, full, wide-opened eye, there is no occasion for her to notice him. So he looks at a stranger, so he looks at his grandmother, so he looks at his boarding-house keeper, so he looks at his laundress; but when he takes to glancing at her out of the corner of his eye, that is another story. He has differentiated her from the crowd. It is love's first overture, and if no woman noticed the man who glanced at her out of the tail of his eye, there would be no more marriages.

"Do not stroll on the campus with more than one escort" is bad advice any way you take it. In love, as in war, there is safety in numbers, and the girl who has a dozen beaux is just eleven times less likely to fall in love than if she had only one. Divided attractions distract her attention. She admires Dick for his intelligence, Tom for his good nature, Harry for the droop of his mustache, Bob thrills her with his football exploits, Charles comes up to her ideal of Christian manhood. Harry's chocolate creams plead for him in his absence, and it is so impossible to choose the best among so many good things that she does not choose at all.

The other side of the proposition also merits consideration, for, as far as men are concerned, no woman is so admirable as the much-admired, and the girl who limits herself to one beau seldom has any. When it comes to women, men are like sheep—they follow the leader. No man has the courage to admire a

# THREE JAPS



They are **WINNERS** you know.

Write for prices and catalogue.

## Golden Novelty Manufacturing Co.

Manufacturers of Metal Specialties

194 to 200 S. Clinton St.

CHICAGO, ILL.

woman that no other man admires, but he is cheerfully willing to chip in with the majority and burn incense before any woman who has already established a reputation as a belle. Thus will it be seen how unwise it is for a girl to limit herself to one man, whether she wishes to remain single or get married.

"Do not employ little devices to attract men—a man of real worth will seek you for yourself alone." These are noble words, full of cheer, but unfortunately feminine experience does not bear them out. For the most part, men are blind and unobserving creatures, and the woman who does not call their attention to the line of attractions that she carries is mighty apt to have them overlooked. What man, for example, would ever notice what fine eyes a girl has unless she rolled them at him, or what a little foot she possessed, except for the fact that her slippers had a habit of coming untied, or what a sweet and pure and unworldly expression she had except that she always sits in her parlor under a picture of the Madonna?

Then there are the artifices of dress. Of course, women do not dress to please men. We have the statement from their own lips. Equally, of course, men deprecate frivolity, and the amount of time and thought and money women spend on frills. Every man will tell you that the kind of a woman he admires is one who dresses plainly and simply and hygienically, and who would never be guilty of the folly of pinching her waist or wearing high-heel shoes; but it is worth while for women to take notice that no man is ever caught out with a female dressed according to his theories, and that the fluffier, the frillier and the silk lined—er she is, the more attention she attracts from the opposite sex.

As for men seeking out humble and unattractive merit and marrying it, that, too, alas! is a fallacy. It is a sad truth that the girls in every community who are fitted to make the best wives all get to be old maids. Even when a woman does possess the domestic virtues she has to call attention to them. As long as a girl is satisfied to practice cookery in the kitchen, she does it unrewarded by man. It is only when she performs her stunt in public in the chafing-dish that man perceives and applauds her housewifely accomplishments. It is the girl who darns her stockings on the front porch instead of in the privacy of her bedroom who is celebrated as a paragon of thrift and industry, who will make a good wife.

"Do not encourage the attentions of too many men." Alas! what is often attributed to woman for vanity is, in reality, mere self-preservation. Custom does not permit woman to seek her mate. She can only take what comes her way, and in order that she may possibly find the one man, she is forced to encourage all men. For a woman to get the reputation of being "offish," of being hard to please, of snubbing chance men to

whom she is introduced, is for her to build a quarantine around herself that no man will attempt to break through. Men are afraid of her, they dare not risk getting the cold should—er, and so they leave her severely alone. This cuts her chances of marrying down to nothing, and so did men but realize the martyrdom of boredom that woman goes through while she is sitting on the anxious seat waiting for the possible HE to come along—the callow youths she has to listen to, the driving grandpas she has to endure, the bumptious self-esteem of egotists whom she has to pretend to admire—they would pity instead of blame her.

On the whole, the Professor's advice about flirtation will be of little use to the coeds. The way of a maid with a man is a mystery past finding out, but it is one of the things which the silliest girl knows more about in a minute than the most learned savant does in a lifetime.

Dorothy Dix.

#### Starts the Breakfast Fire.

The most delicious moments of the whole night's nap are the few that are generally stolen in the early morning when one is well aware that he should be up and stirring—stirring the fire and getting it ready to cook the breakfast. The temptation to snooze until the very last moment is too strong for most of us, and oftentimes an extra few minutes is taken at the expense of the breakfast itself.

A device is designed for those persons who, for one reason or another, are not able to place on the shoulders of a servant the responsibility of getting the fire in proper shape to handle the morning meal. This apparatus is operated by an alarm clock, which attends to these daylight preliminaries. The fire being fixed for the night, the clock is set for such an hour as it is thought advisable to commence the daily programme. Upon the arrival of the specified time the draught door on the lower part of the stove or range is opened to the fullest extent, and the lid, which is of the revolving type, is closed, and the fire starts to hump itself along in earnest.

The connecting arrangements of this convenience are made so as to be applicable to any range or stove used in cooking, and the adjustment of the thing is so simple that a child could put it in shape.

The increasing use of rubber as tires for automobiles and other vehicles has sent prices bounding upward. The United States is a great importer of this article. This is shown by the figures, which were 23,672,000 pounds in 1884, 35,370,000 pounds in 1894 and 61,889,000 pounds in 1904. A gain of nearly 100 per cent. in ten years proves the development of the tire-making industry here. And the statistics also show how the demand has affected the price. The value of the rubber imports in 1884 was \$10,194,000, about forty-three cents per pound, while in 1904 it was \$44,477,000, or about seventy cents per pound.

# YEAST FOAM

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

# PERFECT BREAD

## Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

**WHY?**  
They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

## DOLLS AND TOYS.

## Some New Things in Store for the Children.

The buyers of toys who have just returned from abroad report the prevalence of rather unusual conditions. The Russians, who are customarily large purchasers in this line, have during the last year been too much occupied with other matters, with which the readers of the daily newspapers will be sufficiently familiar, to have done their usual purchasing; in fact, they have practically bought no toys at all the past year. For some reason England, also, which is usually a liberal buyer, has been very remiss in orders for many months past. The Japanese, of course, were never a factor in this market, so conditions are not altered as far as they are concerned. But the elimination from the purchasing field of the first two countries named made quite a difference in trade conditions, and gave abundant leisure to both manufacturers and workmen. Not to lose the time altogether, therefore, the manufacturers have spent the time inventing novelties and having them manufactured against the time when trade should be resumed. Our early American buyers, therefore, have had the benefit of this unusual state of affairs, and as a consequence have had a much larger and more varied field to pick from. Hence, their purchases have been larger, and the variety so great as to have been heretofore unequalled.

Snow skates continue to sell well. Where once used they are reported to be always in demand. They have wide runners, and hence do not tire the ankles. Where, as in the cities, there is not much snow, the boys and girls find use for them on the sidewalks, or wherever there is a thin coating of anything the least bit slippery. Being sold at a low price they are rapid sellers and should be a favorite with dealers.

Boys must have something with which to amuse themselves during the winter months, both indoors as well as outdoors. It is well to remember this, and to suggest to a prospective buyer that he rig up a small gymnasium for his family. If the idea takes, as is likely, quite a line of goods can be sold in some cases. Beginning with punching bags and boxing gloves, other goods of this class can be suggested.

In doll kitchens, between the price of \$2 and \$35 the general showing for the spring is large enough to meet all requirements. Each year marks an improvement over that which preceded it, not only in the sizes, but in the increased accuracy of the adjuncts to the standards found in actual use. The tiny agate-ware accessories are always provocative of admiration on the part of the youthful possessors.

The game of Tumbelin is one of the games which is appealing to the children of the metropolis at this season. It is being demonstrated in the large department stores, and there is generally a crowd of children about the table where it is shown.

It is neatly gotten up and appeals at once to children. The lower part of the baize board has various holes which are numbered from ten to one hundred. The three tumblers, which are weighted capsules, are started on their course down the board and land in the different holes. Several interesting games may be played with this board, and they are selling readily this season. Some degree of skill can be acquired by the players and the novice soon learns. A good article and one which only requires a good showing to sell readily.

The line of spring hammocks is now complete, and with the various new patterns and colorings, represents the very highest achievement, demonstrating the individuality and originality of our manufacturers. This season finds the manufacturers offering a larger and better assortment of patterns and harmonious colorings than ever placed on the market by hammock manufacturers. One house is introducing a new novelty, having a handsome square pillow with a perfect design of an Indian's head and a horse's head. The pillow is a loose one and reversible, and can be used for furnishing the home as well as the hammock.

There are some new styles in tennis racquets, but the great percentage of these goods are made in much the same designs as last season. It appears that the tennis racquet has at last reached a position where but few alterations are made, and the only improvement which can be offered is in the grade of material used in its manufacture. There is such strong competition in this line that each manufacturer puts as good material as he can for the money, and when the buyer buys a line which is recommended he knows what he is getting.

The ball toys are now made with the comic figures appearing in the Sunday supplement. It must be great fun to have a shot at some of the atrocious gentlemen that are presented to our gaze regularly every Sunday.

In sand toys there are many new things. The simpler the action in this class of toys, the more desirable it is, and in sand toys we seem to have worked it down to the very simplest mechanism possible.

The marvelous growth of the telephone in the last twenty years is accurately measured in the census bulletin, just issued, on telephones and telegraphs, including 1902. In the latter year there were 141 times as many miles of wire used for telephony as in 1880 and forty-three times as many instruments. The greater proportionate ratio of mileage is due to the rapid extension during the last decade of the rural service, which two years ago was more extensive than the entire business of 1880. In telegraphy, while the number of systems has decreased in this time from seventy-seven to twenty-five, four times as much wire is now used to convey three times as many messages.

## Percival B. Palmer &amp; Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago

## 4½ % Net Dividends

No Taxes—Easy Withdrawal

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

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

Drop a card and let us send you booklet.

Capitol Investment Building & Loan Association  
Lansing, Mich.

We manufacture

## RELIABLE HARNESS

And warrant them to give

Absolute Satisfaction

Send for our catalogue

Sherwood Hall Co., Ltd.  
Grand Rapids, Mich.

**MACKINAW- SEASON, 1905**



**BLUE LINE**

RICHNESS IN APPEARANCE & WEIGHT  
SUPERIOR TO ANYTHING  
BROUGHT OUT IN OUR 18 YEARS  
EXPERIENCE IN THIS BUSINESS.

STRIKING DESIGNS  
THAT WILL BE IDEAL FOR WINDOW DISPLAY.

**THE IDEAL CLOTHING CO.**  
TWO FACTORIES  
WHOLESALE MANUFACTURERS.  
GRAND RAPIDS, MICH.

## The E. &amp; H. Loose Leaf Ledger

Showing the



2-Piece Back

You can have your choice of this or the three-piece back.  
Let us send our representative to call on you.

**THE Edward Hine Co.**

Mfg. Stationers, Printers and Binders. Loose Leaf Specialties.

5-7 Pearl Street

Grand Rapids, Mich.

TELLING THE TRUTH.

Is It Impossible To Do So in Business?

It is a mistake for the young man venturing into business life to allow himself to be misled as to the world's attitude toward truth—toward that truth which fundamentally is still "mighty and must prevail." One can not help recalling in this connection the challenge of the wealthy woman a few years ago in which she offered \$1,000 to the business man who had not told a lie in the thirty days just passed. Certainly there was no claimant for the honor and the reward.

In the ranks of competitive business to-day there are few places open to that young man who might apply for a place under the solemn assurance to his employer that in all circumstances, under all conditions, and in all places he would tell the truth, the whole truth, and nothing but the truth. Even in courts of record, where a man may be on trial for his liberty or his life, a witness takes the form of oath quoted above, and a lawyer, unsworn to exact nothing but the truth, tries to force him into lie, while another lawyer may be hedging him away from the full measure of the virtue.

The man in modern business can not tell the truth in its simplicity and succeed. He can not do it for the reason that he will have no hearers. Business is not a virtue; to be businesslike is not to be virtuous. When a man in business life makes a business statement concerning anything where he has self-interest his hearer discounts it sharply and at once. No matter what the man's business for profit, the worldly wise person hearing him begins an eliminating process with the subject matter and just where he stops inside the line of probabilities will depend largely upon his credulity or lack of it.

This is a condition. Knowing it, how can the business man keep to the straight line of simple, conservative truth telling and suffer the discounting processes of the business world?

There is not a business house that would dare print upon its price tag to an article the cost price of the thing as it stands. Once upon a time when the small merchant laid great stress upon selling a certain thing "at cost," and when his selling price was never in the plain figures that are conceded now, the term "cost" by a general consent included the cost of freight and the 10 per cent. clear profit that he must have on all articles. Imagine the disappointment of some of his customers, flattered by an "at cost" concession, had they known the conditions.

At every turn in the sharp competitions of the business world one comes in touch with the business untruth in its myriad forms. A man on business applies at the information desk in an establishment wishing to see Mr. Jones. Perhaps Mr. Jones is irritable and overworked at the moment and has ordered the man at the desk to say that he is out. The

first inspiration of the disappointed one is to try to discover whether the answer is a lie. If Mr. Jones is in his office twenty feet away the answer has been an untruth in its fullest sense; Mr. Jones will not see the person and he has not nerve enough to have it said so; or he desires to see the person later and deceives him with a direct misstatement. It may be even that Mr. Jones does not mean to see him under any circumstances, in which case the result of the untruth serves later to cause the visitor trip after trip on the vain errand. Yet it would be a strong figure in the world of competition who would stand out against this universal system of business lying and admit his presence in his office at all times to all comers while refusing those whom he would not see.

The old horse trader type of man was the prototype of the modern business world. To have no friends—yet, if possible, no enemies—was the ideal state of this freebooter. From his methods an aphorism arose to the effect that a man should not believe the word of his dearest relation if a horse trade were the basis of the conversation. As the world has grown and competition has spread it has become recognized that the bottom of the strawberry box is always some distance up the sides of the vessel; that the big apples are at the top of the barrel, and that red netting over the greenest of peaches accomplishes a transformation that would astonish Nature herself. To-day the man who would go into the fruit business on any other basis would run a wide chance of becoming tangled up in the wreckage of a colossal failure.

For years one of the old, exclusive grocery houses of a certain city was conducted on the principle that everybody was honest, at least in his personal relations with his fellow man. In order to make it easier for the customers of the house two cashiers in two cages, front and rear, received the moneys from customers who took with them to these windows merely the cash memorandum of the purchase. If purchases were made at two or three or five departments in the store the purchaser has as many cash slips to be presented for payment to the cashier, front or rear. When the house had suffered losses from the crooked persons beyond tolerance, a man was stationed first to see that every person passed up to the cashier's window. But even then so many customers would buy three or more articles from as many departments, paying for only one of them at the window, that at last the house has been compelled to establish a central wrapping counter, from which no purchaser can get his purchases until he presents his several slips, all stamped "Paid."

Are most people honest and truth telling? The banker, as a class, will tell you so, but the practical experience of one of the most conservative of grocery houses is that the conservative type of patron, taken at large as he comes and goes, can not

be trusted to walk twenty feet to a window and honestly pay for goods that he has received and which he has in hand.

The public, which in the end is the sufferer from the small and the large inaccuracies and untruths of the business world, is disposed to a position exacting them. The physician has discovered that he can not afford to tell a man that his wife is certain to die of the illness which has seized her, for the reason that the distraught husband will discharge him and all other truth telling doctors until finally he discovers one who will hold out some hope to him—who, in short, will tell him a business lie. Several years ago it was discovered in a certain city that certain milk dealers were delivering milk in bottles that were just a tablespoonful or two short of the quart and pint. Investigations showed that in the manufacture of the milk bottle a slight variation over or under the full measure could be counted upon in the factories. The bottles that measured more than the full quantity necessarily had to be reborn; those that measured just to the standards were required by the responsible dealers, while those that were just enough short to pass without challenge found the readiest of all sales to the trade at large.

The business untruth is something more than a makeshift in an extremity. It has been a growth whose roots and tendrils are in the groundwork of the whole social system, and out of which the plant has been nour-

ished and flourished. The young man should keep to every ideal possible of survival in the business world, but tilting the windmill of business with the spear of truth must end disastrously. John A. Howland.

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Paints, Varnishes and Colors

Brushes and Painters' Supplies of All Kinds

Harvey & Seymour Co.  
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Jobbers of Paint, Varnish and Wall Paper

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Send now for description of our Inventory Blanks and removable covers. They will help you.  
BARLOW BROS., Grand Rapids, Mich.

Michigan Gas Machine Co.

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Manufacturers of the

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The best artificial lighting system on the market. If you will let us know how many lights you need we will send you an estimate free.

Lane-Pyke Co., Lafayette, Ind., and Macauley Bros., Grand Rapids, Mich., Manufacturers' Agents.

## LOOKING BACKWARD.

## Boy's First Journey Into the Great Wide World.

## Chapter XVIII.

A cruise of eighteen months in the ancient wooden warship, Wachusett, in the South Pacific, left me in shape to view the beauties of nature with one eye. Moreover, the bread wagon came ashore with a flat wheel. An explosion on shipboard doused my starboard glim, and for a period of five months I did all my looking with the other eye.

But Uncle Sam was good to his old shipmate. He had me freighted, at Government expense, from South America to Brooklyn, and the eye carpenters there trimmed my lamp so that the sight was almost as brisk as before. Then they paid me off, and I set about rambling some more.

The mishap that came near wrecking a mild blue eye happened in the middle of the Pacific Ocean. One day a young ensign named Clark got busy with a gun's crew of lobsters and tried to pass us out some oral instructions in ordnance. That sounds pretty good, but it is bad for the eyes. To illustrate the lecture on ordnance the ensign removed the fuse stock from a six inch shell. This fuse was a metal cylinder three inches long, containing a loaded plunger fitted with a percussion cap. Mr. Clark took the plunger out of the cylinder to tell us how it worked and dropped the plunger. As it fell I stooped forward to pick it up; the cap struck a metal plate in the deck and exploded, and my faithful eye stopped the discharge on its upward flight.

Now I know all about the working of the percussion fuse for six inch shells. Here are some of the details: My face was polka dotted with minute chunks of scrap iron, and several lumps of burning powder lodged in the eyeball. The ship's surgeon dug out the powder and bound my eye in a flour sack that had three large purple X's on it. We had the best of flour sacks. He said the wounds were nothing and that I would be all right in a few days. And so I would, had they not sent me to stand lookout on the foretop-sail yard in a wet gale. Cold settled in the injured eye, and my prospect of becoming an admiral grew quite dull and blinky.

For months I lurked on the gloomy lower deck away from the light, attired in a pair of goggles and a thick mantle of melancholy. I thought a great deal about my past, but didn't care to brood on the future.

Our ship was at sea when my lamp went out, and we were forty-five days reaching the coast of Chile. After much coastwise cruising, following the habit of warships afraid to go to sea, the tubby Wachusett fell in with the Pacific squadron at Valparaíso, and the assembled surgeons held a board of survey on my smoky headlight. Notwithstanding the eye was a fierce looking proposition, the chief surgeon the moment he beheld it exclaimed to the board:

"Do you know, gentlemen, I once had a valuable dog with an eye like that. He got it poisoned in the woods."

The surgeon then grew intensely enthusiastic—over the dog—and he went into details for the benefit of the doctors, who also seemed interested. I did hear the dog's name but have forgotten it. Anyway, they packed me off on a British mail steamer, deck passage, via the Isthmus of Panama, to the navy yard at Brooklyn. There I lingered three months in the marine hospital, better known as the Stone Frigate, with eighty or ninety bunged and battered marines like myself. A splendid young doctor at the hospital worked on my lamp until finally he got the wick pricked up out of the oil and I could see a little of everything except money.

At length, one day, the main squeeze called me to his office and wanted to know if I had any home or friends. I mentioned the ancestral hall at Mudville, Ill. A few days later they handed out my discharge from the navy and all the pay that was coming to me.

Instead of seeking the fatted calf, I took a cheap steamer to Galveston, Tex., and eventually wound up on a cattle train, which was getting pretty close to the calf. An old time winter was raging in Brooklyn and I couldn't stand the cold after the long sojourn in tropic lands and islands. From Galveston I went to San Antonio on the tin roof of a day coach in the night time and struck a bully job climbing poles for the Bell Telephone Company, which was installing a system. At this congenial task I wore a complete man of war uniform and a pair of climbing spurs lashed to my shins. It was the uniform that lured me into the navy and I wanted to get my money's worth. People came miles to see me climb poles in that rig, for storm tossed marines were said to be scarce in the heart of Texas at that period. Ever and anon I hung by one ear from the crossbar of the telephone pole, and the people felt amply repaid for their trouble.

Thus I continued to ramble and to roam, until I went to the bad at Waco. While loafing around a livery stable, expecting to get a job driving bus to and from, a gentleman who said he liked my appearance offered me a situation as traveling companion to two carloads of unsophisticated steers. The deal was closed at once. He gave me a pass, a lantern, and a long pole with a nail at the end, and the steers and I started for Chicago. I punched the animals as far as St. Louis and then grew tired of beef on the hoof. My personally conducted tour collapsed, and, while the unhappy steers went on alone to Mr. Armour, I switched off and worked the Alton road as far as Peoria, Ill., looking for foundry jobs.

The advent of summer had closed most of the shops, so I cut across on the Wabash to Keokuk, Ia., intending to take the river to the Gulf

and go to sea some more. On this box car dash through Western Illinois I passed within twenty miles of Mudville, which town had no bulletins from me in three years; but I did not stop off, having neglected to make my fortune while absent.

There is at Keokuk a Government canal, under river and harbor auspices. The man in charge of the canal had a relative high in naval circles, and my talk, togs and papers made a hit with him. Wherefore, I slid gracefully into a berth as line-man on a Government steamboat at \$40 per month and board.

My success instilled vast quantities of bitterness in the bosoms of certain youthful Keokukians, who were educated for the canal, so to speak, by swimming, fishing and falling into it since birth. But, alas! those hopeless aspirants had no man of war uniforms. Neither was there a boy among them who had an eye almost blown out in the service of his country, and could talk with the boss about squadrons and things. It was me for the soft snap, all right, and I could have been the sassiest brat on the river. Maybe I was.

Just the same, I bulged to the front and got promoted to pilot on a little towboat so small there was just room for myself, the boiler, and Mr. T. Foley, engineer, in the order named. Sometimes, when cramped for space, I used to get out on the bank to turn myself around, and Mr. T. Foley was wont to do the same. I might have commanded a bigger boat but for the enmity of the chief pilot of the canal fleet. One Sunday the old man spun a yarn about an immense tooth of some kind he found in the river. I foolishly asked him if the tooth came out of the mouth of the river. Two or three mutts laughed, and the chief pilot thought I was guying him. He never got over it. In reviewing the past it occurs to me I might have been too fresh for fresh water sailing—and in a canal, at that.

However, promotion is not always what it seems. As already stated, the boat I commanded was fully loaded with myself, the boiler and Mr. T. Foley, seated in the order named, and we had no room to carry a cook. This slight kink in the promotion business compelled me to board ashore, at the same wages, and my finances didn't do so well. Still, we did valiant service for the United States and Keokuk towing small barges of stone in the dead waters of the canal.

The name of this boat was the Messenger, and I deemed the handling of it my masterpiece in the art of perilous navigation. The Messenger was about as speedy as the boys who wear a blue uniform bearing that label. One day we ventured into the mighty current of the Mississippi. I headed the Messenger upstream and steamed full speed for three hours in the shade of one tree on the bank, then I whistled for help, and a real tug came out and got us.

But what could you expect of a boat blighted with that name?

Late in summer the fleet moved down to Quincy, Ill., and built a wing dam from the Missouri shore. They reduced me from pilot on the Messenger to deck hand on a larger boat that rated a cook. The pay was still the same, but my income was nearly doubled by the reduction in rank, and that helped a lot. While wing damming the river I witnessed one end of a moist love affair that bordered on the pathetic, and once more impressed upon me the peril of monkeying with the tender passion.

Our chief engineer on the boat, an elderly fat man, had an affair of the heart ashore, there being no ladies in the fleet. One evening the aged engineer put on his heart-breaking clothes. He wore a white vest, plug hat, and gloves, and, with a fragrant bud in the lapel of his Prince Albert, he set out to visit the fair Quincy dame. The steamboat lay with its bow moored to the bank, the stern being swung out a little from the shore, after the manner of river craft. There was a stage plank forward, but none aft. Some painters at work on the after part of the upper-deck had left the end of a plank projecting from the roof, and the pale, fickle moon threw a heavy, elongated shadow of this plank from the lower guard rail to the shore. The dark streak looked just like a staging.

Well, the elderly engineer came out of his room, the flame of love flickering brightly beneath the white vest, and started to walk ashore on the shadow. It broke before he had gone two steps. We got a flash of his splash and a glimpse of his bald head ere the laughing waters closed over it. "Man overboard!" shouted the second engineer, and two or three small boats puts off to the rescue.

The bald scalp bobbing along in the swift current served as a beacon, and sometimes a broad surface of white vest rolled into view as the fat engineer lunged and kicked in frantic endeavor to reach shore. "Laura!" he yelled at intervals. "Oh, Laura, save me!" That may have been the name of the lady. We overhauled him 300 yards below the steamboat. The plug hat was never again seen by mortal eye—probably it filled and sank, never to win another trusting heart.

Owing to the state of his wind and wardrobe, the fat engineer sent regrets that night to the lady of his choice. When she heard how he fell overboard that fickle dame also sent back regrets and the ring, and thus another rosy dream blew up. Verily, he that is in love walks upon a shadow.

When the river and canal froze up that fall I sought the Sunny South to save the price of an overcoat, and had a love affair of my own. For full particulars see next chapter.

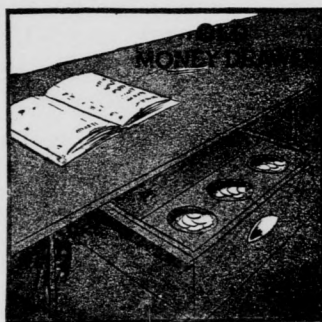
Charles Dryden.

## Occult Powers.

Miss Witherspoon—Do you believe, Mr. Jimsby, that there is in us a sixth sense as yet undeveloped—perhaps never to be developed?

Jimsby—Yes, ma'am—horse sense!

## TO SAVE MONEY A MERCHANT MUST BE UP TO DATE



### Old Methods

Were all right in their time, but the man who clings to them is sure to fail. The man who succeeds today takes advantage of every new method. These old methods cut down your profits.

### New Methods

Have been adopted by over **436,000 merchants** who decided to stop the small leaks in their business and to save their profits. New and up-to-date methods will increase your profits.

### A National Cash Register

Will stop all the leaks in your business, save all your profits, increase your bank account and pay for itself within a year out of the profits it saves.

*Write for full information.*



### MODERN CASH REGISTER



*Cut Off Here and Mail to Us Today*

**NATIONAL CASH REGISTER CO.**  
DAYTON, OHIO

I own a \_\_\_\_\_ store. Please  
explain to me what kind of a register is best  
suited for my business.  
This does not obligate me to buy.

Name \_\_\_\_\_

Address \_\_\_\_\_

No. Clerks \_\_\_\_\_

Michigan Tradesman



### He Had Been a Clerk Twenty-Five Years.

The clerk who works entirely like machinery seldom rises above the commonplace in clerking. It is a good thing to have a certain way for doing work and a certain time when certain things shall be done, but the habit of compelling everything else to bend to the accomplishment of something scheduled for particular completion in a particular manner destroys a good part of the efficiency of a clerk.

You will find a great lot of clerks scattered about the country who will proudly tell you that they have been in the business twenty years or twenty-five years, or some other extended period. If you enquire about these clerks it is probable that their employers will tell you they are good help and can handle trade all right. You will also find that these clerks reached their limit of value a long time ago and that they have not improved as helpers in stores for at least five, and perhaps ten or fifteen years. They have a particular way of doing everything, and although that way may accomplish the ends in view, it is no more possible to change the course of the work than it is possible to change the course of the Mississippi by digging a canal with a hoe.

I believe in doing things right, and I have a good deal of respect for these clerks who have been so long in the business and have retained the respect of their employers and the surety of their positions. On the other hand, I believe that merchandising must move with the changing movements of all business and that the clerk who marked down certain courses and certain ways a number of years ago and has not changed those ways and will not change them has pushed his go-cart off on the wrong track.

You see, it is like this: Trading is done differently than it was even five years ago, and the retail consumer expects to have things served up in the retail store in a different manner than they were served five years ago. The clerk of twenty-five years' experience takes his station near the front door, handles and displays his goods in the same way as formerly, talks to his customers as he talked to customers ten years ago, makes no concessions in manners, and makes no attempts to graft new ideas to his old ones, and then becomes more or less indignant because he can not sell the goods, or because the customer comes in another day and buys the goods of another clerk. It is the result of a determined and set way of doing things which has become a habit on the part of the twenty-five-year fellow.

The younger clerk watches the ways of the older one and thinks that such must be the proper ways

of doing things in order to please the owners of the business, with the result that the store succeeds in getting the biggest lot of old maids behind the counter that is possible, and the trade goes off to some other store where there are more snap and less of calendar-made action. The young clerk can learn a great big lot of business from the older clerk, but the younger clerk should bear in mind that business progresses as well as civilization progresses, and he must look out for new ways as well as attempt new ways on his own conception of things.

The looking after the new develops an activity that is wanted in every store. Some clerks will work for a couple of hours on a customer and fail to sell half or more of the goods the customer has been looking at. That clerk will blame the customer for the failure, let the explanation go in that manner and forget all about it. Another clerk will meet with a similar difficulty and will not be satisfied until he finds out the cause of his failure, or until he thinks he knows the cause, and will proceed to do differently on the next occasion. That kind of a clerk won't be in the clerking business twenty-five years, for before that time rolls around he will have progressed far enough beyond clerking to have a business of his own or be in a responsible position that needs progressiveness and new ideas in order to hold it.

The women of to-day are different in tastes and demands than the women of fifteen years ago, and the twenty-five-year clerk who tries to sell them after the same manner as he sold their mothers will find that he is less successful than of old. He says it is the frivolousness and indecision of the customers, who are given more to shopping than were their mothers. I say it is the clerk who has cut and dried ways of handling goods and customers and refuses to change his methods to suit the customers' whims and fancies. He believes in making the customer do business his way rather than allowing the customer to think she is doing business entirely her way.

Most of you do not know how to make "sheep noses" for the display of goods, but it was once a favorite manner of displaying gingham, prints and similar materials. We had a clerk who had been in the business nineteen years, and every bit of those years spent in one town, who had a mania for "sheep noses." He made so many of them and had them so constantly on display that people made sport of the store. The clerk could not catch on to why people smiled at his "sheep noses." That illustrates the fixity of the way of doing things that I am talking against. Do not get so attached to "sheep noses" of any sort that you will find it impossible to break away from them and find it impossible to understand why other people do not appreciate them as much as yourself.

Do not forget that there are many people of many ways upon whom

you will be compelled to wait so long as you serve behind the counter in any store. If you have a set and persistent way of treating everybody the same, you will find that a great many people do not seem to warm up to you and your way of doing things. You blame the people when it is your fault because of forgetting to take into consideration that you are serving and not they. That is the beginning of fixed and unbending ways of doing things, and as you allow the habit to grow you will continue to make surer that you are going to be a clerk for twenty-five years, or more.

Be on the lookout for something new. No matter if it is only a new way to hold goods or place them before a customer. Be on the lookout

## As a Safe Investment

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

**Cheboygan  
Gaslight Co.**  
\$1,000 Bonds

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

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

## Something Different

When a dealer gets out of the beaten path and begins to sell something different, especially if it happens to be our

### GOLD MEDAL ALMONDS

then people begin to take more pains to patronize such a dealer, because they feel he is trying to please them. Many merchants have increased their trade by getting in stock our superior line of candies. Better try it.

**Hanselman Candy Co.**  
Kalamazoo, Mich.

## TEN STRIKE ASSORTMENT No. 2

Packed in the same boxes as Assortment No. 1.

**A Display Tray with Every Box**  
Ten Boxes—Fifty Pounds

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

Price \$6.00 per Case

It will double your candy business.

**PUTNAM FACTORY, National Candy Co.**  
Grand Rapids, Mich.

You're to blame  
If you forget the name

**Straub Bros. & Amiotte**

Practical  
Candy Makers

Traverse City, Mich.

for some new way to put the goods in the fixtures that will be an improvement on the way the store has used for twenty-five years. Keep your ears open for some new way to talk to a customer, that you may be able to catch some idea that will help to make a sale and will help to change your opinion of how and how not to handle the people who come to the counters.

Do not throw your business entirely from your mind when you leave the store at the end of the day's work. I do not mean that you should carry it to bed and to sleep with you, but that you should have it sufficiently on your mind to be able to catch any good idea that may help in the morrow's trade. Make it a point to endeavor to get some new ideas by going into other stores and seeing how business is done there. Go to other towns and take notice of the way business is done in strange stores by strange people.

A part of the incentive for this article was found in the person of a clerk who has been a clerk for twenty-five years and has not been in any other store in the last ten years. I told him it was a thing to be ashamed of, and he seemed to think that it was a thing to boast about. His employer said that he was a good man, always dependable, always on time, always faithful, never shirking duty and forever willing to do anything to keep the store in order. That was just why he was still a clerk. He was proud of having kept within a shell; he was proud of being able to say that he knew his business so well that he had no reason for going to other stores to see things; he was proud of having a fixed way of business and always doing it that way; he was proud of being a fossil. A dozen young fellows had begun to clerk under him, had reached beyond him, had businesses of their own, or were in high-salaried positions; and he could see no further than the proud fact that he had been head clerk in that store for ten years.

Let me tell you right here that I do not want any such clerks. They may be faithful men and true, but after they become fossilized and crystallized they lose that life and energy that belong to business that goes. I have absolutely no use for fickle-minded youths, but I would rather have a clerk who makes a few errors and who is willing to correct them and be all the time looking out for something different to do, than to have a clerk with twenty-five years of ripened experience that can not be changed with a knock of a sledge hammer.

The fellow that does something new "just for fun" is not the kind of a fellow I take a fancy to, but the fellow who does something new because it strikes him as something good is the kind of a fellow to watch closely for developing into a splendid business man. The one who is afraid to try is the one who can make a failure without half trying. The clerk who occasionally wants a day to go to some other town for the purpose of seeing how business is

done there is a clerk well worth having, provided he is sincere in his endeavor. He can give a good lesson to his employer who thinks he can not spare a day for such things and must constantly stick to his desk and the aisles of the store.

To be up and doing—to be on the watch for new ways and methods—to be ready to apply what is found—to be willing and ready to progress instead of falling into fixedness of action; those are the ways of doing that boost clerks above the mental condition where they are proud of clerking twenty-five years with no progress for fifteen years.—Dry-goodsman.

#### Cultivating the Memory.

Remembering the names and identity of every person one comes into contact with is a pretty neat accomplishment, and it is one of inestimable value. There is hardly a man living who has not been unspeakably embarrassed at some time in his career by being unable to "place" another whom he has accidentally encountered upon the street or in some public place and by whom he has been greeted with apparent great friendliness and cordiality. In trade it won't do at all to forget who's who, and the more incidents remembered in connection with the former meeting the better.

A man long experienced in affairs and in youth afflicted with the unhappy failing of being unable to remember names relates how he overcame the difficulty. He entered business for himself and quickly discovered that it was a sore inconvenience to be unable to call the names of his customers. Indeed, he often embarrassed them and himself by getting them confounded. "Jones," an intimate friend said one day after witnessing a trivial mixup, "pretty soon you'll have to go out and read the sign to see who's running this store." That aroused Jones to the point of reprisal on himself and this is what he did, as he narrates it:

"When introduced to a stranger I said little, but insisted on having the name announced to me clearly. I mentally repeated it three times, and tried to associate it with something, as 'William Greenleaf' brought the idea of green leaves. June, leafy boughs, and so on; 'William' became associated with Emperor William of Germany. It is all the work of a brief moment, then I proceeded with my end of the conversation, studying the person's countenance and physical characteristics from the Bertillon standpoint and getting a mental impression of them. As speedily as possible after the meeting I wrote the name, address and a few facts about the new acquaintance in a pocket memorandum book. This I read over once a day for three or four days. Soon I found that I remembered these men instantly on second meeting and they never became hazy after that. Eventually the first mental impression, dwelt on strongly a moment, was sufficient to keep a name and identify associates forever, but I have clung to the habit

of writing the names, addresses and occupations of all business acquaintances in a book."

#### Good Manners in War.

Battle as a school for manners has not stood high. The Japanese have taught us many things, and among them the possibility of combining agreeable demeanor with war. We look upon Grant's treatment of Lee as an exception, and so it was, but the Japanese leaders have not once failed in courtesy since the war began; in courtesy, or in that modesty which is equally necessary to politeness. The Japanese may be the best soldiers in the world. They are certainly the most gracefully polite of races.

#### Gas or Gasoline Mantles at 50c on the Dollar

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



This is a picture of **ANDREW B. SPINNEY, M. D.**, the only Dr. Spinney in this country. He has had forty-eight years experience in the study and practice of medicine, two years Prof. in the medical college, ten years in sanitarium work and he never fails in his diagnosis. He gives special attention to throat and lung diseases making some wonderful cures. Also all forms of nervous diseases, epilepsy, St. Vitus dance, paralysis, etc. He never fails to cure piles. There is nothing known that he does not use for private diseases of both sexes, and by his own special methods he cures where others fail. If you would like an opinion of your case and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply. **ANDREW B. SPINNEY, M. D.**  
Prop. Reed City Sanitarium, Reed City, Mich.



## Superior Stock Food

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

Superior Stock Food Co., Limited  
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## ONIONS

We have them; also all kinds of foreign and domestic fruits.

THE VINKEMULDER COMPANY  
14-16 OTTAWA ST., GRAND RAPIDS, MICH.

### FOOTE & JENKS MAKERS OF PURE VANILLA EXTRACTS AND OF THE GENUINE, ORIGINAL, SOLUBLE, TERPENELESS EXTRACT OF LEMON

Sold only in bottles bearing our address  
**FOOTE & JENKS' JAXON** Foote & Jenks  
Highest Grade Extracts. JACKSON, MICH.



## Every Cake



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

**Fleischmann & Co.,**

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

## PARTNERS' QUARREL.

## The Part Which Their Wives Took In It.

Written for the Tradesman.

Dilway put down the morning paper, his face bright with enthusiasm, and said with something like an explosion, "Potatoes have taken a jump towards a dollar and looks as if we were going to do a big thing with what we've got. What do you say to wiring Grand Rapids that we'll take the rest of that lot we had the refusal of and clean up a hundred or two a-piece? Do it? Easy's turning your hand over. Shall we?"

Dodge, the partner, didn't answer at once. He pursed up his mouth until it made a pretty fair half-circle with the ends down, squinted his eyes almost out of sight, evidently thinking he was thinking, played a tattoo to slow time and "at last spake with his tongue:" "Don't you think we are doing pretty well as it is? We got the lot of 'em for 20 cents a bushel and 'f we sell 'em at 80 they'll net \$90 a-piece. I'm satisfied with that for one deal, ain't you?"

"You know I'm not satisfied. If you'd done what I wanted you to and asked you to, the other would have been 500 bushels instead of 300; we should have had them on hand now and instead of \$90 a-piece each would have \$150 and we can make that now if you'll say the word."

"I suppose there won't be any living with you if I say no. So go ahead; only, if you slip up on it, don't you blame me."

There was a swift step to the 'phone, an innovation which Dodge by no means approved, and a few minutes later the receiver was hung up with something akin to a bang.

"Well, there goes something over a \$100 dollars to the devil! I don't a \$100 straight to the devil! I don't ness, we don't get into it all over. If it's only for a little something to do, why say so and manage according; but if it's for making as much as we can by looking ahead and anticipating conditions intelligently and meeting them, then let's off our coats and go to work."

"I'll tell you, right here and now, Dodge, if a \$100 is going to be made by a rise in the market I rather make it, if I can, than have the other fellow do it. There are a good many places all along where that amount would fit in nicely and I want it. We need it in the business and we need it outside of the business. It'd startle you out of ten years' growth, if you were the growing kind, to have me tell you that a \$100 spent in brightening up things inside here would increase our trade, say nothing about doubling upon our self-respect; but you won't do it and here we go on rusting out when we might be wearing out, and when we get through leaving something worth looking at instead of a disreputable stain."

"That all sounds well enough. Partner"—it was a name against which the person addressed rebelled—"but there ain't much sense in it. Take this p'tater deal as a sample.

We've made a good thing on it. The apples netted fairly. You had a lot o' fun over that vegetable haul, but I noticed you tucked your \$50 gain into your vest pocket with a fair amount of satisfaction.

"If you'll look candidly over the books for the last year or two you'll find the same conditions with the same result scattered pretty thick all along, and at the summing up I guess you're willing to admit there has been anything but a running behind-hand."

"Well, now, why ain't it well enough to let well enough alone? What's the use of all this fret and everlasting worry. If you had a million to-day what would you do with it? You wouldn't eat any more nor would you drink any more nor dress any better. You would have a better house; but here's a five to one that you wouldn't be any happier in it than you are now—I don't believe you'd be so happy. Any way you're going to have that one of these days and all you've got to do is to live up to it. My idea is that you'd better make up your mind to be contented. Jest take mighty good care of the trade we've got; look out for the little things and the big ones will take care of themselves."

"Yes, but that isn't the thing to do. Take this potato deal. You knew and I knew that, ten to one, potatoes were going up. We went ahead enough to buy 300 bushels. We had a chance to buy 500 hundred and you wouldn't do it. So we are out that much. It was a hay-seed business and I don't like it. It doesn't pay."

"'Twould have paid if the market hadn't gone against us."

"But it did. There was every indication that it wouldn't and we just sat still here watching the market go up and let somebody else pull in the profits that might just as well as not have been ours."

"I'm sorry the thing went against us; but you know why I wouldn't. I did it once and got bit and you were not over and above careful what you said to me. As long as the deal was a gain I'm satisfied. 'Contentment is better than wealth.' We'll make it in the long run. It may take more steps to get there, but what's the odds if it does take a little longer?"

"The odds? Just this: We are lounging around here half asleep. It rains porridge and instead of having our tubs out and right side up we hold up our little porringers and chuckle if we get enough for a smell. The odds is the difference between the porringerful and the tubful. You may like it, I don't. We've been trying that way for three or four years now and I've got all I want. What do you say to throwing the thing up? I'm ready to sell out; I don't care which—one thing or the other and right straight off."

"Do you mean it?"

"That's exactly it."

"When do you want the thing settled?"

"Now—any time."

"Say to-morrow."

"All right, to-morrow."

For the next twenty-four hours

there were two quiet men in the Grandville store. Dodge's comfort in reflection was a deliberate tapping of his chin with his left fore-finger, while Dilway's was a rapid inverting of his lead pencil from point to point. Each had a piece of exciting news at the dinner table that day and about 3 o'clock Mrs. Dilway and Mrs. Dodge met each other, each on the way to each other's house.

The distance to the Dodge home was the shorter and both were soon going in that direction. They did not wait to get there.

"Did you ever!"

"No, I never did!"

"What's to be done?"

"Bump their heads together!"

"That won't do any good. There's a reason that's got to be looked after." It was Mary Dilway who was talking. "Harry's always on the lookout for something large. It isn't exactly the get-rich-quick idea, but he isn't contented unless there's a 'deal with a risk in it,' as he puts it. He's in his glory if he can't sleep over some business venture and his happiness isn't quite complete unless he can talk it over with me from 11 until after 2 o'clock in the morning; and then he wonders what makes me so cross the next day. He does not seem to realize that his one salvation in business is the sober sense of Mr. Dodge, and that the minute he cuts loose from him he is going at once to the financial dogs."

"And how about the Dodge side of the house? Fred is my dear husband and all that; but, dear me! His

trouble is his ancestry. 'Fred, I wish you'd stop at the butcher's on your way to the store and tell him to send us some veal for dinner.' 'What's the matter with a roast?' 'I'm tired of roast beef and I want a change.'

GRAND RAPIDS  
FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich.

The Leading Agency

The Old  
National Bank

Grand Rapids, Mich.

Our Certificates of Deposit  
are payable on demand  
and draw interest.Blue Savings Books  
are the best issued.

Interest Compounded

Assets over Six Million Dollars

Ask for our  
Free Blue Savings Bank  
Fifty years corner Canal and Pearl Sts.

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

G. R. &amp; I. Ry.,

Grand Rapids, Mich.

"That's no reason. The Dodges for the last seventeen generations have had roast beef for dinner and what was good enough for them is good enough for me. I guess we'll have the roast!"

"You make me envious. Tom wants three kinds of meat at the same meal. He takes a nibble of each and I must eat the rest or throw it away. He won't have anything warmed over; so there we are. I'm indulging in anti-fat!"

"Another of Fred's ancestral inheritances is economy in the kitchen. He likes to come in when I'm paring potatoes to see that I don't have the parings too thick. He doesn't like things sweet and likes to drop in to stop my putting in too much sugar. If it was a whim I wouldn't care, but it's a principle. Don't waste potatoes in parings and you'll get rich. 'Look out for the pennies and the pounds will take care of themselves.' Sugar saved is as good as sugar earned. Fred in business by himself! Three months would finish him. The fact is, Mrs. Dilway, these men must be made to pull together. They don't see it and they won't see it unless we make them. They pull and haul like a pair of oxen. You know where I stand and it's easy to see your position. We'll put our feet down squarely about dissolving partnership. Then we'll have a dinner—we'd better have it here and we'll see if we can't get these—well, mules—to stop kicking. Mr. Dilway's push and far-sightedness is a prime element of success—no business can

prosper without it—and my Fred is a splendid fellow to see that the potatoes are sprouted in the spring and the molasses doesn't drip on the back-store floor, and that no money is wasted in brightening things up! I have a little money in the business and so have you; let's use it as a lever to pry these men into position and keep 'em there. Shall we?"

Strange as it may seem, the partners forgot their engagement that day, and the next went by with no reference to it. On Sunday the Dodges had the Dilways to dinner, and it was a dinner worth eating. Dilway dotes on duck and the Dodges for seventeen generations have had turkey for extra occasions and Fred ate with the traditional appetite of his ancestors. For dessert there was pumpkin pie and mince pie—Mrs. Dodge was a W. C. T. U., if those are the right letters, but she put brandy into the mince meat, for all that—and those fellows are each two pieces, so that when they came to the coffee they were quite satisfied with one cup; and when the two men finally got down into a couple of easy chairs in the library, where a cheerful hickory fire greeted them as only that kind of fire can, those men were only so much clay in the hands of those potters, who proceeded at once to fashion them as they saw fit. Mrs. Dilway began:

"We women folks have been thinking this partnership business over and we think the best thing is to throw it up"—both men looked up, scared, and suddenly drew in their

breath—"and start in fresh on a new policy. No business thrives with fighting partners, any more than it can thrive without a far-seeing, wide-gauged man and a careful, matter-of-fact, detail-watching one. That isn't all. You are both so far apart that you both overlook some pretty valuable territory lying between extremes. We're in Grandville and Grandville, like other towns of its size, is a way-back if the store is under way-back management. That's a fact. While Mr. Dilway is watching out as he ought to watch out for chances to scoop and Fred is wondering how he can save some of Mrs. Bettis' rancid butter the store looks like time in the primer with nobody to look after it. There's where we silent partners are coming in—we women. We want Grandville to pick up. We are going to begin with the store. We're going to have the thing cleaned out and we're going to have it painted outside and in. That floor is going to be scraped and mopped. The back store is going to be cleared of its rubbish and the vegetables are going to be put there and kept there. When that's done we are going to see that it's kept as it ought to be kept. Then you two men are going to the city and you're going to get some new goods. The cleaning will include those two front windows and if you dare to come back without stuff to trim them up-to-date Mrs. Dodge and I will go and see what we can do. The fact is we two are tired of two pulling and hauling storekeepers and the kind of village

life that naturally comes from it and if you two expect any peace of mind or body, you'll stop your quarreling and settle down to business. Will you do it?"

I never have felt like finding much fault with Adam. There she was, pretty as a pink—"she had a rolling coal-black eye and her hair hung o'er her shoulders!"—and when she offered her husband a bite of the apple in her dimpled hand, it's no wonder he took it and kissed her afterwards. That's the way it was at the Dodges. Mrs. Dilway looked like Venus as she talked like Minerva, and Juno at a feast of the gods could not compare with Mrs. Dodge as she listened and nodded assent from time to time. Then we must not forget the mince pie nor the rest of the dinner, because the papers those women made those men put their names to were the result of it. So Dodge said he thought they had been listening to some good sound sense and Dilway said he thought so, too, and Juno affirmed with considerable earnestness that she knew they had; so that was the end of that. A little later Dilway gave a long last pull to his cigar and as he threw the short stump into the fire with considerable violence he said, "It's all right, there's no doubt about that; but for a first-class case of buttin' in this takes the cake!"

Richard Malcolm Strong.

It is not hard to believe in the total depravity of the rest of the race.

# First Highest Award

The complete exhibit of the

## Dayton Moneyweight Scales

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

**Highest Award and Gold Medal**

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

## The Templeton Cheese Cutter

received the

**Gold Medal—Highest and Only Award**

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

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

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

Manufactured by  
Computing Scale Co., Dayton, Ohio.

**Moneyweight Scale Co.**  
47 State St., Chicago



### Hardware Stores of the Present and Future.

Commercialism of to-day, as compared with that of one hundred years ago, makes us wonder if it were not allotted to the nineteenth century to record the greatest material advancement the world ever has, or ever will know. When we look upon the greater achievements and their relation to business conditions; and if perchance we see in our imagination the sudden illumination of one or more of these great commercial agencies, the next thought that comes to us is chaos, and utter disruption. So necessary to our present methods and needs are these powerful facilities, that an internal strife like that of the sixties which wrought so much misery and suffering would be compared to the calamity which would follow in the wake of this chaos as a match compares to a conflagration.

Business, like concerns, has grown to meet the demand, yea, passed. The aggressive business promoters of to-day do not wait for demand to come, they make it come. It used to be that a man bought his goods, now it were better to say, his goods were sold to him. True, we must have a sympathetic public to work on, and conditions must have advanced far enough to receive our propositions; but in the majority of cases the burden of consummating the transfer of goods is carried by the seller. He does not wait for you to determine your needs, he anticipates them for you.

The success of any enterprise depends upon these prime factors:

1. It must either fill a long felt want, or fill some want which its creation generates.
2. It must be presented with force enough to convince your prospective purchaser.
3. The length and size of your success depend upon integrity and constant effort. When you see a man or a concern who thinks that his past efforts are sufficient to warrant future business, and who gradually lessens his push, and leans upon his past achievements, it does not need a gypsy to tell his future.

The constant swirl of commercialism soon undermines and rots his prop off, and nine times out of ten he never again regains his equilibrium.

I have in mind firms who years ago, occupying the top rung of the ladder, were so thoroughly pleased with their position and themselves that their attitude seemed to place them beyond further effort; but here we see a young, aggressive fellow at the foot who is not satisfied with his position, and he immediately starts in pursuit. Mr. Contentment, on the top rung of the old ladder sees the new extension which Father Time is running up, but thinks he is high enough. Our young friend below

keeps his eye on Father Time, and before he is aware of a close second, our satisfied competitor, looking up, sees Father Time shaking hands with his young rival as he clammers to the top.

Did it ever occur to you that there was such a disease as self-satisfaction? After you get on top do not watch your neighbor on the nearest rung to you, watch Father Time as he shoves the ladder up. A runner never looks behind. His business is ahead.

We have for a great many years quoted "Necessity is the mother of Invention," which has been proven thousands of times since its utterance; but invention looking into the future becomes many times the parent of a child which at some future day becomes so universal in its fulfillment of needs as to be one of the rocks upon which the successes of our institutions rest.

In this century, a great many so-called luxuries, when they at first appeared, have grown to be absolutely indispensable after being thoroughly introduced. Take, for instance, our great telephone system. When in 1874 Frederic Graham Bell, of Boston, working on a suggestion, gave the world its first proof of what it could expect from this great achievement, it was considered a decided luxury, occupying about the same position then as wireless telegraphy does to-day. Now what is it considered, and what has it been considered for years in the business world? It is so far reaching in its office as to be not only universally employed in cities and towns, but the farmer sees its value, and is making use of it. Constant changes are being made, and business conditions are being adjusted to them, and the hardware store has not been the last to be converted.

A hardware store is as good a barometer of the world's progress as any of the other lines of trade which go to make up our industrial activities. When we say hardware, we cover a larger variety of wares than can be absorbed by any other trade emblem.

It harbors to-day in various localities specialized lines which are large enough in other localities to be treated as such, occupying a field in themselves, capable of absorbing the whole attention of some of our shrewdest managers.

Draw for a moment a focus on a hardware stock when nails were made by hand. Think back and picture to yourselves the variety of shelf goods, if they may be so called, for few were boxed like to-day, and in your imagination you will see a very meager display. Take from our present stocks those lines which have been invented and adopted during, if you please, the last fifty years. Substitute for our modern articles of trade those which were sold before the fifties. Employ the same methods which were then employed. Eliminate all modern tools and appliances from your work shop, and you have indeed an "old curiosity shop."

Our steel industry and its constant

growth is a good barometer, not only of our industrial activities, but of our advancement in the introduction of new ideas as each takes its place to become one of the many factors to which we are indebted for our present splendid conditions.

On the other hand, we have our ebb, if you will allow the phrase. Today we are deprived of the sale of certain articles which our general advancement has eliminated from our stocks.

Certain lines of carpenter tools are no longer needed because of the increased amount of mill work being done.

A tinner can no longer afford to make his own stock, nor a blacksmith his own tools, his horseshoes and his horseshoe nails; yet this is the result of growth.

This is an age of centralization, as well as specialization.

Now we have a machine shop with a collection of specialists who, like machines, know not their neighbors' work.

One man now fits your horse's shoe, another drives the nails.

Now we have a salesman and a buyer, a credit man and a man to iron down the goose pimples after his cool reception.

All are fitted for the positions, and results are more satisfactory than as if each man did his share of each office.

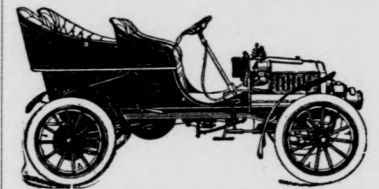
We have all noted this gradual change and can recall the constant displacement from year to year of certain lines by others.

My experience as compared with that of most of you is small indeed.

But as I look back and compare conditions, I can see in many instances line after line which has gradually been lost to the hardware man and absorbed by some special trade unless the hardware man, following the evolution, sees fit to adopt the change.

No longer does a hardware store, in some localities, have any use for base burners. The number of fur-

## New Oldsmobile

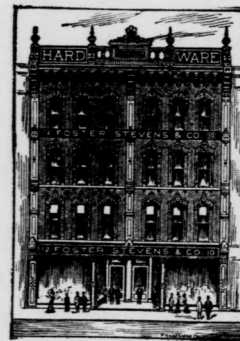


Touring Car \$950.

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

**Adams & Hart**

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



# FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

## GLASS

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

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

**Grand Rapids Glass & Bending Co.**

Factory and warehouse, Kent & Newberry Sts.

GRAND RAPIDS, MICH.

naces in use is constantly being lessened.

Every time a change is made, and a new building goes up, steam or hot water goes in; and some one else gets the profit.

The same with oil cook stoves, displaced by gasoline, gasoline by gas.

The sale of gas ranges, transferred to the gas company, which has established a custom of dispensing all appliances used in the consumption of their product.

This last evolution has driven those manufacturers not affiliated with the gas company to sell direct to the consumer at as low a price or even lower than they will to us.

Here is an evolution which in the course of our progress works an ill to the hardware store.

There are certain lines in our trade which, no matter where the locality, are considered necessary stock. All stores with the word hardware over their doors carry these.

Then again, there are lines which, owing to the judgment of the concern and the needs of the locality, are added to these staples, until such a numerous variety of stocks can be found as to bewilder even some of the oldest and most experienced of hardware men.

Our stock harbors no culinary utensils, stoves, screen doors, paints, oils, glass, refrigerators and a score of other lines which I might mention. Some carry one or more and others the whole variety, depending upon local conditions.

When a man sells much of one line and little of another, he is going to confine himself to that which his judgment tells him brings in the dollars, and eliminate that which grows shop worn before he cuts off the profit to induce his customers to relieve him of it.

Much could be said in this regard, but very little of it would be new to the majority of us.

In summing up the whole situation, no one, I believe, will deny the fact that the most successful among us are those who are abreast of the times.

As I have said before, I do not believe that there is any line of business which calls for better or more level headed men to make it a success.

It is one of the best educators of the trades and if a man is capable of carrying on a successful hardware store his business capacity and universal knowledge is far ahead of the majority of trade managers.

Our future rests where it ought, largely upon our own shoulders as individuals, and what we get out of our organizations.

We have not been the first to organize, but the rapidity of our growth as an organization, both local and state, shows us the value of mutual helpfulness and good fellowship. Some will insist upon standing in their own light until a sudden burst of illumination shows them their advantage; and I do not hesitate to predict that most all organizations are approaching that brilliancy, when all subject to any impression will re-

cord themselves and become a part of our unity.

In looking into the future and judging from our past advancement, I predict that our posterity and theirs will see conditions which are as foreign to us to-day as ours would have been to our forefathers.

I am not prophet enough to tell what these changes and growth will be, but come they will.

I can see a great need for systematized education, especially for those upon whom we depend for assistance.

The success of our business rests more than we know in the hands of our help; and the impression which they make upon the trade make for or against our success.

For instance, a local association could be made more of a school, not only for the hardware man, but for his clerks. Certain courses of study could be employed where more could be learned in our work than in six months by absorption in connection with store duties.

Why not familiarize ourselves with modern needs in salesmanship and systematized accounts, as well as talking over prices of goods?

Our clerks could enter into competition with each other to demonstrate their ability as salesmen.

Following this suggestion make actual approaches to supposed customers and endeavor to make selling impressions.

Place him in a position to make more money for the concern and incidentally for himself.

Raise him out of the rut of thinking like the little fellow did, who, upon asking for a job and was asked by the proprietor, what he thought he wanted a boy for, replied, "To pay \$3 per week to." Show him what he can do and make him acquainted with the size of other clerks, then he will have a standard to work to.

How much Latin would a man be expected to absorb by selling Latin grammars?

Show him the inside of things whose outside appearances look natural, and he'll make customers for you.

Again, we must endeavor to fight against the tendency of direct-to-consumer business. Help those jobbers and manufacturers who are true to our interests.

Do not assume a lazy attitude where your interests and theirs are concerned and through lack of push and education do not compel a manufacturer to be his own retailer.

This tendency is increasing because of the gulf which is the result of large consumers on the one hand and the acknowledged inability of the hardware merchant to handle the business on the other.

A line of goods once lost is rarely ever regained.

When a concern commences to dispense its own product, sometimes from choice and sometimes from necessity, they seldom if ever cater to our interests again.

Our existence and growth depends, as I have said before, upon our abil-

ity, and our ability is the result of education and experience.

We need the manufacturer and the jobber, and they need us. Be fair.

In the process of evolution we must conform to its demands, striving to adjust ourselves to some changes, and also prevent, as much as possible, changes which divert the stream of trade to other channels than ours.

One of these channels has grown to such an extent as to demand our utmost vigilance, and can not be passed without a remark.

Our friends, the catalogue houses and department stores, are not only a menace to local dealers and their trade, but to the community which they drain.

They differ from any of our great drainage systems in that out of the vast wealth which they annually absorb from our various localities they return not a farthing.

Your local dealer bears the burden of accounts while they pick up the loose change.

If we expect to check their growth in the future we must do so more as an organization than as individuals. We must show the public the proposition as it appears to us and as it really is.

Place ourselves in a position to cope with them, increase our facilities, prevent if possible legislation, and show our community the necessity of home patronage and home institutions.

To do this we must be a power. Power rests in unity, a unity is the

result of concrete action, and concrete action is inspired by mutual grievances. Have we any?

Grant W. Porter.

Humor is wit with a bell on.

## RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

## The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

**3½ Per Cent.**

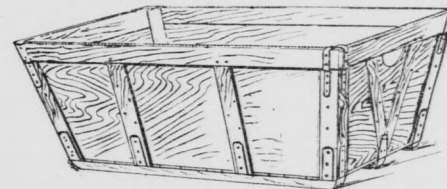
Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

## The Wilcox Perfected Delivery Box

BUILT LIKE A BATTLE SHIP



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

Manufactured by Wilcox Brothers, Cadillac, Mich.

## Michigan State Telephone Company

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

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

### The GRAND RAPIDS EXCHANGE

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

### GREAT NATIONAL SYSTEM

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

Information regarding local exchange and toll rates cheerfully given.

C. E. WILDE, District Manager

Grand Rapids.

## THE BACHELOR MAID.

Her Single-Blessedness Self-Imposed,  
With No Regrets.

Written for the Tradesman.

Some of the brightest women of the age claim this title. They are not failures, but in a happy, self-reliant manner they are accomplishing results which would be impossible on the part of women bound up in the cares and responsibilities of a home. Their celibacy is self-imposed, as many a man would gladly throw himself at their feet and bask in the rays of their reflected glory—would willingly rely on the feminine pocketbook for his cigars and theater tickets.

But my lady, having determined her walk in life, travels calmly and cheerily on with never a thought of having deprived herself of the chief blessing of life. In her estimation a husband is not the "one thing needful," nor yet the "chiefest among ten thousand and the one altogether lovely." Her time is her own, her money is her own, and she plans and executes with "none to molest or make her afraid." She has stood at the head of great reforms, carried the burden of many a confiding heart, checked the steps of the wayward debutante and rejoiced with Johnny over his first pair of skates or shown Billy how to fly his new kite. Her resources are inexhaustible and her heart's as young and true as many years ago. When she longs for change this busy little woman has but to pack her trunk and hie her away to the mountains or the seashore, or announce her approaching visit to one of many homes where she is sure of a hearty welcome.

Women are no longer old at thirty or forty, and it is a noticeable fact that the bachelor maid of that age looks younger and fresher than her married sister ten years her junior. The mirror has no terrors for her. The cause is obvious: Care free and independent, with abundant opportunity for change of thought and occupation, "nerves" are unknown in her vocabulary—her health is a menace to the doctor's family.

But has she no regrets? Never a bit! She is the dearest, most contented woman in the world, a continual comfort to those about her. The bachelor maid is not a man-hater, nor yet a man-hunter. She is the most delightful of companions, and numbers among her friends and admirers men of all ages. The cultured man can appreciate her, the bashful man is not afraid of her and poor lovesick Tommy loogs to her for consolation and advice. Should life's pathway prove hard and rugged she faints not nor falters by the wayside. "Into each life some rain must fall," and the bachelor maid is not immune from the trials and dangers which befall her sisters, but her independent life induces courage and self-reliance and she walks with no uncertain step the path before her.

The home of the writer is often brightened by the presence of a dear bachelor maid. She will never see fifty again but is so fresh and fair and cheery that none would guess

she was a day over thirty years of age. Think you this is due to a life of unalloyed happiness? Let me tell you her story, which is strictly true:

Born in one of those beautiful Southern homes renowned for hospitality and plenty, with slaves of all ages to do her bidding and every advantage before her which that section of the country could offer, life was fair and beautiful. Her father held a position of honor at our National capital, and the mother—in every particular a high-bred Southern lady—gave her loving attention to the little flock at home. Our bachelor maid—whom we will call Virginia—was as light-hearted and happy as a bird in the companionship of two older brothers and a sister two years younger than herself—surely the future promised everything to be desired and there was no hint of darkness or sorrow.

But soon a cloud appeared—no larger than a man's hand, to be sure, but so black and threatening—and it grew rapidly until the sky was overcast. Their home and slaves were swept away. The delicate mother, all her life accustomed to ease and plenty, could not withstand the shock. She was taken from them and the motherless little ones were hurried to the North to escape the horrors of war. The father, strongly Southern in sentiment, was no longer needed or tolerated in the position which would have been his strong anchor in the troublous times. Ruined financially and broken in spirit, he never regained his former vigor of mind or body.

Time rolled on. The scene of desolation to which little Virginia and her brothers and sister returned four years later can not be described. Their hospitable "kin," as the Virginians put it, opened their homes to them and these motherless children were cared for by aunt or cousin, as the case might be, for another four years. Then a new mother was brought to them from the Far North. What might have been a great blessing, had the father chosen wisely, but

served to open the flood-gates of sorrow and misery. The long wretched years that followed will never be described, but the time came when it could be endured no longer and the children fled from the roof that should have been their haven. One bright spot remained, and that was the marvelous love and devotion of the two sisters. Their hopes and joys and sorrows were identical and they clung to each other with a love so strong and tender that surely nothing but death could come between them. Yes, one thing other had power to separate them, and the blow fell so suddenly that the dull, sickening pain in Virginia's heart was almost unbearable. A handsome, manly fellow from the Far West won the sister's heart and but a few weeks passed ere she went with him to her new home. The sweet joy in her face and the love-light in her eyes cut Virginia to the quick, although she would not moan aloud and mar the dear one's new-found happiness. The one ray of light in the saddened heart of our little Southern woman was the long, long visit soon to be made to the rose-covered cottage on the sunny Pacific coast.

But, "whom the Lord loveth he chasteneth," and one blow yet remained. Only a few months of joy-

ous anticipation and then the cruel telegram arrived announcing, without the slightest warning, the sudden death of the beautiful bride.

Oh, the agony of that hour, and the prayer after prayer from the crushed heart that she, too, might go! No one who stood beside the stricken one can ever forget the depths of anguish and the hopeless despair of that tender heart. Friends feared for her reason should her life be spared. But none realized the depth and strength of character, the courage and bravery of our dear Virginia. She rallied from the shock and, tried as by fire, came through a glorious woman.

The story is soon finished:

Day after day she can be seen behind the counter of a large department store patiently serving those who, in every respect except wealth, are many degrees her inferior. Not a day that she does not pass the beautiful home where her childhood was spent, the home no longer hers, with all its dear associations. And yet no hardness or bitterness and never a thought of envy has she allowed to creep into her heart. Her very presence means good cheer and, though she claims no home for her very own, scores of doors swing wide to welcome her, and loving hearts do her homage.

Barbara.

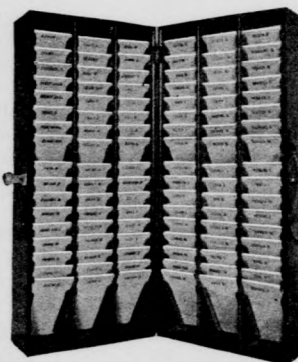
## DO IT NOW

Investigate the

Kirkwood Short Credit  
System of Accounts

It earns you 25 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.

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.

**Some Don'ts for Business Men to Remember.**

Don't say "cornetist."

Example: "He is a cornetist," should be "He is a corneter."

There is no word "cornetist."

Don't say "couldn't hardly."

Example: "I couldn't hardly tell how many," should be "I could hardly tell how many," or "I could scarcely tell how many."

Don't say "creole" for "mulatto" or "octoroon."

A creole is "one born of European parents in the American colonies of France or Spain, or in the states which were once such colonies, especially a person of French or Spanish descent who is a native inhabitant of Louisiana or one of the states adjoining, bordering on the Gulf of Mexico."—Webs. Int.

The word "creole" does not imply any mixture of African blood.

Don't say "cross" for "crucifix."

A cross does not imply a crucifix, but a crucifix implies a cross. A cross may be simply a cross and nothing more. A crucifix is a cross with a figure of the Savior upon it.

Don't say "custom" for "habit."

Example: "That is his custom," should be "That is his habit."

When speaking of custom we infer national traits; but habit has reference to individuals.

Don't say "cut on the bias."

Example: "I had it cut on the bias," should be "I had it cut bias."

The words "on the" are superfluous, the Webs. Int. to the contrary notwithstanding. We would not say "cut it on the square" or "cut it on the round."

Don't say "dangerous" for "in danger."

Example: "He is ill but not dangerous," should be "He is ill but not in danger," or, "He is ill but not dangerously so."

The first expression might be true if said of an insane person.

Don't say "demean" for "debase."

Example: "Do not demean yourself," should be "Do not debase yourself."

Demean, like behave, signifies conduct of any kind. One's demeanor may be good or bad.

Don't say "diagram that."

Example: "Diagram that upon the blackboard," should be "Make a diagram of that upon the blackboard."

Diagram is not a verb.

Don't say "Differ from" for "differ with."

Example: "I differ from him in his opinion of Chicago," should be "I differ with him in his opinion of Chicago."

In matters of opinion we differ with; in appearance we differ from.

Don't say "discommode."

Example: "I fear it will discommode you," should be "I fear it will incommode you."

The first is more common; the second, correct.

Don't say "disremember."

Example: "I disremember saying it," should be "I do not remember saying it," or "I have no remembrance of it."

"Disremember is obsolete or archaic."—Webs. Int.

Don't say "distinguish" for discriminate."

Example: "Do you distinguish between the true and the false in elocution?" should be "Do you discriminate between the true and the false in elocution?" or, "Do you distinguish the true from the false in elocution?"

We should distinguish the one from the other, and then discriminate between them. One may distinguish without discriminating. The first sentence is indefinite in consequence of its ambiguity.

Don't say "donate."

So say some of the authorities; yet I am inclined to favor the use of donate and donation. They seem to have a special significance. Donate; "a modern word."—Worc.

Don't say "done" for "did."

Example: "Who done it?" should be "Who did it?"

Don't say "don't" for "doesn't."

Example: "He don't come to school," should be "He doesn't or does not come to school."

Note—"Don't" is a contraction of do and not; therefore, to say, "He don't come to school," is equivalent to saying "He do not come to school."

"Don't" should be used only with you, they, we and I; doesn't with he, she and it.

Example: You don't, they don't, we don't, I don't; he doesn't, she doesn't, it doesn't.

Never use don't with he, she and it.

Don't say "don't think" for "think."

Example: "He's not coming, I don't think," "It is not true I don't think," "They will not let him go I don't think," should be "He's not coming, I think," "It is not true, I think," "They will not let him go, I think."

Two negatives make a positive. By transposing the sentences it will be seen that the word "don't" is superfluous.

I (don't) think he is not coming.

I (don't) think it is not true.

I (don't) think they will not let him go.

Don't say "drove" for "driven."

Example: "I have drove seven miles to-day," should be "I have driven seven miles to-day."

Don't say "drowneded."

Example: "He was drowneded in the river," should be "He was drowned in the river."

Don't say "drunk" for "drank."

Example: "He drunk to its bitter dregs," should be "He drank to its bitter dregs."

Don't say "dry" for "thirsty."

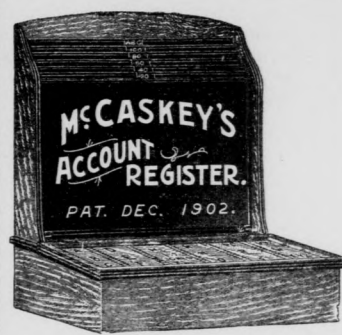
Example: "He drank as if he were very dry," should be "He drank as if he were very thirsty."

One may be thirsty when not dry. For instance, a man having ridden twenty miles on his bicycle.

Don't say "due" for "owing."

Example: "It was due to his carelessness," "It was due to his ambition," should be "It was owing to his carelessness," "It was owing to his ambition."

Edward B. Warman.



# Don't Take Our Word For It

Read what a progressive, up-to-date merchant has to say:

NASHUA, N. H., Jan 30, 1905.

The McCaskey Register Co.,  
Alliance, Ohio.

Gentlemen:—I wish to write you an unsolicited testimonial. I have used your register (1,000 accounts) for one month, and would not take \$1,000 for it, if I could not replace it.

We had three bookkeepers, and the work was always behind, and had been for years. Now one girl can do the work, and do it easily, and the accounts are always made up.

The clerks, customers and myself cannot speak too highly of its merits. I certainly wish I had adopted your system years before, as it would have saved me thousands of dollars.

Yours truly,

G. B. McQUESTEN,  
Wholesale and Retail Groceries,  
Meats and Fresh Fish.

Sold on a guarantee. Write for catalogue.

**The McCaskey Register Co.**  
Alliance, Ohio.

Sole Mfrs. of the Celebrated "Multiplex" Counter Pads and Sales Slips.

## Make Your Own Gas FROM GASOLINE

One quart lasts 18 hours, giving 100 candle power light in our

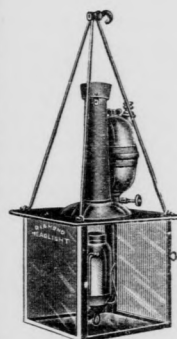
### Brilliant Gas Lamps

Anyone can use them. Are better than Kerosene or Gas and can be run for less than half the expense; the average cost is

**15 Cents a Month**

Write for our M T Catalogue. It tells all about them and our systems. We call special attention to our Diamond Headlight Out Door Lamp that "WON'T BLOW OUT." Just right for lighting store fronts and make attractive signs.

**Brilliant Gas Lamp Co.**  
42 State Street, Chicago.



600 Candle Power  
Diamond Headlight  
Out Door Lamp

## High-Grade Show Cases

The Result of Ten Years'  
Experience in Show Case  
Making

Are what we offer you at prices no higher than you would have to pay for inferior work. You take no chances on our line. Write us.

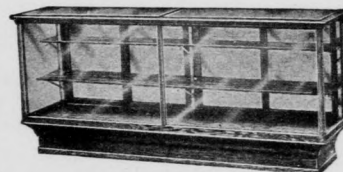
### Grand Rapids Fixtures Co.

Cor. S. Ionia & Bartlett Sts., Grand Rapids, Michigan

New York Office 724 Broadway

Boston Office 125 Summer Street

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



## THE OFFICE BOY.

## The Youngster No Longer Easy To Find or Keep.

"It is far easier to supply a business man with a good chief clerk or manager than it is to get him even a fairly decent office boy." The speaker is the head of a big office employment agency. "Talk about the servant problem! I tell you, it is nothing when compared with the problem of placing office boys in jobs which they will hold down for even a few weeks.

"I have no doubt that the rising generation of this country is all right when taken in a mass, but the specimens you get hold of when you are running an employment agency in a city are usually very much 'on the bum,' as the boys say themselves.

"The other day I advertised for boys on behalf of a house which had vacancies for seven in a new branch office. It is a splendid house to get in, for it is one of the good old-fashioned places which pay generous wages and like to promote their employees all the way from office boy to department head.

"Well, over 250 boys answered the advertisement, for the wages offered were above the average. How many of that number do you think were really suitable for the place? Just five, in my opinion. I picked out ten and sent them around to the office, but only the five I had been well impressed with were taken.

"Next day the manager called on me, and said:

"What sort of boys were those you sent me? Do you know that one of them chewed tobacco and another smoked a cigarette when asking for the job? Aren't there any good boys left?"

"Yes, there are plenty of them," I replied, "but they don't have to come around employment agencies looking for jobs. A decent lad gets a place in the office of some man who knows him as soon as he leaves school."

"Then the office boys you know are not likely to become multimillionaires in the old traditional way?" the employment agent was asked.

"No, but it's funny how often the employers try to impress on them that every office boy carries the baton of a business field marshal in his knapsack. If I've heard it once, I've heard it a hundred times.

"My boy," the boss says, when he hires him, "I was once a lad in an office myself. I worked my way up by honesty and diligence, and now I am head of that same business I started in, and am worth more than a million dollars. What I am, you may become."

"Is the boy impressed? Not on your life! Only the other day there were a couple of youngsters in my office listening to a sermon of this kind from the man who had hired them. I overheard one whisper to the other, 'Say, pipe de old guy! Won't he be the limit?'"

"From all that the employers tell me, the good office boy is a rare bird nowadays. I put a lad in a

job the other day, and within the week the head of the firm caught him teaching the other office boys to shoot craps. At least, that's what the boss said, but I don't suppose they needed much teaching. When the boss started in to reprove him, the cheeky kid invited him to join the game. That's the sort of thing you are up against all the time in my business.

"Of course, there are exceptions. Some lads I have placed have worked hard, learned stenography and typewriting in their spare time and speedily risen to good positions. But the office boy, so far as my experience goes, is as rare as the pious choir boy."

Another employment agent who was asked for his opinion described an office boy of his acquaintance and protested that he was typical of his class.

"The young reprobate called at my office about three weeks ago, and I got him a good job," he said. "He is only 13. He held the job for a couple of weeks, and then got fired because the manager caught him holding up a smaller office boy for a dime. He actually had a big revolver in his pocket, and enquiry showed that he had acquired quite a reputation among the other boys as a desperado. He made them shell out nickels and dimes regularly, and he was saving up the money, so he said, with the idea of going out West and becoming a 'bad man.'"

"I was rather interested in the story when I heard it, so I cross-questioned the boy when he came back to my office to get another job. It appeared that he had been brought up very piously by his mother, a widow. She had tried to make him a regular 'mamma's boy'—never let him play with other youngsters or read anything but Sunday school books. At last, with much fear and trembling, she let him loose from her apron strings to get a job.

"He soon became a holy terror. He had been working for a couple of months when he first sought me out and he confessed that he ran away from home after he got his third week's wages, and had been living ever since at newsboys' lodging-houses. He told me, quite proudly, that he 'swiped things' whenever he got a chance, played the races, shot craps, carried a gun, and was a sport generally. You may think his was an extreme case, but, from my experience, I am not at all sure of that."

The superintendent of a messenger company has control over some hundreds of boys. Some of them are regularly employed on a weekly salary, others are given odd jobs when there are "things doing" on the street. Naturally, the superintendent has a wide experience in the hiring of lads of the office boy class.

"I don't believe work in a modern business office in a large city is good for a boy's morals, anyway," he declared. "but I am perfectly certain that working in and around a financial district turns most boys into little crooks. That fact is abundantly

# Ahead of 8

When you order Lily White, "the flour the best cooks use," the chances are all in your favor. There is absolutely no way you can lose because if the flour does not prove entirely satisfactory we will take it off your hands and pay you for your trouble.

It is a fact that many grocers who have for years been selling other brands have found as soon as they introduced Lily White that in a very short time it outstrips all others in sales and becomes a magnet which draws trade to their store from all directions.

We had a letter last week from a dealer who says: "I handle eight different brands of flour and Lily White is going ahead of all of them." This is strong evidence for Lily White as he has been selling it only about two months.

We get many voluntary testimonials, both from dealers and consumers, who are so thoroughly impressed with the unusual merit of this flour that they cannot help writing to us and expressing their appreciation.

Letters often come to us from consumers in towns where we have no trade connections requesting us to send them flour direct. These may be coming from your town and, if so, they represent opportunities lost to you until you realize the importance of them.

If YOU could supply this demand from the women of your town for a better flour, for a brand which they want and WILL have, think what a force for the upbuilding of your business their patronage and good will means.

We can help you to much more business if you will buy Lily White and accept the assistance our advertising department is always ready to extend.

**Valley City Milling Co.**  
Grand Rapids, Mich.

proved by our experience. Of course, our boys are exposed to unusual temptations, for they run messages mainly for brokers, and it is amazing how recklessly those men will trust them with large sums of money and negotiable paper.

"There are some of the lads whom you feel you can trust, whom you never have caught doing anything wrong; but you never can tell. Not long ago a boy who had been with us for years without a black mark against him was given some coupons to take to the bank. They were payable to bearer, and were worth \$200 or \$300. He collected the money, and has never been seen since.

"There is no end to the dodges of the little crooks. I've known cases where they pretended to have lost negotiable paper, and wept copious tears in my office—after their big brother or some other relation had got the money. That game is getting played out; but do you know what they do now? One boy will pass a bond or coupon or other negotiable security to another boy, and then say that he has lost it. A reward is immediately offered. Soon afterward the other boy appears, hands me the lost paper, saying he picked it up in the streets, and collects the reward. Then, I suppose, they share.

"There is hardly an ingenious trick of the professional crook which is not imitated on a smaller scale by the messenger boys around Wall Street. I have known cases where they have forged or raised checks and stolen negotiable securities out of a broker's office.

"At the time of the Spanish-American war, and later, when war stamps had to be placed on many financial and commercial documents, they made thousands of dollars by taking the stamps off used documents, removing the cancellation marks by acid, and selling them again. I know of one boy who made at least \$1,500 by this means. He used to 'stand in' with one of the clerks in a big house. When the cashier ordered this clerk to buy \$100 worth of stamps, he would buy them from the boy for half price, or less. The cashier never saw the stamps, so it did not matter that they were not attached in rows.

"The boy who resists the temptations to which he is exposed in a financial district of a large city must be a bully little fellow. The worst of it is, that I feel morally compelled to get rid of my best boys. I have chances to place them in banks and brokers' offices, where they will have a career before them; and I can't stand in the boys' light. There are not many lads whom I feel able to recommend for such places after they have been a year or two in the street as messengers.

"Unfortunately, brokers and other clients of ours can seldom be relied upon to prosecute messenger boys who have robbed them. Most of them have no sense of public duty in this respect. They 'can't be bothered' to go to court and prosecute or give evidence, even although their names have been forged or their negotiable

securities stolen. I could tell you, if I chose, of some of the biggest men on the Street who have refused to do this, and have let the little crooks go free. It is not from any feeling of pity on their part, but just because they won't take the trouble. Of course, it becomes all the harder to keep the boys straight when they see that their guilty comrades go unpunished, except by losing their jobs."

At various office boy employment agencies the same story was repeated—that the city lad who seeks for employment as an office boy or a messenger has become altogether too sophisticated.

"Why?" was the question put to three men whose business it is to handle large masses of boys.

"Dime novels," said the first.

"The dope sheets of the evening newspapers," said the second.

"Pure cussedness," was the brief verdict of the third.

Whatever the cause assigned by these experts, every business man knows to his sorrow that he has a problem comparable with the servant girl problem of his wife—and that is, the office boy problem.

Holland Morant.

#### The Inclination to Idle.

One of the greatest drawbacks to the progress of young men in business is the inclination to idle—not during business hours necessarily, but in their leisure, the time that is called their own. Instead of consuming a portion of that time in the study of details of the business in which they are engaged and in learning essential points that lack of opportunity prevents them acquiring during working hours, they spend it all in useless frivolling and in forming habits that lead to the ruin of the spendthrift.

If the boy would contain his impatience at immediate lack of advancement and keep on patiently fitting himself for the better place his career would be assured, for the promotion is certain to come some day. And when it does it finds him amply equipped both mentally and physically and possessing that skill and broader knowledge that make the new duties easy and keep the road open to further achievement.

The trouble with most young men is, instead of creating better positions for themselves where they are occupied, they become impatient at what they consider long deferred chances for betterment and expend valuable energy in casting about in other fields for the illusive "ignis fatuus" called success. Success is made by patient endeavor, not discovered.

An honest laugh may have more religion in it than the most pious logic.

#### PILES CURED

DR. WILLARD M. BURLISON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

# ENDORSED!

by

## National Grocers' Association

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

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

and many others

#### Extract From Resolutions on Premium Coupon

##### Abandonment

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

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

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

## The American Cereal Company

Chicago

## STORY OF THE SALMON.

## How the Industry Has Been Reduced To a System.

A century ago two hardy adventurers, Captains Meriwether Lewis and William Clark, who, in their efforts to cross the country to the Pacific with a band of forty followers, had suffered untold hardships, including the eating of dog, found a most refreshing change of diet when they reached the Columbia River. There for the first time they saw the famous chinook salmon, king of fresh water fishes, and tasted its luscious, rose-pink flesh. To the weary, half-starved travelers the salmon seemed a most welcome addition to a menu which had for weeks consisted of crow, berries, an occasional wolf or deer, and the wolfish dogs which they bought of the Indians. The captains recorded the incident of the change of diet in their journals, and Captain Clark made a rude sketch of the fish.

At the Lewis and Clark Exposition, which is to be held at Portland, Ore., during the coming summer, from June 1 to October 15, in commemoration of the journey of Captains Meriwether Lewis and William Clark, a most interesting exhibit will consist of a complete exposition of the salmon industry, together with specimens of live salmon in tanks, and dead salmon in glass jars, of salmon eggs and salmon fry, and methods of salmon hatching. The exhibit will show how the salmon are canned, and how they are preserved by cold storage. It will be one of the many interesting things about the Western World's Fair, which, while a world's fair in every sense, will aim particularly to show the resources and progress of the Pacific Northwest, a country which was added to the domain of the United States as a direct result of the Lewis and Clark expedition.

The importance of the salmon industry to-day depends upon an incident in the life story of the salmon. The salmon industry has been reduced to a system, and there is little romance left in it. But the story of the salmon is romantic as of old. The salmon, as is well known, is equally adapted by nature to life in fresh and salt water. The fish spends his youth in the fresh water of the Upper Columbia River and its tributaries, which is cooled by glacier and spring fed streams. When the youngster is a year old, being then from four to six inches long, he migrates to the sea. Four years later the fish returns to his native river, spawns and dies. The salmon thrives only in rivers fed by streams from glaciers.

When the salmon returns to the river in spring and the latter part of the summer, they come in great schools. It is this incident that makes the salmon industry profitable. The fish come back in such great numbers that fishermen catch them literally by the thousands, and can sell them at a profit for five cents a pound. This makes it possible to pack the salmon in cans, and market the product at

so reasonable a price that all may have it on their tables.

The salmon packing business has grown, and system has resulted in a combination of packers which is locally known as the Salmon Trust; but the primitive methods of catching the fish remain almost unchanged. The progress of the industry has not altered the habits of the picturesque fishermen, or the appearance of his humble craft, with its peculiar shaped sail.

The ancient town of Astoria, founded as a trading post by John Jacob Astor in 1811, is the center of the salmon packing business, and the home of the Finnish fishermen, a type of people not found elsewhere in the world. The Finlander does not possess the romantic temperament commonly supposed to be characteristic of fishermen. Probably not half a dozen of the hundred Finlanders that catch salmon for a living ever heard of Isaak Walton. They are a people sturdy, independent, and, in general, lazy. They fish three months in the year, make on the average \$1,500 in a season, and live the other nine months on the proceeds of their catch. In the spring, when the fishing season is at its height, Astoria resembles a mining camp; everything "breaks loose." The fishermen pay their grocery and clothing bills, and the merchants settle their obligations. When the season is over the Finlander repairs his nets, puts what money he has left in the bank and, perhaps, with the help of his neighbors, builds him a house on piles on the tide-water lands by the river.

The fisherman uses a heavy, clumsy craft about twenty-five feet long, with a nine-foot boom. Sometimes he owns his own boat, oftener he rents it from a canning company. The boat is equipped with a spritsail which, by an ingenious contrivance, is made to serve on occasions as a tent. A boat puller goes with the fisherman and is paid one-third of the night's catch. The boats put off about sunset, drift slowly westward with the ebb tide and in the early morning the quarter-mile net is slowly drawn in. The vast net is a floating fence, twenty-five or thirty feet high, which is kept upright by floats at the surface and weights at the bottom. When the nets have been drawn in and the fisherman has from a score to a hundred fine chinooks in his hold, he hoists his sail, lights the fire in his little stove and cooks breakfast while slowly tacking up the mighty river. There are other methods besides the one mentioned of capturing salmon. In Baker's Bay, near the mouth of the Columbia, four hundred fish traps lure the salmon to his death. Long nets called leaders, extending for from 400 to 600 feet into the river, are supported by small piles. The unwary salmon, swimming steadily up the current with thousands of his mates, is turned aside by the leaders and becomes entangled in the meshes that form the trap.

Farther up the river immense seines, half a mile long, dispute the way of the salmon as he passes over a bar, and thousands are caught this

way, when, after hours of labor by men and horses struggling in the breast high current, the ends of the net are drawn together and the flopping fish are hauled high on the sandy beach. It would seem impossible for any fish to escape into the upper river, yet at the Cascades, two hundred miles from the sea, and again at the Grand Dalles, nearly fifty miles farther, gigantic fish-wheels, operated by the current, scoop up thousands of the refugees.

The fish that escape all the snares laid for them by the greedy fisherman climb the falls at Celilo, and mount higher into the little tributaries in Idaho and British Columbia. There they deposit their spawn and die.

Investigation has proved that of the eggs which the salmon lays over 80 per cent. are eaten by other fish. Artificial propagation is, therefore, necessary in order that the supply of fish be maintained, and this has been done extensively and successfully. Over three hundred million chinook salmon fry have been planted in the Columbia River and its tributaries since 1895. A short closed season is provided by law in order that the fish hatcheries, which are operated by the United States Government and the States of Oregon and Washington, may secure a supply of fish from which to obtain the spawn.

Of the five varieties of salmon found in the Columbia and its tributaries—chinook, blueback, silver-side, dog and humpback—the chinook is by far the most valuable, although all are of commercial importance. The humpback is rarely found. Chinooks bring on the average five cents a pound at the canneries, but the price varies according to the size of the pack.

While cold storage and pickling plants have within recent years done a profitable business, canning salmon is still the principal industry. Last year the Columbia River pack amounted to 20,000,000 pound cans. The process of canning is not complicated. The fisherman unloads his haul at the cannery and the fish are weighed and then washed and cleaned and sent to the cutting tables. There they are placed under circular or semi-circular saws, which separate the different parts into suitable sizes and shapes for the various cans. They are then taken to the packing tables, where deft fingers of Chinamen fill the cans and pass them to the washing machines, where they are again cleaned. The tops are then put onto the cans and the fish is thoroughly cooked by steam.

Chinook salmon weighing over twenty-five pounds are those selected for cold storage treatment. The cold storage pack for 1904 amounted to nearly 5,000 tons. Those to be pickled are split open, cleaned and de-boned placed in huge casks and the casks are sealed. Most of the salmon preserved in this way are shipped to Germany by way of Cape Horn, and there served as table delicacies. Some of the salmon are smoked, and a few steelheads are packed in casks, covered with water and frozen solid.

Chinese labor is employed in the canneries for the most part, but the bosses are all white men. The canneries employ this Chinese labor through the medium of the "China boss," a Chinaman who makes contracts for supplying the packers with crews of his fellow Orientals.

The chinook salmon, the most valuable of the species, is also the largest, averaging twenty pounds in weight. Chinooks weighing from thirty to forty pounds, however, are not uncommon, and a few attain a weight of eighty-five or ninety pounds. A number of these monster fish, measuring five and a half and six feet from snout to tip of tail, will be preserved in formaldehyde in inverted glass jars and will form a most attractive feature of the salmon display at the Lewis and Clark Exposition. W. E. Brindley.

## How Early Closing Drives Away Farm Trade.

About three years ago I called the attention of the Flint merchants to the loss of farm trade, arising chiefly through their agreement to close their stores the year around, excepting Saturday nights, at 6:30. Many farmers appreciated the effort made at that time but expressed a hope that it would lead to a reconsideration on the part of the Flint merchants, giving them an opportunity to resume their old-time custom of trading at the county seat (Flint), where opportunity to select from large stocks is offered and where they always can dispose of their products to advantage.

In plain English, I shall now repeat the alarm. Flint and her interests are dear to her citizens. In most every way they are intelligently loyal. Their intelligence is conspicuous in handling such affairs as factories, railroads, public buildings, churches, schools, etc., which are its arms, legs, ears and nose. But they forget its backbone, which is the farmer—always was the farmer and always will be the farmer—and therein they are not acting intelligently. Particularly will this appeal be appreciated by our now existing and still active older citizenship who twenty, thirty and forty years ago participated in Flint's prosperity and enjoyed the business brought them day and night by the farmers of outlying townships. The Smiths, Pierces, Spencers, Bartletts, Bishops, Whitings, etc., are a good type of mercantile success. They found profit and no inconvenience in keeping their stores open every summer's evening for the farmer's convenience. Most of the merchants I refer to have some time in their lives lived on a farm and know when a day's work there begins and ends, and they know that boots, shoes, dry goods and groceries must be secured and the butter, eggs and sheep-pelts must be disposed of after the last cow has been milked at night.

Such a thing as closing stores against the farm trade never was thought of by the men I have mentioned; but there has sprung up during the past ten years a new type of merchant and clerk who believe in

forcing the farmer to do his business against natural conditions. How well they have succeeded their own balance sheets will tell. I do not believe you can lose something and still have it, and I know you have lost much farm business, are likely to lose more, and I know you need it and so do I, and moreover I can tell you where you can go and see what you have lost. Drive to Davison, Goodrich, Grand Blanc, Swartz Creek, Flushing, Mt. Morris and Clio and you will see there every night more teams than you can on our streets. You can see something else—a broad grin on the face of every country merchant and if you engage him in a confidential talk he will admit that his prosperity began the day you closed your stores to farmers' even ing trade.

Now I want to throw the responsibility for these conditions on the shoulders of the guilty and off the shoulders of the innocent. Hardware merchants and grocers who have stubbornly persisted all these years in keeping their stores open during the summer months are the innocent. They are the only merchants recognizing natural conditions and not mixing village necessities with city privileges. All other merchants constitute the guilty class that are responsible for the loss of our farmer trade.

I advocate winter closing and half force on every other week from April first to November first (about seven months), which asks at the hands of clerks only about three months each year of evening work and which means to them, if I am right, more certainty of a job and more pay for their services.

This is not written to hit any class, but because it is a fact that you or your sons will sooner or later be called upon to consider seriously. I shall hear from the Flint merchants in tones of approval and disapproval and would like to hear from the farmers that are interested and learn their views—telling frankly how they are affected.

Geo. W. Hubbard.  
Flint, Mich.

#### Minnesota's New Peddling Law.

Minnesota will have a State peddlers' license measure, if the bill introduced in the Legislature last week becomes a law. This bill prescribes that the commissioners of each county shall fix a rate for an annual peddlers' license, which shall not be over \$100, and a different rate may be made for foot peddlers, those using one horse and those using two. This license, of course, applies only to peddling outside of incorporated municipalities. The bill does not apply to persons selling at wholesale to merchants, nor to those selling or delivering fresh meat, fish or vegetables, nor to farmers or nurserymen selling the products of their own farms or nurseries, nor "when the transaction constitutes inter-state commerce." It does not make any distinction between selling for immediate and for future delivery. The license must be shown to any one desiring to see it.

### Hardware Price Current

AMMUNITION					
Caps					
G. D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	60				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	3 00				
No. 32 short, per m.	5 00				
No. 32 long, per m.	5 75				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 60				
No. 2 Winchester, boxes 250, per m.	1 60				
Gun Wads					
Black Edge, Nos. 11 & 12 U. M. C.	60				
Black Edge, Nos. 9 & 10, per m.	70				
Black Edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 90				
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60				
Shot					
In sacks containing 25 lbs					
Drop, all sizes smaller than B.	1 85				
Augurs and Bits					
Snell's	60				
Jennings' genuine	25				
Jennings' imitation	50				
Axes					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. Steel	7 00				
First Quality, D. B. Steel	10 50				
Barrows					
Railroad.	15 00				
Garden.	33 00				
Bolts					
Stove	70				
Carriage, new list.	70				
Plow.	50				
Buckets					
Well, plain.	4 50				
Butts, Cast					
Cast Loose Pin, figured	70				
Wrought, narrow.	60				
Chain					
1/4 in 5-16 in. 3/8 in. 1/2 in.					
Common.	7 75				
BB.	8 1/4				
BBB.	8 3/4				
BBB.	8 3/4				
Crowbars					
Cast Steel, per lb.	5				
Chisels					
Socket Firmer.	65				
Socket Framing.	65				
Socket Corner.	65				
Socket Slicks.	65				
Elbows					
Com. 4 piece, 6 in., per doz.	75				
Corrugated, per doz.	1 25				
Adjustable	40 & 10				
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps.	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	3				
List 12 13 14 15 16 17					
Discount, 70.					
Gauges					
Stanley Rule and Level Co.'s	60 & 10				
Glass					
Single Strength, by box	90				
Double Strength, by box	90				
By the light	90				
Hammers					
Maydole & Co.'s new list.	33 1/4				
Yerkes & Plumb's	40 & 10				
Mason's Solid Cast Steel	30c list 70				
Hinges					
Gate, Clark's 1, 2, 3.	60 & 10				
Hollow Ware					
Pots	50 & 10				
Kettles	50 & 10				
Spiders	50 & 10				
Horse Nails					
Au Sable	40 & 10				
House Furnishing Goods					
Stamped Tinware, new list.	70				
Japanese Tinware	30 & 10				

Iron		
Bar Iron	2 25	rate
Light Band	3 00	rate
Knobs—New List		
Door, mineral, Jap. trimmings	75	
Door, Porcelain, Jap. trimmings	85	
Levels		
Stanley Rule and Level Co.'s	dis.	
Metals—Zinc		
600 pound casks	8	
Per pound	8 1/2	
Miscellaneous		
Bird Cages	40	
Pumps, Cistern.	75 & 10	
Screws, New List	85	
Casters, Bed and Plate	50 & 10 & 10	
Dampers, American.	50	
Molasses Gates		
Stebbins' Pattern	60 & 10	
Enterprise, self-measuring.	30	
Pans		
Fry, Acme	60 & 10 & 10	
Common, polished	70 & 10	
Patent Planished Iron		
"A" Wood's pat. plan'd, No. 24-27.	10 80	
"B" Wood's pat. plan'd, No. 25-27.	9 80	
Broken packages 1/2 c per lb. extra.		
Planes		
Ohio Tool Co.'s fancy	40	
Sciota Bench	50	
Sandusky Tool Co.'s fancy	40	
Bench, first quality	45	
Nails		
Advance over base, on both Steel & Wire		
Steel nails, base	2 35	
Wire nails, base	2 15	
10 to 60 advance.	Base	
20 to 16 advance.	5	
8 advance	20	
6 advance	30	
4 advance	45	
3 advance	70	
2 advance	50	
Fine 3 advance	15	
Casing 10 advance	25	
Casing 8 advance	35	
Casing 6 advance	35	
Finish 10 advance	25	
Finish 8 advance	35	
Finish 6 advance	45	
Barrel 7 1/2 advance	85	
Rivets		
Iron and tinned	50	
Copper Rivets and Burs	45	
Roofing Plates		
14x20 IC, Charcoal, Dean	7 50	
14x20 IX, Charcoal, Dean	9 00	
20x28 IC, Charcoal, Dean	15 00	
14x20, IC, Charcoal, Allaway Grade	7 50	
14x20 IX, Charcoal, Allaway Grade	9 00	
20x28 IC, Charcoal, Allaway Grade	15 00	
20x28 IX, Charcoal, Allaway Grade	18 00	
Ropes		
Sisal, 1/2 inch and larger	9 1/2	
Sand Paper		
List acct. 19, '86	dis 50	
Sash Weights		
Solid Eyes, per ton	28 00	
Sheet Iron		
Nos. 10 to 14	3 60	
Nos. 15 to 17	3 70	
Nos. 18 to 21	3 90	
Nos. 22 to 24	4 10	
Nos. 25 to 26	4 20	
No. 27	4 30	
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10	
Shovels and Spades		
First Grade, Doz	5 50	
Second Grade, Doz.	5 00	
Solder		
1/2 lb 1/2	21	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
Squares		
Steel and Iron	60-10-5	
Tin—Melyn Grade		
10x14 IC, Charcoal	10 50	
14x20 IC, Charcoal	10 50	
10x14 IX, Charcoal	12 00	
Each additional X on this grade, \$1.25		
Tin—Allaway Grade		
10x14 IC, Charcoal	9 00	
14x20 IC, Charcoal	9 00	
10x14 IX, Charcoal	10 50	
14x20 IX, Charcoal	10 50	
Each additional X on this grade, \$1.50		
Boiler Size Tin Plate		
14x56 IX, for Nos. 8 & 9 boilers, per lb	13	
Traps		
Steel, Game	75	
Oneida Community, Newhouse's	40 & 10	
Oneida Com'y, Hawley & Norton's	65	
Mouse, choker, per doz. holes	1 25	
Mouse, delusion, per doz.	1 25	
Wire		
Bright Market	60	
Annealed Market	50	
Coppered Market	50 & 10	
Finned Market	50 & 10	
Coppered Spring Steel	40	
Barbed Fence, Galvanized	2 75	
Barbed Fence, Painted	2 45	
Wire Goods		
Wright	80-10	
Screw Nyes	80-10	
Hooks	80-10	
Gate Hooks and Nyes	80-10	
Wrenches		
Baxter's Adjustable, Nickleled	30	
Coe's Genuine	40	
Coe's Patent Agricultural, Wrought	70 & 10	

### Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	40
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	50
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross
Quarts	4 25
1/2 gallon	4 40
Fruit Jars packed 1 dozen in box.	6 00
LAMP CHIMNEYS—Seconds	
Per box of 6 doz	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, Crimp top.	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 30
No. 1, Crimp top.	4 00
No. 2, Crimp top.	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 12 in. (95c doz.)	5 56
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 25
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, per doz.	3 15
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltng. cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dangle	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	56
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	20
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll	45
No. 3, 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	2 00
2000, any one denomination	8 00
Steel punch	75

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**White Goods**—The strong demand for plain white goods is regarded as proof that the retailers are now fully alive to the trend of fashion for this season. It is believed that the vogue for white goods will make an appreciable increase in the total yardage of both plain and fancy goods. Jobbers find that their stocks are not adequate to the demands now being made on them and are placing duplicate orders. In style the offerings of this season are excellent and appeal to buyers who realize that with such goods to offer consumers the fabrics can not fail to be well received. In figured patterns there is a marked decrease in the large designs. Fashions for this spring and summer will turn toward small neat effects. The sales of plain goods, such as India linons, French lawns and Persian mulls and lawns, are already of large proportions. Sheer goods in plain and fancy effects are undeniably leaders with the trade in large cities. The styles most in demand are sheer colored fabrics in quiet patterns.

**Ginghams**—A much stronger tone is prevalent in the gingham market. There are buyers who now feel safe in ordering the supplies they will need to carry them over the spring season. That the reorders on these goods have been delayed is due to the fact that the buyers have had it in their mind for months that the price in these cloths would decline with the approach of spring. This might have been the case had the value of cotton continued to drop. But as the raw material market is on the upward grade and the goods market has been kept down to demand, there is little or no hope that ginghams will be obtainable at lower prices than those at present demanded by all holders of goods. On the fine dress ginghams there is as strong a demand on reorders as the trade has expected. The lines of most mills making the attractive fabrics that are sold under tickets are taken care of for the season. Prices on these goods are being maintained, and this gives the market a steadiness that encourages buyers to operate.

**Dress Goods**—The dress goods market is in practically the same condition as signified by the reports of the past week or two. Orders for lightweight goods are coming in as yet, slightly diminishing in volume and frequency, and while business is now good not much more is expected before the opening of the heavy-weight lines. On fancy dress goods which run throughout the year, season in and season out, without changing weight, orders are at this time being placed with unretarded regularity. This market shows little change at any time except as fashion's dictates demand or as conditions affect-

ing general business change. New dress fabrics in heavyweights will be opened as soon as the buyers show intention of placing orders, which will probably be, as suggested last week, about the middle of March.

**Mercerized Goods**—The mercerized goods which have attracted more attention probably than any other class of fabrics are now practically off the market. That is, the buyers are not giving them their personal attention. Many buyers, of course, did not take any of these goods, because the trade for which they buy cloth had decided that they could not use this kind of a fabric, but it is safe to say that hardly a buyer left the market without looking over the samples, and this looking at something they were certain they did not want caused many of them to take a flier on mercerized goods after looking them over and seeing the attractive styles. It is certain that some buyers have at a later period bought mercerized goods which at the first of the season they were certain they could not use. The buyers who are now in town are from the jobbing houses who sell to the smaller consumers all over the country. The clothier buyers have practically closed their business, except those who buy the very highest grades of cloths in not large quantities. The lines which have only opened during the last week or ten days are, of course, securing the attention of the buyers who use this cloth, but as far as the market on the whole is concerned personal attention from the buyer is a thing of the past. To take a stand and say that worsteds are to be the great leaders in the near future is putting it, perhaps, a little too strong. While worsteds are showing great gains in the volume of business done, still it must not be deduced from this that, because this is true, woollens are being neglected. Reports from all mill centers are that both woolen and worsted plants, whether yarn mills, shoddy mills or weaving plants, are of increased or increasing plants or of mills running overtime.

**Cotton Fleeces**—Fleeced underwear continues to sell on the same basis as a week ago, \$3.25 for 12 and 13 pound standard goods. Mills on standard fleeces are in fair shape for some weeks to come. When duplicates are ready to be placed it is believed that knitters will ask an advance of 12½c. Makers of cheaper grades are reported to be in good shape. Some of the cheaper lines sold better than standard lines. The majority of mills are sold up on initial business. Other mills are in a position to take on considerably more business.

**Cotton Hosiery**—Hosiery, as regards aggregate business, is in better shape than underwear. Many mills are on lightweight goods and will continue to turn out such goods the balance of the present season. Some heavy orders of lightweight goods have been placed of late, largely in staple blacks and browns, half and full length. Women's black fleeces and men's heavy cheap hose are well sold ahead. On lightweight laces, in

## SOCKS



A good line of socks in any one's stock will draw you trade.

We carry a line that can't be beat, in plain blacks, plain tans, fancy stripes, jacquard effects, in fact all of the newest patterns out.

To retail at 10c., 15c., 25c. and 50c.

Ask our agents to show you their line.

**P. Steketee & Sons**

Wholesale Dry Goods  
Grand Rapids, Mich.

## A GOOD STOCK



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

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

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

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

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

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

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

Place your order now while the assortment is complete.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale  
GRAND RAPIDS, MICH.

black and brown, considerable business has been done. Black lace and browns will be a factor in the coming spring retail season. Split-foot effects will also be shown very extensively.

**Worsted and Woolen Hosiery**—Woolen hosiery manufacturers are well sold up. Few orders are coming forward, and are being accepted at slightly higher prices. On worsted goods, the majority for athletic purposes, business is fair. Further orders mean higher prices.

**Woolen and Worsted Underwear**—Woolen, worsted and merino underwear makers are very busy. All through New York and Pennsylvania knitting centers the spirit of activity is paramount and many mills are running night and day. Merino underwear has been in large request and knitters as a rule have found plenty of orders for this line of goods. Not only has cotton entered into the mixing, but silk noils as well. All worsted and all woolen goods in fair shape. Prices have been rather low, but knitters have been content.

**Sweaters and Jackets**—The sweater business is improving in volume, but prices remain unchanged. In the Mohawk Valley sweater mills are running full and jacket makers as well. Other mills on flat goods are well employed.

**Rugs**—Rugs continue in heavy demand. All pieced rugs in various grades are sold up for months. These rugs retail from \$27 to \$45. Smyrna and other jute mixed rugs are in good request. Imported rugs are also improving in demand.

**Lace Curtains**—Lace curtain manufacturers are very busy on spring orders. Curtains retailing in the vicinity of \$3.50 per pair have sold very freely. These curtains are wanted in the Nottingham and Arabian patterns.

**Carpets**—It is now believed that manufacturers caused the latest advance on Feb. 15 to go into effect to bring belated buyers into the market, rather than with the idea that they could not afford to do further business on the basis of previous values. The greater part, in fact the cream, of the business was taken before the first of the present month, and what few orders have been taken since then have placed the manufacturer in no better position than he was before the advances took place. On duplicate business, which it is believed will show itself in a few weeks hence, the recent advances will make a large difference in the profits of the season. It is probable that manufacturers had the duplicate business in mind when higher prices were discussed. It is known, however, that few, if any, duplicate orders were placed on the strength of the advances.

#### What Becomes of the Sheepskin.

"Many people use sheepskin without knowing it," said a well-known hide dealer recently. "The warm, soft, furry rug in which baby is wrapped as winter approaches is of sheepskin, and so are the little pink shoes that are fastened on baby's feet.

Very likely the little one's carriage is upholstered with the same stock, too. The boy holds up his first pair of trousers with sheepskin tipped suspenders, and the snakeskin or fancy leather belt that encircles the waist of the girl is only humble sheep in disguise.

"The woman who admires a purse from the skin of a 'dear old African monk' is only paying tribute to the same old sheep, and the man who fancies that his cigar case is from the skin of the Arctic seal has only a small section of a Chicago slaughtered sheep in his hand.

"The society belle who slips her tired feet into a pair of boudoir slippers, or even Bangor moccasins, does not get away from the sheep, and the young dude who selects a mole-skin vest for winter wear because King Edward wears one is only giving an order for more sheepskin.

"The college man enters the world with his sheepskin diploma in his hand. The judge passes down weighty decisions as he sits on sheepskin upholstered chairs, and the lawyer reads opinions from sheepskin volumes. The traveling man hustles about with an alligator traveling bag, under the fond delusion that he is carrying a bit of the skin of the Florida monster, but he still has the same old sheep.

"The pugilist puts on a bit of 'mutton' when he dons his boxing gloves, and the youth who kicks the football about is only giving a boost to the sheepskin trade. Nearly every pair of shoes has a piece of sheepskin about them, and some are made chiefly of sheepskin.

"A number of the modern fashioned leather garments are also of sheepskin or are sheepskin lined. The sleeping bag in which the traveler in the Arctic or the huntsman in the woods crawls for a night's warm rest once protected the flesh of the same old sheep. The chamois skin with which the society girl brightens up her complexion in the morning is still the same old sheep. In fact, night or day, it is hard to get away from sheepskin."

Making a time card for others is not the same thing as taking the train yourself.

#### Arc Mantles

Our high pressure Arc Mantle for lighting systems is the best money can buy. Send us an order for sample dozen.

NOEL & BACON  
345 S. Division St. Grand Rapids, Mich.

#### 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.

#### ELLIOT O. GROSVENOR

Late State Food Commissioner  
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.  
1232 Majestic Building, Detroit, Mich

## The Latest in Style



The  
Most Comfortable  
In Design  
and  
The Best in Value

Retailing at One Dollar

**PURITAN CORSET CO.**

KALAMAZOO, MICH.

CHECK YOUR  
GOODS OUT  
By using the  
BEST CASH  
AND PACKAGE  
CARRIER



LAMSON CON. STORE SERVICE CO.  
General Offices - Boston, Mass.

General Offices Lamson Consolidated Store Service Co., Boston, Mass.  
Detroit Office, 220 Woodward Ave.



**Michigan Knights of the Grip.**  
President, Geo. H. Randall, Bay City;  
Secretary, Chas. J. Lewis, Flint; Treasurer, W. V. Gawley, Detroit.

**United Commercial Travelers of Michigan**  
Grand Counselor, L. Williams, Detroit; Grand Secretary, W. F. Tracy, Flint.

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

### Luck, Fate and Destiny Apply to Human Failures.

Almost every man will exclaim indignantly:

"Do you mean to say there is no such thing as luck? Look at that man with his carriage and his palace, and look at me, far superior to him, with almost nothing."

That's pathetic, but not convincing.

You are separated from a man by a curtain, and he says, in a sad, complaining voice:

"Well, I never had any luck."

Can't you imagine what that man looks like, without seeing him? Don't you see a feeble, possibly hard drinking, unkempt individual trying to load his own weaknesses onto the shoulders of this luck monkey in the picture?

We may use the luck god to excuse our own failures, but we rarely take him as a good excuse from others.

There is no such thing as luck.

Whatever happens in our little world can be controlled.

Man's stupidity lies in his efforts to work out his salvation as an individual. He can not do it all alone, so he thinks it can not be done. And he invents the luck monkey to explain his failure.

The best mother loses her two children through some contagious disease. The careless mother raises both her children. Is not that luck? you ask.

No; it is not. If all the people combined to prevent the spread or existence of contagious diseases the thing could not happen. The good mother is the victim of collective indifference. No luck about it.

Things happen differently.

Two men, equally deserving, walk together. An eagle flying overhead drops a turtle on one man's skull and kills him.

"I was lucky," says the one that did not get killed.

Not at all, it simply happened that way. Luck is no force, no real existence; it has no reality.

Capacity for effort is often killed by foolish belief in luck. There is a kind of colored man in Southwest Africa who gets an idea that he is going to die. He just sits down and does die. Sometimes he dies slowly, sometimes he turns his tongue back in his throat and strangles himself—a difficult thing to do. Pause now in your reading and try it.

The man who sits back and gives up is about as foolish as the untutored person that turns his tongue

back in his throat because he feels grumpy.

Don't believe in bad luck and you will be bothered by it less.

Belief in luck makes gamblers. And the fact that luck has no reality is best proved by this other fact: Gamblers, whose occupation is a false and worthless one—with no real purpose—are the greatest believers in the luck monkey god.

Men will believe in luck so long as they lead false individual lives. The stupider and more degraded the nation, the greater the belief in luck. In Turkey—a nation that in two centuries has not produced a man worth while—belief in luck-fate is practically the national religion. The heavy brained Turk in the bazaar lies to you in a very listless way—he thinks you will buy or you won't buy. That question was settled before either of you were born, so it is hardly worth while to urge you.

The gentleman who is bowstringed and thrown into the Bosphorus takes it calmly. He thinks that bowstringing was fixed before his great-grandmother was a baby.

Belief in luck deadens the mind and kills initiative.

Get it out of your makeup.

Russia is peopled to-day by millions of poor, oppressed creatures in whom superstition and belief in fate are wonderfully strong.

These are miserable, and their lives form a pitiful contrast with that of those—to use the usual term—"more luckily" born.

But where is the luck? They suffer as a class, and they must fight as a class to get what they need.

The French peasant was worse off than the Russian little more than a hundred years ago. He slaved for the aristocrat, fought for him, starved for him, worked all day, and at night sat up to beat the pond and keep the frogs from croaking and waking the master.

"Unlucky creatures," do you say? Not a bit of it.

When, with proper leaders, they got together, sent the aristocrats across the borders, condemned and executed a few of those that had butchered millions of them, divided up the land into small holdings, abolished torture of witnesses, gave each man a vote, and did a few other things, affairs changed.

They suffered because they were scattered, helpless, thoughtless men. They lacked the brain to unite and called themselves "unlucky."

When they united, the worthless, dissipated nobility called itself "unlucky." But there was no luck on either side; simply effective action.

If a people let a few monopolize opportunities, wealth and comfort, they simply let themselves be walked over. There is no luck about it. When they get ready for a change, the change comes.

Armour, who never weaned a calf, has all the beef he can eat—and all the money from everybody else's beef. The farmer that raised the calf can't afford to eat beef.

There is no luck about that—only

plain stupidity, lack of capacity to organize.

The so-called "unlucky" individual is usually a man who can not even get his own individual forces to work together.

If he could unite sobriety, economy, persistency, self-study, modesty and determination—even without any great brilliancy, or any special chance—how long would his "ill-luck" last?

Friends, readers and fellow citizens:

Dismiss this monkey god from your minds. Realize that he never existed and never could exist.

Leave him out of your calculations. Give him credit for nothing. Blame yourselves when you fail—not the luck monkey. Do not thank him when you prosper.

Be sane, balanced and free from monkey superstitions of this and other kinds.

You will be better off for it.

### Gives Cow a Character.

When an animal is killed on the railway it is the duty of the nearest station-master immediately to make a report of the accident to headquarters, so that the company may be prepared with a statement of the facts in case of action. This report is made on specially prepared forms, furnished by the company. On one occasion a newly installed station-master found himself confronted with the necessity of making out his first report. Although it was a new experience, he described the cow and the circumstances accurately, and all went well down to the last line, when he discovered that he had neglected to question the owner of the deceased cow concerning one important point. It seemed safe, however, for him to rely upon his own judgment, and he did it. The line was headed:

"Disposition of carcass." Underneath he wrote, with all earnestness: "Kind and gentle."

You can not cover sin by offering 3 per cent. of the spoils to the church.

A man's actions seldom tally with his good intentions.

## LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequalled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.  
GRAND RAPIDS, MICH.

## Duplicate Sales Books

Or Counter Check

**\$1.75**

Per Hundred

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

Duplicate Credit Books and Cabinets for Grocers.

The Simplest, Best, Cheapest.

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

L. H. HIGLEY, Printer  
Butler, Ind.

# THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known

Everywhere

No Talk Required to Sell It

Good Grease

Makes Trade

Cheap Grease

Kills Trade



FRAZER  
Axle Grease

FRAZER  
Axle Oil

FRAZER  
Harness Soap

FRAZER  
Harness Oil

FRAZER  
Hoof Oil

FRAZER  
Stock Food

## A Good Investment

### Citizens Telephone Co.'s Stock

has for years earned and paid quarterly cash dividends of 2 per cent. and has paid the taxes.

### You Can Buy Some

Further information or stock can be secured on addressing the company at Grand Rapids, Michigan.

E. B. FISHER, Secretary

### Strenuous Objections To the Baggage Strip Blank.

Jackson, Feb. 28—I believe the time has come when the traveling men of this State, together with the firms they represent, should take a firm and decided stand against the rulings of the railroads of this State regarding the checking of baggage.

Every holder of a Northern interchangeable mileage book is entitled to 150 pounds of baggage free and as much excess baggage as he may pay for over the rate of the different lines. There is nothing in the contract of this mileage book to the contrary. Under a recent ruling every commercial traveler is compelled to sign and fill out a blank relative to the transportation of said baggage, when the railroads are protected by a baggage strip in the mileage book. In other words, why should the traveling men be compelled to do the clerical work that belongs to the baggage men of the different railroads?

I claim this is arbitrary, uncalled for and insulting to the traveling men of the State and should be resented by every commercial man, and they, without a doubt, will be backed up by the firms they represent. The following is the blank which we are compelled to sign and fill out:

Northern Interchangeable Mileage Baggage Slip.

When filled out and signed by the original purchaser of the Northern Interchangeable Mileage ticket of form and number shown hereon, baggage agents will check baggage under baggage rules to the point designated and which must be to the same station to which the mileage ticket shall be next used for personal transportation.

Ticket Form.....Ticket Number.....  
 Station from.....to.....  
 Via.....Date.....  
 Given initials of road or roads.....  
 Signature.....

This blank the commercial traveler must fill out before the baggage man will check his baggage. This forced obligation by the railroads has aroused a flood of indignation among the traveling men and is being resented by them and the firms they represent.

In no other State where I travel can you find such arbitrary conditions as in Michigan, and I believe that we should have the same rights and benefits as are accorded to the traveling men in other states. In the territory of the Western Mileage Bureau the railroads issue an interchangeable baggage book at the value of \$12.50 for \$10, a saving of 25 per cent. In Canada members of the Canadian Traveling Men's Association carry 300 pounds of baggage free and, by presenting their membership card at any ticket agent's window, they can secure a two cent rate for any point in Canada. Why can we not have the same conditions here as elsewhere, as they have the same railroads operating there as we have?

Another point of interest to the general public and one not generally known shows how the people of this State, as well as the traveling men, are mulcted by the railroads. At the holiday time one can buy from any point on any railroad in the Dominion a round trip ticket for one fare, good for two or three weeks,

while any person living in Detroit or Michigan desiring to go to Buffalo over the same lines, or to any point within the State, must pay one and one-third fare for the round trip, and the ticket is good for three or four days only. Is this fair and equitable to the people of this State?

Again, why should the people of Michigan pay four cents a mile to the railroads of Upper Michigan, when in other States, like Wisconsin and Minnesota, the railroads are allowed to charge only three cents per mile regular and two cents on mileage? Why does not the Legislature of Michigan correct this matter, the same as Wisconsin did? Several bills have been introduced for this purpose in the past, but railway influence has always blocked them. Is it not time that the jobbers and manufacturers and the people of this State demanded to be put on the same footing as their competitors of Chicago, Milwaukee, St. Paul and Duluth? Why should Michigan's business interests pay this extra tribute to the Canadian railways, for they are the principals in that territory?

Another thing connected with the baggage department of the Michigan railroads is that they compel every commercial traveler to sign away the property rights he represents, to wit:

A man with one trunk signs a release to the railroad company that it will not be liable to over \$100 in case the baggage is destroyed or lost.

The man who has two or more trunks, or over 150 pounds of baggage, must pay a big excess rate for his excess baggage, but he must sign the same release that the railroad company is not holden for over \$100.

The law is that transportation companies shall deliver in good condition all property to destination.

Then why should we sign away the property rights of our firms for our excess baggage? I believe this is a matter of interest to all firms, and I believe that many have not understood that their representatives were compelled to make such concessions to the railroads. In no other state do you find it, and I believe that action should be taken on this matter at once, for I believe no traveling salesman has any right to so jeopardize his employer's property.

I believe the time has come when the traveling men, together with the houses they represent, should take a firm stand against the rulings of the railroads of the State regarding the checking of baggage.

The railroads are protected by a baggage mileage trip and that is all they can consistently ask of the traveling public, and we should not be blamed if their officials are derelict in their duty. A. F. Peake.

The people who sing most about wanting to be angels would have no trouble in getting their neighbors to endorse their applications.

T. B. Taylor has engaged to cover Southern Michigan for the J. E. Bartlett Co., of Jackson.

### Gripsack Brigade.

W. L. Rutz, formerly shoe clerk with Monroe Bros., Howell, has taken a position with the White Shoe Co., Detroit, and will be on the road next month for this firm.

Miss Nina Troyer, who has been on the road for the past two years for the National Food Co., has engaged to cover Ohio and Pennsylvania for the American Paper Box Co.

Wm. J. Marshall, who represents the White-Dunham Shoe Co., of Brockton, Mass., has started out with his fall samples of the renowned Top-Round shoe for men. Billy starts in at the Soo and, after making the Upper Peninsula, gets into Detroit once a week, where his sample room, at 61 Michigan avenue, is always open. Don McKenzie will look out for the dealers while Billy is away.

An Ithaca correspondent writes: Henry W. Kinsel, who has been with Chas. M. Brown in his implement store for the past twelve years, has given up that position and taken one with the International Harvester Co. He will work on the road and commenced his labors for that company last Monday. Mr. Kinsel's long experience with the implement business will make him a valuable man for the International Co.

W. H. Waring, who has covered the towns on the G. R. & I. from Grand Rapids to Mackinaw City for the past four years for Carson, Pirie, Scott & Co., has sent in his resignation, to take effect March 3, in order that he may assume the active management of the dry goods stock at Dundee which he recently purchased from Miss M. Pierce. Mr. Waring will be missed at Cadillac, where he made his headquarters.

Thomas A. Rogan, who has covered the larger towns of Michigan during the past four years for Moore, Smith & Co., of Boston, has engaged to cover Eastern Michigan for the Clapp Clothing Co. He will make his headquarters in Detroit, probably carrying a line of samples there. Mr. Rogan is a son of M. J. Rogan, the rapid firing salesman of Michigan, and will undoubtedly achieve as unqualified a success in the clothing line as he did in the hat and cap trade.

Melvin Kelley, traveling representative for the G. J. Johnson Cigar Co., returned unexpectedly Sunday morning, staggered into his house, 239 Sibley street, and with the exclamation: "I am sick," collapsed and died before medical assistance could be procured. The fact that Mr. Kelley had left the city only two days previously with \$80 in his pocket, together with his unexpected and somewhat mysterious reappearance and the absence of all but about \$3 of the money, led to the suspicion that he might have fallen into the hands of robbers and been the victim of foul play. Coroner LeRoy was summoned and with Coroner Hilliker, conducted a post mortem examination. The cause of death was found to have been disease of the

heart. The deceased was 30 years of age and was very well known and popular among local traveling men. He is survived by a widow but no children.

### The Boys Behind the Counter.

Cadillac—Addison Tabor has resigned his position in the A. W. Lind dry goods store to take a position in Harry Drebin's Boston store. Mr. Tabor is now in Cleveland buying spring merchandise for the Boston store.

Bay City—F. G. Connely is the new manager of C. R. Hawley & Co.'s cloak department. He comes here from Jackson, highly recommended. Mr. Connely is now in New York in the interests of his employers.

Jackson—Frank A. Herrick, who has for eight years been employed with the Smith-Winchester Co., in this city, has taken a position with Bostwick, Braun & Co., of Toledo, as manager of the builders' hardware department. The firm is a large hardware concern doing both a retail and wholesale business.

Cadillac—Elmer A. Anderson has decided to remain in this place, continuing as manager of Timothy Burke's pharmacy and, for the time being, anyway, he has wiped Newberry, whither he was bound, off his map.

Owosso—E. S. Panches, the window and store decorator, has resigned his position with the New York Racket store, and after a two weeks' vacation will take the superintendency of the shoe and dry goods department of W. E. Hall & Son.

### The Poo Bah Clothing Merchant.

M. J. Rogan will soon be the dominating factor in seven clothing stores, two new establishments being in process of incubation—one at Cheboygan and one at Piqua, Ohio.

The Cheboygan store will be conducted under the style of the Rapin & Bassette Co., the other partners being Theo. Rapin and Louis Bassette. Mr. Rapin has been connected with the clothing trade of Cheboygan for eighteen years. Mr. Bassette hails from Indianapolis. The house will handle shoes as well as clothing and furnishing goods.

The Piqua store will be conducted under the style of the Miller-Rogan Co., John D. Miller being the other partner. This firm will confine its attention to clothing and furnishing goods.

## TYPHOID FEVER DIPHTHERIA SMALLPOX

The germs of these deadly diseases multiply in the decaying glue present in all hot water kalsomines, and the decaying paste under wall paper.

Alabastine is a disinfectant. It destroys disease germs and vermin; is manufactured from a stone cement base, hardens on the wall, and is as enduring as the wall itself.

Alabastine is mixed with cold water, and any one can apply it. Ask for sample card of beautiful tints. Take no cheap substitute.

Buy only in 5 lb. pkgs. properly labeled.

ALABASTINE CO.

Office and Factory, Grand Rapids, Mich.  
New York Office, 105 Water St.



#### Michigan Board of Pharmacy.

President—Harry Helm, Saginaw.  
Secretary—Arthur H. Webber, Cadillac.  
Treasurer—J. D. Muir, Grand Rapids.  
Sid A. Erwin, Battle Creek.  
W. E. Collins, Owosso.  
Meetings for 1905—Grand Rapids, March 21, 22 and 23; Star Island, June 26 and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

#### Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.  
Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.  
Secretary—W. H. Burke, Detroit.  
Treasurer—E. E. Russell, Jackson.  
Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seltzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.  
Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

#### Relegating Shelf Bottles to the Rear.

The careful observer has noticed during the last few years that there has been a marked tendency to relegate the time-honored shelf bottles containing tinctures, fluid extracts, etc., to the rear of the store, and to use the space for goods which meet with a more ready sale and which can be displayed to advantage. The more modern and up-to-date stores, especially the large metropolitan establishments, have all adopted this arrangement; and one will often walk halfway down the room before he sees a shelf bottle of any description.

This practice was the subject of a discussion reported in the proceedings of the last meeting of the Indiana Pharmaceutical Association. Mr. Eliel, of South Bend, a well-known member of the American Pharmaceutical Association as well as of the Indiana body, and a pharmacist distinctly of the professional type, caused some surprise by the following remarks:

It has always seemed to me that the vast array of bottles the druggist has been in the habit of placing on his shelves was a piece of foolishness. There are hundreds of these bottles in some stores to be kept clean, and they contain only tinctures, syrups, essential oils, extracts and other things that are never called for by the retail customer, and are only wanted at the dispensing counter. The pharmacist possibly does not have them at his dispensing counter, and in filling prescriptions has to go out in the store for them. I have on my shelves bottles containing only those things that are called for by the retail trade, and I even have a great many drawers where I keep drugs that are ordinarily called for at retail. They do not require any wiping to keep clean, and as some of them are acted on by sunlight they are in better condition if kept in drawers than in bottles. The things used in prescription work are kept in my prescription case. By having the store arranged in that way I can get at anything I want in my store by taking not to exceed fifteen steps. The vast array of bottles usually seen in drug stores is not only a great nuisance, but it is a great bluff. It does not cut much of a figure in the totals when you take an invoice, but it necessitates a great deal of labor and is naturally a money waste.

Two other speakers were half inclined to favor the idea, but one of them raised the objection that if people did not see the customary bottles they would think they had wandered into some other kind of a store than a pharmacy, and the second speaker thought the shelf bottles were rather useful after all in convincing customers that you have a big stock of drugs and are prepared to furnish

anything in the way of rare and unusual substances.

But Mr. Frank Carter, of Indianapolis, a man who has ideas of his own and who expresses them with force and conviction, declared that "the danger of not recognizing your place as a drug store is more imaginary than real," and that it was easy enough to leave enough shelf bottles in the front room to serve as the classic means of identification. As for the other objection, he expressed the opinion that "the reputation of having everything in your store is all right, but, on the other hand, while a person comes after an article he can not find anywhere else and wants five cents' worth of a drug that is obsolete, while you are supplying him, the other fellow who is not so anxious to let people know he has a big stock of drugs has probably sold something on which he has made fifty cents."

Mr. Carter said he had "weeded out from his store every shelf bottle he did not use, and the space is now occupied by fancy soaps, powders, stationery, and a general line of goods we sell every day and want to get at." We may supplement Mr. Carter's remarks somewhat by stating that the great majority of fluid extracts, tinctures, elixirs, and so on, do not need to be displayed, for the reason that people know they are kept in the drug store and will go there after them when ill or when sent for them by the physician. On the other hand, the druggist's great variety of toilet goods, sundries, side lines, etc., are in constant demand, during times of health as during times of sickness; they are likely to be purchased at the department store or elsewhere unless the druggist can get his oar in first; they have to be displayed constantly if the sale on them is to continue; and it behooves the wide-awake pharmacist to keep them to the front and give them the space that is occupied in too many stores by shelf bottles that serve no useful purpose.

The idea is this: every inch of the store salesroom is valuable advertising and display space. How shall it be used to the best advantage? But, asks the man with professional pride, are we to subordinate the very feature of our business which constitutes its essence? No. Around the prescription case center in the public mind the pharmaceutical life and interest of the store; this is the hub of the system; and to surround it with shelf bottles and other insignia of the druggist's art is to preserve and concentrate the distinct atmosphere of the place.—Bulletin of Pharmacy.

#### Fashions in Toilet Articles.

That silver in some form—dull finish, burnished, hammered, repousse, etc.—will always be used as a material for the decoration of toilet articles goes without saying. But it is nevertheless a fact that, whether from the mere desire for a change, or because of the necessity of keeping silver-finished goods constantly polished, there has grown up alongside of the silver trade a very pronounced

demand for goods either made wholly of or finished in tortoise shell.

This beautiful material needs no apology for having come to the fore this season as an increasing favorite. While of a totally different character from silver, it possesses a beauty that is all its own. In transparency and delicacy of coloring it seems to stand in a class by itself. Entire toilet sets are now a frequent showing in this material—including not only bush and comb and powder box, but whisk, clothes and hat brushes, button-hook, and dainty little boxes for pins and other accessories. In the better grades of goods there is little difference in price between tortoise shell and silver.

As a relief from goods that require constant polishing, the present season shows also an increased demand for royal copper, which possesses a most distinguished richness. Dealers report it to be steadily gaining in favor, especially in sets designed for men's use.

Still other late bidders for popular favor in the same field are toilet articles made of bone and wood, hand carved, and usually presented only in the original material, although an occasional set is shown inlaid. The real beauty of these goods lying in the irregularity, quaint marking and varying shades of the material, particularly as displayed in the larger pieces, as the backs of hair brushes, the attempt to improve on the original does not seem to have found equal favor with the unadorned goods. The carving is of course done by hand, chiefly by foreign workmen (Russian and Swiss). Monograms in gold on these sets give the whole an extremely recherche appearance. Ebony sets when distinguished by a monogram, are naturally mounted in silver.

#### Cold Caused by Microbe.

The common theory that all colds are the result of exposure of some sort is a great mistake. Exposure is not the direct cause of the disease. Scientists say that colds are caused by a hostile microbe, which gains a foothold when vitality is lowered by exposure, and that if one is inured to exposures he has an effective remedy against the microbe of cold as well as others. There are many evidences to prove this theory. There are many places where it is impossible to catch cold, because there is no cold to catch.

Nansen and his men, during the three years they spent in the Arctic regions, were immune from cold, although they were constantly enduring exposure of every kind. They passed day after day in clothes so saturated with perspiration that by day they froze into a solid mass, so that they cut into the flesh. And at night, in their sleeping bags, the first hour was spent in thawing out. They returned to civilization none the worse in health, but soon contracted severe colds upon reaching there.

Then there is the remarkable instance of St. Kilda, that lonely, rocky island which was visited by Dr. Johnson when he and Boswell were making their famous tour of the Heb-

rides. There are about 100 inhabitants on the island. The coasts are so precipitous that for eight months of the year it is practically inaccessible. Several vessels from the mainland call there during the summer. And, strange to say, whenever a ship reaches the island from the mainland every inhabitant, even to the infants, is seized with a cold. This fact has been known for more than 200 years and was of great interest to Dr. Johnson, who was skeptical concerning it.

The question of this St. Kilda cold long puzzled men, who never dreamed that it was an infectious disease and that without the possibility of infection it is impossible to catch it, no matter what the exposure may be. That is to say, it is due to a micro-organism, and without the presence of this micro-organism the disease can not be contracted.

#### The Drug Market.

Opium—Is steady at the last advance.

Morphine—Is unchanged.

Quinine—The expected advance did not take place after the Amsterdam bark sale, although bark was sold at an increased price.

Citric Acid—Is very firm and an advance is looked for.

Menthol—There has been a large sale during the last week and the price has advanced with a higher tendency.

Oil Peppermint—Is very weak and tending lower.

Linseed Oil—Has advanced.

One good turn may deserve another, but this doesn't result in perpetual motion.

## 80 Ton 4 Carloads

Our record on the sale of Tablets for 1904.

Our line this year will be larger than ever.

Wait to see our line before placing your orders.

Grand Rapids Stationery Co.

29 N. Ionia St.

GRAND RAPIDS, MICH.

You will make no mistake if you reserve your orders for

**Hammocks  
Fishing Tackle  
Base Ball Supplies  
Fireworks and Flags**

Our lines are complete and prices right.  
The boys will call in ample time.

**FRED BRUNDAGE**

Wholesale Druggist

Stationery and School Supplies

32-34 Western Ave., Muskegon, Mich.

**Advanced—**  
**Declined—**

[illegible]

Manna, S F ....	45@ 50	Sapo, M .....	10@ 12	Lard, extra ....	70@ 80
Menthol .....	N2 85@ 30	Sapo, G .....	@ 15	Lard, No. 1 ....	60@ 65
Morphia, S P & W .....	25@ 30	Selditz Mixture ..	20@ 22	Linsseed, pure raw	42@ 45
Morphia, S N Y Q2 .....	35@ 60	Sinapis .....	@ 18	Linsseed, boiled ..	40@ 45
Morphia, S N Y Q3 .....	35@ 60	Sinapis, Opl .....	@ 30	Neat's foot .....	55@ 70
Moschus Canton ..	22@ 40	Snuff, Maccaboy ..	@ 51	Spts. Turpentine ..	58@ 63
Myristica, No. 1 ..	23@ 30	DeVoes .....	@ 51		
Nux Vomica po 15 ..	@ 10	Snuff, S'h DeVoes ..	@ 51	Paints .....	bbl L
Os Sepia .....	25@ 28	Soda, Boras .....	9@ 11	Red Venetian ....	1% 2 @ 3
Pepsin Saac, H & P D Co .....	@ 1 00	Soda, Boras, po ..	9@ 11	Ochre, yel Mars. 1 2	@ 3
Picis Liq N N ½ gal doz .....	@ 2 00	Soda et Pot's Tart ..	25@ 28	Ochre, yel Ber ..	1% 2 @ 3
Picis Liq qts .....	@ 1 00	Soda, Carb .....	1½@ 2	Putty, comm'r 124	2½@ 3
Picis Liq pints ..	@ 60	Soda, Bi-Carb .....	3@ 5	Putty, strictly pr2½	2½@ 3
Piper Hydrat po 20 ..	@ 10	Soda, Ash .....	3½@ 4	Vermillon, Prime ..	13@ 15
Piper Nigra po 22 ..	@ 18	Soda, Sulphas .....	@ 2 60	Vermillon, Eng .....	75@ 80
Piper Alba po 35 ..	@ 30	Spts, Ether Co .....	50@ 55	Green, Paris .....	14@ 18
Pix Burgun .....	@ 7	Spts, Myrcia Dom ..	@ 2 00	Green, Peninsular ..	13@ 16
Plumbi Acet .....	12@ 15	Spts, Vin Rect bbl ..	@ 2	Lead, red .....	6% 7 @ 8
Pulvis Ip'c et Opil 30@ 1 50		Spts, V'l R't ½ b ..	@	Lead, white .....	6% 7 @ 8
Pyrethrum, bxs H & P D Co. doz ..	@ 75	Spts, V'l R't 10 gal ..	@	Whiting, white S'n ..	@ 90
Pyrethrum, pv .....	20@ 25	Spts, V'l R't 5 gal ..	@	Whiting, Gilders ..	@ 95
Quassia .....	8@ 10	Strychnia, Crystall ..	65@ 1 25	White, Paris Am'r ..	@ 1 25
Quinia, S P & W .....	25@ 35	Sulphur Subl .....	2½@ 4	Whig Paris Eng .....	@ 1 40
Quinia, S Ger .....	25@ 35	Sulphur, Roll .....	2½@ 3½	Whig .....	@ 1 40
Quinia, N. Y. ....	25@ 35	Tamarinds .....	8@ 10	Universal Prep'd 1 10@ 1 20	
Rubus Eubacterum ..	12@ 14	Terebenth Venice ..	28@ 30		
Saccharum La's .....	22@ 25	Theobromae .....	45@ 50	Varnishes .....	
Salacin .....	4 50@ 4 75	Vanilla .....	9@ 10	No 1 Turp Coach 1 10@ 1 20	
Sanguis Drac's .....	40@ 50	Zincel Sulph .....	7@ 8	Extra Turp .....	60@ 70
Sapo, W .....	12@ 14			Coach Body .....	2 75@ 3 00
		Oils .....		No 1 Turp Furnl ..	00@ 1 10
		Whale, winter .....	70@ 70	Extra T Damar ..	1 55@ 1 60
				Jap Dryer No 1 T ..	70@

# Drugs

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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## DECLINED

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1	2
<b>AXLE GREASE</b> Frazer's 1lb. wood boxes, 4 dz. 3 00 1lb. tin boxes, 3 doz. 2 35 3½lb. tin boxes, 2 dz. 4 25 10lb pails, per doz. 6 00 15lb. pails, per doz. 7 20 25lb. pails, per doz. 12 00	<b>Plums</b> 85 Pineapple Grated .....1 25@2 55 Sliced .....1 35@2 75 Pumpkin Fair ..... 70 Good ..... 80 Fancy ..... 1 00 Gallon ..... @ 2 00 Raspberries Standard ..... @ Russian Caviar ½lb. cans .....3 75 ½lb. cans .....7 00 1lb cans .....12 00 Salmon Col'a River, tails .....@ 1 75 Col'a River, flats.1 85@1 90 Red Alaska .....1 35@1 45 Pink Alaska .....@ 35 Sardines Domestic, ¼s .....3 ¼@ 3 ¾ Domestic, ½s ..... 5 Domestic, Must'd 6 @ 9 California, ¼s .....11@14 California, ½s.....17 @24 French, ¼s .....7 @14 French, ½s .....18 @28 Shrimps Standard .....1 20@1 40 Succotash Fair ..... 95 Good ..... 1 10 Fancy .....1 25@1 40 Strawberries Standard ..... 1 10 Fancy ..... 1 40 Tomatoes Fair ..... @ 80 Good ..... @ 85 Fancy .....1 15@1 40 Gallons .....2 50@2 65
<b>BAKED BEANS</b> Columbia Brand 1lb. can, per doz. 90 2lb. can, per doz. 1 40 3lb. can, per doz. 1 80	<b>CARBON OILS</b> Barrels Perfection .....@10½ Water White .....@1 D. S. Gasoline .....@13 Deodor'd Nap'a .....@11½ Cylinder .....29 @34½ Engine .....16 @22 Black, winter .....9 @10½ CATSUP Columbia, 25 pts. ....4 50 Columbia, 25 ½ pts. ....2 60 Snider's quarts .....3 25 Snider's pints .....2 25 Snider's ½ pints .....1 30
<b>BATH BRICK</b> American ..... 75 English ..... 85	<b>CHEESE</b> Acme .....@14 Carson City .....@14 Peerless .....@14 Elsie .....@15½ Emblem .....@14 Gem .....@13½ Ideal .....@14 Jersey .....@14 Riverside .....@14 Warner's .....@14 Brick .....@15 Edam .....@90 Leiden .....@15 Limburger .....@15 Pineapple .....40 @60 Sap Sago .....@20 Swiss, domestic .....@14½ Swiss, imported .....@20
<b>BROOMS</b> 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	<b>CHEWING GUM</b> American Flag Spruce. 55 Beeman's Pepsin .....60 Black Jack .....55 Largest Gum Made. 60 Sen Sen .....00 Sen Sen Breath Perf.1 00 Sugar Loaf .....55 Yucatan .....55
<b>BRUSHES</b> Scrub 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	<b>CHICORY</b> Bulk ..... 5 Red ..... 7 Eagle ..... 4 Franch's ..... 7 Schener's ..... 6 CHOCOLATE Walter Baker & Co's. German Sweet .....22 Premium .....28 Vanilla .....41 Caramel .....35 Eagle .....24 CLOTHES LINES Sisal 60ft. 3 thread, extra.1 00 72ft. 3 thread, extra.1 40 90ft. 3 thread, extra.1 70 60ft. 6 thread, extra.1 25 72ft. 6 thread, extra.1 50 Jute 60ft. .... 75 72ft. .... 90 90ft. .... 1 05 120ft. ....1 50 Cotton Victor 50ft. ....1 10 60ft. ....1 15
<b>BUTTER COLOR</b> W. R. & Co's, 15c size.1 25 W. R. & Co's, 25c size.2 00	
<b>CANNES</b> Electric Light, 8s ..... 9½ Electric Light, 16s .....10 Paraffine, 6s ..... 9 Paraffine, 12s ..... 9½ Wickling .....23	
<b>CANNED GOODS</b> Apples 3 lb. Standards ..... 75@ 80 Gals. Standards .....1 90@2 00 Black-berries 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 .....@ 5 75 Gallon .....@ 1 40 2lb. cans, s.piced .....1 90 Clams Little Neck, 1lb. 1 00@1 25 Little Neck, 2lb. ....@1 50 Clam Bouillon Burnham's ½ pt .....1 90 Burnham's, pts .....3 60 Burnham's, qts .....7 20 Cherries Red Standards .....1 30@1 50 White ..... 1 50 Corn Fair ......85@90 Good .....1 00 Fancy .....1 25 French Peas Sur Extra Fine ..... 22 Extra Fine ..... 19 Fine ..... 15 Moyen ..... 11 Gooseberries Standard ..... 90 Hominy Standard ..... 85 Lobster Star, ¼lb. ....2 15 Star, 1lb. ....3 75 Picnic Tails .....2 60 Mackerel Mustard, 1lb. ....1 80 Mustard, 2lb. ....2 80 Soused, 1½ .....1 80 Soused, 2lb. ....2 80 Tomato 1lb. ....1 80 Tomato, 2lb. ....2 80 Mushrooms Hotels ..... 15@ 20 Buttons .....22@ 25 Oysters Coe, 1lb. ....@ 90 Coe, 2lb. ....@1 70 Coe, 1lb. Oval .....@ 1 00 Peaches Pie .....1 10@1 15 Yellow .....1 65@2 00 Pears Standard .....1 00@1 35 Fancy .....@ 2 00 Peas Marrowfat ..... 90@1 00 Early June ..... 90@1 60	

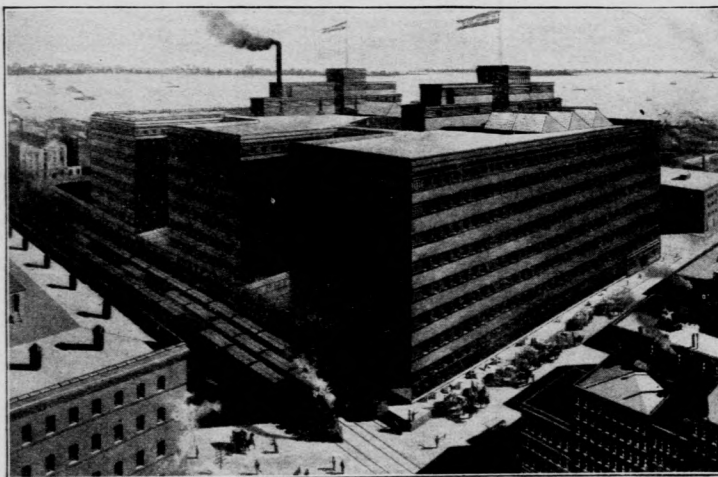
3	4	5
Cotton Windsor 40ft. 50ft. 60ft. 70ft. 80ft. Cotton Braided 40ft. 50ft. 60ft. Galvanized Wire No. 20, each 100ft. long No. 19, each 100ft. long COCOA Baker's Cleveland Colonial, 1/4s Colonial, 1/2s Epps Huyler Van Houten, 1/4s Van Houten, 1/2s Van Houten, 1s Webb Wilbur, 1/4s Wilbur, 1/2s COCOANUT Dunham's 1/4s Dunham's 1/2s & 1/4s Dunham's 1/4s Dunham's 1/2s Bulk COCOA SHELLS 20lb. bags Less quantity Pound packages COFFEE Rio Common Fair Choice Fancy Santos Common Fair Choice Fancy Peaberry Maracalibo Fair Choice Mexican Guatemala Java African Fancy African O. G. F. G. Arabian Mocha Package New York Basis Arbuckle Dillworth Jersey Lion McLaughlin's XXXX McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Holland, 1/2 gro boxes Felix, 1/2 gross Hummel's foil, 1/2 gro. Hummel's tin, 1/2 gro. CRACKERS National Biscuit Company's Bran Butter Seymour Butters N Y Butters Salted Butters Family Butters Soda N B C Soaps Select Sarotoga Flakes Oyster Round Oysters Square Oysters Fauet Argo Extra Farina Sweet Goods Animals Assorted Cake Bagley Gems Belle Rose Bent's Water Butter Thin Chocolate Drops Coco Bar Cocoanut Taffy Coffee Cake, N. B. C. Coffee Cake, Iced Cocoanut Macaroons Cracknels Currant Fruit Chocolate Dainty Curtwheels Dixie Cookie Fluted Cocoanut Frosted Creams Ginger Gems Ginger Snaps, N B C Grandma Sandwich Graham Crackers Honey Fingers, Iced Honey Jumbles Iced Honey Crumpet Imperial Indian Belle Jersey Lunch Lady Fingers Lady Fingers, hand md Lemon Biscuit Square Lemon Wafer Lemon Snaps Lemon Gems Lem Yen	Marshmallow Marshmallow Cream Marshmallow Walnut Mary Ann Malaga Mich Coco F'sd honey Milk Biscuit Mich. Frosted Honey Mixed Picnic Molasses Cakes, Scol'd Moss Jelly Bar Muskegon Branch, Iced Newton Oatmeal Crackers Orange Slice Orange Gem Penny Assorted Cakes Pilot Bread Pineapple Honey Pineapple Pretzels, hand made Pretzettes, hand md Pretzettes, mch. md Revere Rube Sars Scotch Cookies Snowdrops Spiced Sugar Tops Sugar Cakes, scalloped Sugar Squares Sultanas Spiced Gingers Urchins Vienna Crimp Vanilla Wafer Waverly Zanzibar CREAM TARTAR Barrels or drums Boxes Square cans Fancy caddies DRIED FRUITS Apples Sundried Evaporated California Prunes 100-125 25lb boxes 90-100 25lb boxes 80-90 25lb boxes 70-80 25lb boxes 60-70 25lb boxes 50-60 25lb boxes 40-50 25lb boxes 30-40 25lb boxes 1/2c less in 50lb cases Citron Corsecan Currants Imp'd 1lb pkg Imported bulk Peel Lemon American Orange American Raisins London Layers, 3 cr London Layers, 4 cr Cluster crown Loose Muscatels, 2 cr. Loose Muscatels, 3 cr. Loose Muscatels, 4 cr. L. M. Seeded, 1 lb 6 1/2 L. M. Seeded, 1 lb 5 1/2 Sultanas, bulk Sultanas, package FARINACEOUS GOODS Beans Dried Lima Med. Hd. PK'd Brown Holland Farina 24 1lb. packages Bulk, per 100 lbs. Hominy Flake, 50lb sack Pearl, 200lb. sack Pearl, 100lb. sack Maccaroni and Vermicelli Domestic, 10lb box Imported, 25lb box Pearl Barley Common Chester Empire Peas Green, Wisconsin, bu. Green, Scotch, bu. Split, lb Rolled Oats Rolled Avenna, bbls Steel Cut, 100lb. sacks Monarch, bbl. Monarch, 100lb. sacks Quaker, cases Sago East India German, sacks German, broken Tapioca Flake, 110lb. sacks Pearl, 130lb. sacks Pearl, 24 1lb. pkgs Wheat Cracked, bulk 24 2lb packages FISHING TACKLE 1/4 to 1 in 1/4 to 2 in 1/2 to 2 in 1/2 to 2 in 2 in 3 in Cotton Lines No. 1, 10 feet No. 2, 15 feet No. 3, 15 feet No. 4, 15 feet No. 5, 15 feet No. 6, 15 feet No. 7, 15 feet No. 8, 15 feet No. 9, 15 feet Linen Lines Small Medium Large	Poles Bamboo, 14 ft., per doz. Bamboo, 16 ft., per doz. Bamboo, 18 ft., per doz. FLAVORING EXTRACTS Foot & Jenks Coleman's Van. Lem. 2oz. Panel 3oz. Taper No. 4 Rich. Blake Jennings Terpeness Lemon No. 2 D. C. per doz. No. 4 D. C. per doz. No. 6 D. C. per doz. Taper D. C. per doz. Mexican Vanilla No. 2 D. C. per doz. No. 4 D. C. per doz. No. 6 D. C. per doz. Paper D. C. per doz. SPARKLING Knox's Sparkling, doz. Knox's Sparkling, doz. Knox's Acidu'd, doz. Knox's Acidu'd, doz. Oxford Plymouth Rock Nelson's Cox's 1 qt. size Cox's 2 qt. size GRAIN BAGS Amoskeag, 100 in bale Amoskeag, less than 100 in GRAINS AND FLOUR Wheat Old Wheat No. 1 White No. 2 Red Winter Wheat Flour Local Brands Patents Second Patents Straight Second Straight Clear Graham Buckwheat Rye Subject to usual cash discount. Flour in barrels, 25c per barrel additional. Worden Grocer Co's Brand Quaker, paper Quaker, cloth Spring Wheat Flour Pillsbury's Best, 1/4s Pillsbury's Best, 1/4s Pillsbury's Best, 1/4s Lemon & Wheeler Co's Brand Wingold, 1/4s Wingold, 1/4s Wingold, 1/4s Judson Grocer Co's Brand Ceresota, 1/4s Ceresota, 1/4s Ceresota, 1/4s Worden Grocer Co's Brand Laurel, 1/4s, cloth Laurel, 1/4s, cloth Laurel, 1/4s & 1/4s paper Laurel, 1/4s Davenport Co's Brands Golden Horn, family Golden Horn, bakers Pure Rye, light Pure Rye, dark Calumet Dearborn Meal Bolted Golden G-anulated Feed and Millstuffs St. Car Feed screened No. 1 Corn and Oats Corn, cracked Corn Meal, coarse Oat Meal Winter wheat bran Winter wheat midngs Cow Feed Car lots Corn Corn, new Hay No. 1 timothy car lots No. 1 timothy ton lots HERBS Sage Hops Laurel Leaves Senna Leaves INDIGO Madras, 5lb boxes S. F., 2, 3, 5lb boxes JELLY 5lb pails, per doz 75lb pails 30lb pails LICORICE Pure Calabria Sicily Root LYE Condensed, 2 doz Condensed, 4 doz MEAT EXTRACTS Armour's, 2 oz Armour's, 4 oz Liebig's, Chicago, 2 oz Liebig's, Chicago, 4 oz Liebig's, Imported, 2 oz Liebig's, Imported, 4 oz MOLASSES New Orleans Fancy Open Kettle Choice Fair Good Half barrels 2c extra. MINCE MEAT Columbia, per case

6	7	8	9	10	11
<b>MUSTARD</b> Horse Radish, 1 dz ... 1.75 Horse Radish, 2 dz ... 3.50 Bayle's Celery, 1 dz ... <b>OLIVES</b> Bulk, 1 gal. kegs ... 1.00 Bulk, 2 gal. kegs ... .95 Bulk, 5 gal. kegs ... .90 Manzanilla, 8 oz. ... .90 Queen, pints ... 2.35 Queen, 19 oz ... 4.50 Queen, 28 oz ... 7.00 Stuffed, 5 oz ... .90 Stuffed, 8 oz ... 1.45 Stuffed, 10 oz ... 2.30 <b>PIPES</b> Clay, No. 216 ... 1.70 Clay, T. D., full count ... 85 Cob, No. 3 ... 85 <b>PICKLES</b> Medium Barrels, 1,200 count ... 5.50 Half bbls., 600 count ... 3.25 Small Barrels, 2,400 count ... 7.25 Half bbls., 1,200 count ... 2.25 <b>PLAYING CARDS</b> No. 90 Steamboat ... 85 No. 15, Rival, assorted ... 1.20 No. 20, Rover enameled ... 60 No. 572, Special ... 1.75 No. 98, Golf, satin finish ... 2.00 No. 808 Bicycle ... 2.00 No. 632 Tourist whist ... 2.25 <b>POTASH</b> 48 cans in case Babbitt's ... 4.00 Penna Salt Co's ... 3.00 <b>PROVISIONS</b> Barreled Pork Mess ... 13.00 Fat back ... 14.00 Back fat ... 14.50 Short Cut ... 13.00 Bean ... 11.50 Pig ... 18.00 Brisket ... 13.50 Clear Family ... 12.00 <b>Dry Salt Meats</b> S P Bellies ... 8 1/2 Bellies ... 8 1/2 Extra Shorts ... 8 1/2 <b>Smoked Meats</b> Hams, 12lb. average ... 10 Hams, 14lb. average ... 10 Hams, 16lb. average ... 10 Hams, 20lb. average ... 10 Skinned Hams ... 10 1/2 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) ... 10 Bacon, clear ... 9 1/2 @ 10 1/2 California Hams ... 7 Picnic Boiled Ham ... 11 Boiled Ham ... 16 Berlin Ham pr's'd ... 8 Mince Ham ... 10 <b>Lard</b> Compound ... 4 1/2 Pure ... 7 1/2 60lb. tubs, advance ... 7 1/2 80lb. tubs, advance ... 7 1/2 50lb. tins, advance ... 7 1/2 20lb. pails, advance ... 7 1/2 10lb. pails, advance ... 7 1/2 5lb. pails, advance ... 7 1/2 3lb. pails, advance ... 7 1/2 <b>Sausages</b> Bologna ... 5 Liver ... 6 1/2 Frankfort ... 6 1/2 Pork ... 6 1/2 Veal ... 8 1/2 Tongue ... 9 1/2 Headcheese ... 6 1/2 <b>Beef</b> Extra Mess ... 9.50 Boneless ... 10.50 Rump, new ... 10.50 <b>Pig's Feet</b> 1/4 bbls. ... 1.10 1/2 bbls., 40lbs. ... 1.70 1/4 bbls., 80lbs. ... 3.75 1 bbl. ... 7.75 <b>Tripe</b> Kits, 15 lbs. ... 70 1/4 bbls., 40 1/2 ... 1.50 1/2 bbls., 80lbs. ... 3.00 <b>Casings</b> Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 <b>Uncolored Butterine</b> Solid, dairy ... @ 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 ... 2.00 @ 2.50 Potted ham, 1/4 ... 45 Potted ham, 1/2 ... 85 Deviled ham, 1/4 ... 45 Deviled ham, 1/2 ... 85 Potted tongue, 1/4 ... 45 Potted tongue, 1/2 ... 85 <b>RICE</b> Screenings ... 2 @ 2 1/2 Fair Japan ... @ 3 1/2 Choice Japan ... @ 4 Imported Japan ... @ 4 1/2 Fair Louisiana hd. ... @ 3 1/2 Choice La. hd. ... @ 4 1/2 Carolina ex. fancy ... @ 5 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint ... 2.25 Columbia, 1 pint ... 4.00 Durkee's large, 1 doz. ... 4.50 Durkee's small, 2 doz. ... 5.25 Snider's large, 1 doz. ... 2.35 Snider's small, 2 doz. ... 1.35 <b>SALERATUS</b> Packed 60 lbs in box. Arm and Hammer ... 1.15	Deland's ... 3.00 Dwight's Cow ... 1.15 Emblem ... 2.10 L. P. ... 3.00 Wyandotte, 100 3/4s ... 3.00 <b>SAL SODA</b> Granulated, bbls ... 85 Granulated, 100lb cases ... 90 Lump, bbls ... 75 Lump, 145lb kegs ... 95 <b>SALT</b> Common Grades 100 3lb sacks ... 1.95 60 5lb sacks ... 1.85 28 10 1/2 sacks ... 1.75 56 lb. sacks ... 3.30 28 lb sacks ... 15 <b>Wear</b> 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 <b>Solar Rock</b> 26lb. sacks ... 20 <b>Common</b> Granulated, fine ... 80 Medium fine ... 85 <b>SALT FISH</b> Cod Large whole ... @ 7 Small Whole ... @ 6 1/2 Strips or bricks 7 1/2 @ 11 Pollock ... @ 3 1/2 <b>Halibut</b> Strips ... 14 Chunks ... 14 1/2 <b>Herring</b> Holland White Hoop, bbls 8 25 @ 9 25 White Hoop, 1/2 bbl 25 @ 50 White hoop, keg. 57 @ 70 White hoop mchs ... @ 75 Norwegian ... @ Round, 100lbs ... 3.75 Round, 40lbs ... 1.75 Scales ... 15 <b>Trout</b> No. 1, 100lbs ... 7.50 No. 1, 40lbs ... 3.25 No. 1, 10lbs ... .90 No. 1, 8lbs ... .75 <b>Mackerel</b> Mess, 100lbs ... 13.00 Mess, 40lbs ... 5.70 Mess, 10lbs ... 1.60 Mess, 8lbs ... 1.34 No. 1, 100lbs ... 11.50 No. 1, 40lbs ... 5.10 No. 1, 10lbs ... 1.50 No. 1, 8lbs ... 1.25 <b>Whitefish</b> No. 1 No. 2 Fam 100lb ... 8.50 3.50 50lbs ... 4.50 2.10 10lbs ... 1.00 .52 8lbs ... .82 .44 <b>SEEDS</b> Anise ... 15 Canary, Smyrna ... 7 1/2 Caraway ... 1 Cardamom, Malabar ... 8 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cuttle Bone ... 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. ... 50 Handy Box, small ... 1.25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 <b>SNUFF</b> Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rapple, in jars ... 43 <b>SOAP</b> Central City Soap Co. Jaxon ... 2.85 Boro Naphtha ... 4.00 Johnson Soap Co. Ajax ... 1.85 Badger ... 1.15 Borax ... 3.40 Calumet Family ... 2.35 China, large cakes ... 5.75 China, small cakes ... 3.75 Etna, 8 oz. ... 2.30 Etna, 60 cakes ... 2.10 Galvanic ... 4.05 Mary Ann ... 2.35 Mottled German ... 2.25 New Era ... 2.45 Scotch Family, 60 cakes ... 2.30 Scotch Family, 100 cakes ... 3.80 Weldon ... 2.85 Assorted Toilet, 50 car- tons ... 3.85 Assorted Toilet, 100 cartons ... 7.50 Cocoa Bar, 6 oz ... 3.25 Cocoa Bar, 10 oz ... 5.25 Senate Castile ... 3.50 Palm Olive, toilet ... 4.00 Palm Olive, bath ... 1.50 Palm Olive, bath ... 1.10 Rose Bouquet ... 3.40 <b>J. S. Kirk &amp; Co.</b> American Family ... 4.05 Dusky Diamond, 50 8oz ... 2.80 Dusky D'nd, 100 6oz ... 3.80 Jap Rose, 50 bars ... 3.75 Savon Imperial ... 3.10 White Russian ... 3.10 Dome, oval bars ... 2.85 Satinet, oval ... 2.15 Lautberry, 100 cakes ... 4.00 <b>LAUTBROS. &amp; CO.</b> Acme soap, 100 cakes ... 2.85 Naphtha soap, 100 cakes ... 4.00	Big Master, 100 bars ... 4.00 Marcellus White soap ... 4.00 Snow Boy Wash P'w'r ... 4.00 Proctor & Gamble Co. Lenox ... 2.85 Ivory, 6 oz. ... 4.00 Ivory, 10 oz. ... 6.75 Star ... 3.10 <b>A. B. Wisley</b> Good Cheer ... 4.00 Old Country ... 3.40 <b>Soap Powders</b> Central City Soap Co. Jackson, 16 oz ... 2.40 Gold Dust, 24 large ... 4.50 Gold Dust, 100-5c ... 4.00 Kirkoline, 24 4lb. ... 3.90 Pearline ... 3.75 Soapine ... 4.10 Babbitt's 1776 ... 3.75 Roseine ... 3.50 Armour's ... 3.70 Wisdom ... 3.80 <b>Soap Compounds</b> Johnson's Fine ... 5.10 Johnson's XXX ... 4.25 Nine O'clock ... 3.35 Rub-No-More ... 3.75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ... 9.00 Sapolio, half gross lots ... 4.50 Sapolio, single boxes ... 2.25 Sapolio, hand ... 2.25 Mill ... 3.2 Scourine Manufacturing Co. Scourine, 50 cakes ... 1.80 Scourine, 100 cakes ... 3.50 <b>SODA</b> Boxes ... 5 1/2 Kegs, English ... 4 1/2 <b>SOUPS</b> Columbia ... 3.00 Red Letter ... 90 <b>SPICES</b> Whole Spices Allspice ... 12 Cassia, China in mats ... 12 Cassia, Canton ... 16 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken ... 40 Cassia, Saigon, in rolls ... 55 Cloves, Amboyina ... 18 Cloves, Zanzibar ... 16 Mace ... 16 Nutmegs, 75-80 ... 45 Nutmegs, 105-10 ... 35 Nutmegs, 15-20 ... 35 Pepper, Singapore, blk. ... 25 Pepper, Singp. white ... 25 Pepper, shot ... 17 <b>Pure Ground in Bulk</b> Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 20 Ginger, African ... 15 Ginger, Cochon ... 25 Ginger, Jamaica ... 25 Mace ... 18 Mustard ... 15 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 28 Pepper, Cayenne ... 20 Sage ... 20 <b>STARCH</b> Common Gloss 1lb packages ... 4 @ 5 3lb packages ... 4 1/2 6lb packages ... 5 1/2 40 and 50lb boxes ... 3 @ 3 1/2 Barrels ... @ 3 <b>Common Corn</b> 20lb packages ... 5 40lb packages ... 4 1/2 @ 7 <b>SYRUPS</b> Corn Barrels ... 22 Half Barrels ... 24 20lb cans 1/4 dz in case ... 1.55 10lb cans 1/2 dz in case ... 1.50 5lb cans 2 dz in case ... 1.65 2 1/2lb cans 2 dz in case ... 1.70 <b>Pure Cane</b> Fair ... 16 Good ... 20 Choice ... 25 <b>TEA</b> Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 5 1/2 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 <b>Gunpowder</b> Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 32 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>Ceylon</b> Choice ... 32 Fancy ... 42	<b>TOBACCO</b> Fine Cut Cadillac ... 54 Sweet Loma ... 34 Hiawatha, 5lb pails ... 56 Hiawatha, 10lb pails ... 54 Telegram ... 30 Pay Car ... 33 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 44 Tiger ... 40 <b>Plug</b> Red Cross ... 31 Palo ... 35 Kyro ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head, 7 oz. ... 47 Spear Head, 14 1/2 oz. ... 44 Nobby Twist ... 55 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 38 Piper Heidsieck ... 66 Boot Jack ... 80 Honey Dip Twist ... 40 Black Standard ... 40 Cadillac ... 40 Forge ... 34 Nickel Twist ... 52 Great Navy ... 36 <b>Smoking</b> Sweet Core ... 34 Flat Car ... 32 Warpath ... 26 Bamboo, 16 oz. ... 28 I X L, 5lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 40 Duke's Cameo ... 43 Myrtle Navy ... 44 Yum Yum, 1 1/2 oz. ... 39 Yum Yum 1lb pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1lb ... 22 Ploy Boy, 1 1/2 oz. ... 39 Ploy Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 1/2 oz. ... 38 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 30 Good Indian ... 25 Self Binder, 16oz, 8oz 20-22 Silver Foam ... 24 Sweet Marie ... 32 Royal Smoke ... 42 <b>TWINE</b> Cotton, 3 ply ... 20 Cotton, 4 ply ... 20 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 <b>VINEGAR</b> Malt White Wine, 40gr 8 Malt White Wine, 80 gr 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 <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> Baskets Bushels ... 1.00 Bushels, wide band ... 1.25 Market ... 35 Splint, large ... 6.00 Splint, medium ... 5.00 Splint, small ... 4.00 Willow, Clothes, large ... 7.00 Willow Clothes, med m ... 6.00 Willow Clothes, small ... 5.50 <b>Bradley Butter Boxes</b> 2lb size, 24 in case ... 72 3lb size, 16 in case ... 68 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 ... 40 Ideal No. 7 ... 90	<b>Pails</b> 2-hoop Standard ... 1.60 3-hoop Standard ... 1.70 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 ... 1.70 18-in., Standard, No. 2 ... 2.60 16-in., Standard, No. 3 ... 3.50 20-in., Cable, No. 1 ... 7.50 18-in., Cable, No. 2 ... 6.50 16-in., Cable, No. 3 ... 5.50 No. 1 Fibre ... 10.80 No. 2 Fibre ... 9.45 No. 3 Fibre ... 8.55 <b>Wash Boards</b> Bronze Globe ... 2.50 Dewey ... 1.75 Double Acme ... 2.75 Single Acme ... 2.25 Double Peerless ... 3.50 Single Peerless ... 2.75 Northern Queen ... 2.75 Double Duplex ... 3.00 Good Luck ... 2.75 Universal ... 2.65 <b>Window Cleaners</b> 12 in. ... 1.65 14 in. ... 1.85 16 in. ... 2.30 <b>Woolen Bowls</b> 11 in. Butter ... 75 13 in. Butter ... 1.15 15 in. Butter ... 1.20 17 in. Butter ... 1.25 19 in. Butter ... 1.45 Assorted, 13-15-17 ... 2.25 Assorted 15-17-19 ... 3.25 <b>WRAPPING PAPER</b> Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short c'tn 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 Cream, 3 doz. ... 1.00 Yeast Foam, 1 1/2 doz. ... .58 <b>FRESH FISH</b> Jumbo Whitefish ... 11 @ 12 No. 1 Whitefish ... @ 9 Trout ... @ 9 1/2 Black Bass ... Halibut ... 12 @ 12 1/2 Cliscoes or Herring ... @ 5 Bluefish ... 11 @ 12 Live Lobster ... @ 22 Boiled Lobster ... @ 23 Cod ... @ 12 1/2 Haddock ... @ 8 No. 1 Pickerel ... @ 9 Pike ... @ 7 Perch, dressed ... @ 7 Smoked White ... @ 12 1/2 Red Snapper ... 13 @ 14 Col. River Salmon ... 15 @ 16 Mackerel ... 15 @ 16 <b>OYSTERS</b> Cans F. H. Counts ... 37 Extra Selects ... 30 Selects ... 25 Perfection Standards ... 24 Anchors ... 22 Standards ... 20 Favorites ... 19 <b>Bulk Oysters</b> F. H. Counts ... 2.25 Extra Selects ... 2.00 Selects ... 1.65 Standards ... 1.50 Perfection Standards ... 1.25 <b>Shell Goods</b> Clams ... 1.25 Oysters ... 1.25 <b>HIDES AND PELTS</b> Hides Green No. 1 ... 8 1/2 Green No. 2 ... 7 1/2 Cured No. 1 ... 10 Cured No. 2 ... 9 Calfskins, green No. 1 ... 12 Calfskins, green No. 2 ... 10 1/2 Calfskins, cured No. 1 ... 13 1/2 Calfskins, cured No. 2 ... 12 Steer Hides, 60lbs, over 10 1/2 <b>Pelts</b> Old Wool ... Lamb ... 90 @ 2.00 Shearlings ... 25 @ 80 <b>Tallow</b> No. 1 ... @ 4 1/2 No. 2 ... @ 3 1/2 <b>Wool</b> Washed, fine ... @ 27 Unwashed, medium ... 22 @ 27 Unwashed, fine ... 14 @ 20 Washed, medium ... @ 32	<b>CONFECTIONS</b> Stick Candy Standard ... 8 Standard H. H. ... 8 Standard Twist ... 8 1/2 Cut Loaf ... 9 <b>Jumbo, 32lb.</b> Extra H. H. ... 8 Boston Cream ... 10 Olde Time Sugar stick 30lb case ... 12 <b>Mixed Candy</b> Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 10 Broken ... 8 Cut Loaf ... 9 Leader ... 8 1/2 Kindergarten ... 9 Bon Ton Cream ... 9 French Cream ... 9 1/2 Star ... 11 Hand Made Cream ... 14 1/2 Premio Cream mixed ... 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 11 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 1/2 Lozenges, printed ... 10 1/2 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Eureka Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 9 Moss Drops ... 9 1/2 Lemon Sours ... 9 1/2 Imperial ... 9 1/2 Ital. Cream Opera ... 12 Ital. Cream Bon Bon ... 12 20lb pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Topazolas ... 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours ... 55 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1.00 Bitter Sweets, ass'd ... 1.25 Brilliant Gums, Crys. ... 60 A. A. Licorice Drops ... 90 Lozenges, plain ... 55 Lozenges, printed ... 55 Imperial ... 55 Mottoes ... 60 Cream Bar ... 55 G. M. Peanut Bar ... 55 Hand Made Cr'ms ... 80 @ 90 Cream Buttons, Pep- and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2.75 Buster Brown Goodies 30lb. case ... 3.50 Up-to-Date Asstmt, 32 lb. case ... 3.75 Ten Strike Assort- ment No. 1 ... 6.50 Ten Strike No. 2 ... 1.00 <b>Kalamazoo Specialties</b> Hanselman Candy Co. Chocolate Maize ... 18 Gold Medal Chocolate Almonds ... 18 Chocolate Nugatines ... 18 Quadruple Chocolate ... 15 Violet Cream Cakes, bx 90 Gold Medal Creams, pails ... 13 1/2 <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, 200s ... 1.2 <b>NUTS-Whole</b> Almonds, Tarragona ... 15 Almonds, Avica ... Almonds, California sft shell, new ... 15 @ 16 Brazilis ... 13 @ 14 Filberts ... 13 Cal. No. 1 ... 14 @ 15 Walnuts, soft shelled. Walnuts, new Chili ... 12 Table nuts, fancy ... 13 Pecans Med. ... 10 Pecans, ex. large ... 11 Pecans, Jumbos ... 12 Hickory Nuts pr bu Ohio new ... 1.75 Cocoanuts ... 4 Chestnuts, New York State, per bu ... <b>Shelled</b> Spanish Peanuts 6 @ 7 Pecan Halves ... @ 42 Walnut Halves ... @ 24 Filbert Meats ... @ 25 Alicant Almonds ... @ 33 Jordan Almonds ... @ 47 <b>Peanuts</b> Fancy, H. P. Suns ... 6 Fancy, H. P. Suns, Roasted ... 7 Choice H. P. Jbo. ... 7 1/2 Choice, H. P. Jum- bo, Roasted ... @

# Butler Brothers 1905

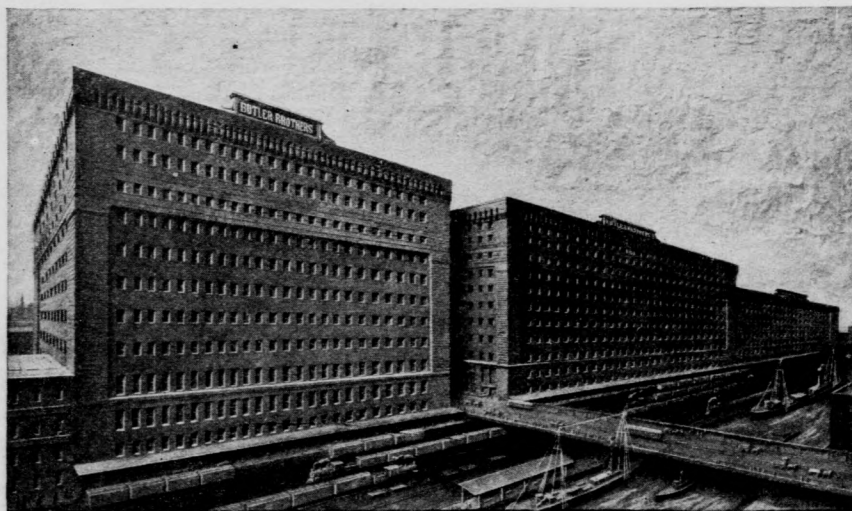


Broadway Bldg. (495 & 497 Broadway.)



Jersey City Building (Washington, Morgan, Warren and Bay Streets.)

**OUR NEW YORK HOUSE.** In Broadway building (9 stories and 2 basements) are general offices and sales rooms. In Jersey City building are merchandise and operating departments. The latter is one of the largest two wholesale structures in the world, the other being our Chicago premises. Private railroad tracks on two sides. Total area of the two buildings about 600,000 square feet.

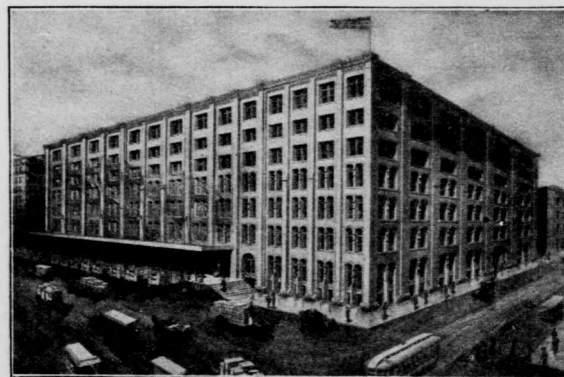


**OUR CHICAGO HOUSE.** One of the largest two wholesale structures in the world, the other being our New York plant. An eighth of a mile of thirteen-story buildings. More than 600,000 square feet (16 acres) of connected floor area. 676 feet of unbroken shipping platform, bordering on joint tracks used by five great trunk systems. Freight handled direct from car to platform.



Store "A." 1221 to 1237 Washington Avenue.

**OUR ST. LOUIS HOUSE.** The two buildings above shown are a short half block apart. Store "A" (7 stories and basement) run through from Washington Avenue to Lucas Avenue; in same are our sales rooms, office and open stock goods. Store "B" (7 stories and basement) contains surplus stock and original packages, and from same all shipping is done. Magnificent modern equipment for handling business economically and efficiently.



Store "B." Corner St. Charles and Thirteenth Streets.

New York

Chicago

St. Louis

In the three American cities where rail and water routes chiefly center, we have these huge modern "machines" for handling goods on a big scale.

These three, in distributing, combine as one in buying and exert to the full the price-reducing pressure of immense quantity purchases.

Our saving way of selling is another advantage—for no "traveling expenses" are included in our prices.

The results are forty acres of floor space heaped with reasons why YOU are interested in what we offer.

Our March catalogue tells it all—presents complete our spring offerings in more than fifty departments and quotes our guaranteed net price for every item.

For merchants only and free to them. Ask for catalogue No. J532.

## SPECIAL PRICE CURRENT

## Business-Wants Department

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

## BAKING POWDER

**JAXON**  
1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 2 doz. case 60

Royal  
10c size. 90  
1/4 lb. cans 135  
6 oz. cans 190  
1/2 lb. cans 250  
1 lb. cans 375  
1 lb. cans 430  
1 lb. cans 1200  
1 lb. cans 2150



## BLUING

Arctic 4 oz. ovals, p. gro 4 00  
Arctic 8 oz. ovals, p. gro 6 00  
Arctic 16 oz. ro'd, p. gro 9 00

## BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



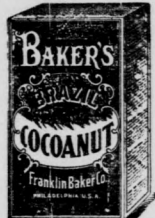
Sunlight Flakes  
Per case . . . . . \$4 00  
Wheat Grits  
Cases, 24 2 lb. pk's. \$2 00



G. J. Johnson Cigar Co.'s bd.  
Less than 500 . . . . . 32 00  
500 or more . . . . . 32 00  
1,000 or more . . . . . 31 00

## COCONUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case. 2 60  
85 1/2 lb. pkg. per case. 2 60  
98 1/2 lb. pkg. per case. 2 60  
110 1/2 lb. pkg. per case. 2 60

## FRESH MEATS

Beef  
Carcass . . . . . 4 @ 7 1/4  
Forequarters . . . . . 4 @ 5 1/2  
Hindquarters . . . . . 6 1/2 @ 8 1/4  
Loins . . . . . 9 @ 16  
Ribs . . . . . 8 @ 14  
Rounds . . . . . 5 1/2 @ 6 1/2  
Chucks . . . . . 4 @ 5  
Plates . . . . . 4 @ 3  
Pork  
Dressed . . . . . @ 5 1/4  
Loins . . . . . @ 9  
Boston Butts . . . . . @ 8  
Shoulders . . . . . @ 7 1/2  
Leaf Lard . . . . . @ 7  
Mutton  
Carcass . . . . . @ 7  
Lamb . . . . . @ 12 1/2  
Veal  
Carcass . . . . . 5 1/2 @ 8



## CORN SYRUP

24 10c cans . . . . . 1 84  
12 10c cans . . . . . 2 30  
1 8c cans . . . . . 3 80

## COFFEE

Roasted  
Dwinell-Wright Co.'s Bds



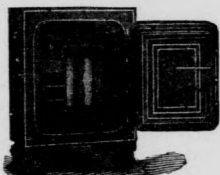
White House, 1 lb. . . . .  
White House, 2 lb. . . . .  
Excelsior, M & J, 1 lb. . . . .  
Excelsior, M & J, 2 lb. . . . .  
Tip Top, M & J, 1 lb. . . . .  
Royal Java . . . . .  
Royal Java and Mocha . . . . .  
Java and Mocha Blend . . . . .  
Boston Combination . . . . .  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Meisel & Goeschel  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek  
Fielbach Co., Toledo.



## CONDENSED MILK

4 doz. in case  
Gail Borden Eagle . . . . . 6 40  
Crown . . . . . 5 90  
Champion . . . . . 4 52  
Daisy . . . . . 4 70  
Magnolia . . . . . 4 00  
Challenge . . . . . 4 40  
Dime . . . . . 3 85  
Peerless Evap'd Cream 4 00

## SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

## STOCK FOOD.

Superior Stock Feed Co., Ltd.  
\$ .50 carton, 24 in box. 10.80  
1.00 carton, 18 in box. 10.80  
12 1/2 lb. cloth sacks . . . . . 84  
25 lb. cloth sacks . . . . . 1.65  
50 lb. cloth sacks . . . . . 3.15  
100 lb. cloth sacks . . . . . 6.00  
Peck measure . . . . . .90  
1/2 bu. measure . . . . . 1.80  
12 1/2 lb. sack Cal meal . . . . . 39  
25 lb. sack Cal meal . . . . . 75  
F. O. E. Plainwell, Mich.

## SOAP

Heaver Soap Co.'s Brands



10 cakes, large size . . . . . 6 50  
50 cakes, large size . . . . . 3 25  
100 cakes, small size . . . . . 3 25  
50 cakes, small size . . . . . 1 90

## 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

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

For Sale—One of the best located drug stores in Grand Rapids. Cash price \$4,000. Address "Druggist," care Michigan Tradesman. 314

For Sale—General store, all or part—in good condition, small town. Good farming community. Unusually large territory to draw from. Will stand investigation. Address C. & C., care Michigan Tradesman. 313

For Sale—Physician's office practice with equipments. Also fine dwelling in city of 100,000. Reason, ill health. Would take part trade for property in small town. Address No. 292, Michigan Tradesman. 292

For Sale—Electric lighting plant; first class condition; in Central Illinois town. 2,500 population; have long term arc and incandescent contract with city; large private business. Address Electric, 419 Frisco Bldg., St. Louis, Mo. 293

I have the best business proposition in America for a person who will aid me with money and services to organize stock company. I have shops and \$20,000 cash offered me already. Address L. Box No. 14, Station C, Toronto, Ohio. 299

For Sale—Hardware stock in a county seat town, surrounded by a splendid farming country; invoice about \$6,000. A money-maker. Wm. Fleming, Greensburg, Ind. 298

"We bring buyer and seller together," placing them in direct communication. Our plan new and successful. "One of the best I have ever seen," writes patron. That is why we have business offerings in many states. Bakeries, creameries, cheese factories, grocery and hardware stores, hotels, etc., also farms of all kinds and prices throughout country, including many in Michigan, Northern, Southern, Eastern and Western parts. One of the finest cheese factories, popular summer resort, hotels in Michigan. Exchange list large. You can exchange business for business or for farm. Hundreds of listings, all from owners direct. We deal with owners only. If you wish to buy, sell or exchange, write for plan. It will pay. Hiles & Myers, T75 Matthews Bldg., Milwaukee, Wis. 297

Inducements to Manufacturers. Nashville, Mich., offers free sites and other inducements for manufacturers to locate there. If you contemplate changing location write Sec'y Nashville Board of Trade, Nashville, Mich. 296

For Sale—Hotel, saloon in connection; been in business 22 years; on the banks of Lake St. Clair; land and outbuildings; good fishing and hunting. Mrs. A. Van Tien, Anchorville, Mich. 295

Washington Timber Lands—Did you ever think how many fortunes have been made in timber lands? Let us tell you how to make big money on a small investment. Write to S. V. Christ, 614 Pacific Block, Seattle, Wash. 305

Wisconsin Lands For Sale—Timber and farming lands in large tracts to investors or saw mills. Land advances steadily in price. I offer one tract of 2,700 acres, considerable timber on it, at \$4 per acre. \$5,000 cash, balance on time. Other tracts of good timber land for saw mills, \$12 per acre. Address C. P. Crosby, Rhinelander, Wis. 304

For Sale—Fine half section north of Edgeley, N. D., good soil, 144 acres broken; \$15 per acre, \$5.50 per acre cash, rest on crop land. Address Lock Box 327, Salsburg, Ia. 303

For sale or trade in merchandise, 320 acres Minnesota timber land, containing about 1,200,000 feet lumber, pine, spruce, tamarack and jackpine, 1,000 cords pulp wood, 3,500 cord wood, thousands of ties, poles and posts. Address Box 411, Valley City, N. D. 302

Agents can easily make \$1.00 an hour. Write now for full information. Edwin Gillis, Kalamazoo, Mich. 312

For Sale—A drug stock and a bargain. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 311

For Sale—Undoubtedly the best and cleanest stock of drugs, groceries, paints, oils and wall paper in a town of 1,000 inhabitants. Located in Southern Michigan. Owner not a druggist and has other business. Full particulars. Yearly sales over \$20,000. Address No. 310, care Michigan Tradesman. 310

For Sale—Clean, up-to-date stock of groceries, crockery, china and glassware, practically the only crockery stock in a good live town of 1,500, within 50 miles of Grand Rapids. Doing a good business. Stock and fixtures will inventory about \$2,000. No trades. Address "B," care Michigan Tradesman. 216

For Sale—Manufacturing site, adjoining large industries; unexcelled location; all railroad connections; 11 1/2 acres, level and without doubt one of the best locations as to shipping facilities that could be desired. J. W. Douthett, 351 Spitzer Bldg., Toledo, Ohio. 291

Oklahoma Farms—For sale in Comanche county, from \$1,000 to \$3,500 for 160 acres. Write for list and descriptions of same. M. A. Wert, Lawton, Okla. 290

Big Money—\$10 buys, puts or calls on 10,000 bushels wheat; no further risk; movement of 5 cents makes you \$500. Write for circular. The Standard Grain Co., Cleveland, Ohio. 289

For Sale—Twenty-five shares (par value \$2,500) stock in the Carbide Fireproofing Co. cheap; full investigation courted. This is a rare investment opportunity. Address E. R. Stowell, Portland, Ind. 287

For Sale—A clean general stock of dry goods, shoes, groceries and provisions. Invoice about \$1,800. Railroad town. Population 250. Good farming country. Rent reasonable. Do a cash business. Good reasons for selling. Will sell for cash only. Apply for information. Address "Bon Marche," care Michigan Tradesman. 181

Wanted to buy for cash, good stock general merchandise. Particulars in reply. Address No. 999, care Michigan Tradesman. 999

For Sale For Cash Only—Stock of general merchandise with fixtures. Established ten years. Good country trade. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich. 959

For Sale—Drug store, Northern Indiana at a bargain if sold by March 15. A snap. Address No. 282, care Michigan Tradesman. 282

R. B. H. MACRORIE,  
AUCTION CO.  
Expert Merchandise

Auctioneers,  
Library Hall, Davenport, Ia  
We sell merchandise on commission basis only to show our faith in our ability. If we can't sell your goods we don't want your money. For terms, dates, and etc., address as above

## Our Experience Your Gain



J. S. TAYLOR



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars. TAYLOR & SMITH, 53 River St., Chicago.

## It's a Pleasure

to offer you the very best staff of expert

## Auctioneers

Special Salesmen too

We promise little but do much

Our very best references, our present sales Write us for dates at once



A. W. Thomas Auction Co.

477 Wabash Ave.

Chicago

**Failure of E. Y. Hogle, of Saginaw.**

Saginaw, Feb. 28.—On Jan. 7 E. Y. Hogle, who had conducted a dry goods and grocery business in the Merrill block since the fall of 1901, turned the stock over to Thomas Merrill, his heaviest creditor, with the assurance that the assets would meet all liabilities. Charles E. Mimmlein was put in charge of the store, and the business was continued by him until last Monday.

F. E. Emerick, acting for Mr. Merrill, wrote the creditors, who were known, stating the condition of affairs. It soon transpired that the outside liabilities exceeded by a considerable sum the figures stated by Mr. Hogle. An inventory of the stock showed about \$25,000 worth of goods, perhaps a little less. The liabilities figured up to about \$38,000. Mr. Merrill proposed terms of settlement, and prior to the bankruptcy proceedings it was thought that the matter could be adjusted out of court. The creditors, however, have taken matters in their own hands and instituted bankruptcy proceedings.

The reopening of the store at an early date is expected. A rumor that could not be traced to any very authentic source was to the effect that parties stood ready to bid for the stock as soon as the received was in a position to sell. It is likely, however, that a more speedy way of reopening the business would be an agreement among the creditors. It is understood that Mr. Hogle went to Cuba more than a month ago.

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

Buffalo, Mar. 1.—Creamery, fresh, 32@33½c; dairy, fresh, 25@30c; poor, 18@22c; roll, 23@26c.

Eggs—Fresh, 29c.

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

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

Beans—Hand picked marrows, new, \$2.75@3; mediums, \$2.25; peas, \$1.90 @2; red kidney, \$2.50@2.75; white kidney, \$2.75@3.

Potatoes—Round white, 33@37c; mixed and red, 25@28c.

Rea & Witzig.

**The Grain Market.**

The past week has seen a decline in wheat of from 5@6c per bush.—that is, the May option. The general news have been bullish and bearish by turns, but the inclination on the part of large traders has been to sell out their long wheat and take the other side of the market. The crop news have been very bearish. Not only domestic but foreign crops as well are reported in fine condition. Export trade has been very small. Now and then a shipment of low grade flour is about all that can be worked on the present market. There was a decrease in the visible supply, as reported by Bradstreet's, of over 900,000 bushels, and still the visible is over 1,000,000 bushels larger than at the same date last year.

There has been a very good trade in corn and shipments are beginning to arrive more freely. Corn prices are very firm, choice grade yellow corn bringing practically 50c at Michigan common points; that is, 8c points from Milwaukee and Chicago.

Oat shipments are increasing somewhat, with a tendency towards lower prices. Cash oats are selling at from ¼@½c per bushel less than last week. The demand is fair for both corn and oats and especially strong for ground feeds.

L. Fred Peabody.

If the man who thinks only of saving his own soul ever gets into heaven, he will probably fall out through a knothole.

**Business Wants****BUSINESS CHANCES.**

For Sale—For cash; \$5,000 up-to-date clean stock groceries and queensware; monthly sales \$2,500; good location, low rent; reason for selling, owner must quit business on account of health. Address Lulas & Co., Oelwein, Iowa. 317

Our booklet, "Recollections of a Relief Clerk" will be sent to any druggist for 27 cents. Full of hints and helps. Send for circular. Reynolds Drug Co., Reynoldsville, Pa. 320

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morris Ave., South, Grand Rapids, Mich. 835

Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly different and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building Chicago 320

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

For Sale—Groceries, confectionery, cigars and crockery, about \$1,000. Last year's cash business, \$5,000. \$13 month rent, living rooms and store. Good farming town. Address No. 252, care Michigan Tradesman. 252

Cash for your stock. Our business is closing out stocks of goods or making sales for merchants at your own place of business, private or auction. We clean out all old dead stickers and make you a profit. Write for information. Chas. L. Yost & Co., Detroit, Mich. 250

For Sale—The only American meat market in the city of Mexico, with over 14,000 English speaking people. Sales \$300 to \$500 per day, 25 per cent profit. Special car orders from \$300 to \$1,000. Established 15 years. \$15,000 required. The California Market, 2a Independencia N. 1, Mexico, D. F. 267

For Sale—Splendid coal business on St. Clair river, about two acres of land, 800 ft. ship canal, 18 ft. water, good dock, sheds, horses, wagons, sleighs, barn, warehouse; residence on property; doing good business; trade increasing; good reasons for selling. Answer quick if you want this. Geo. D. Dana, Algonac, Mich. 279

For Sale—On account of poor health and other business I will sell my stock of merchandise consisting as follows: Boots and shoes, full line of furnishing goods, a line of gents' every-day clothing, caps and mittens, a complete line of staple and fancy groceries, crockery, stoneware and meat market. Known as the Central Meat Market; stocks and fixtures invoiced January 7th, \$6,300; cash sales last year, \$46,875; now this stock is no culls, all good up-to-date staple goods; am agent for Wm. Douglas' shoes; no trades; nothing but cash purchasers need reply; can reduce stock if necessary; located in best town in fruit belt of Michigan. Address Box 1246, Hartford, Mich. 283

For Sale—\$5,500 stock men's furnishings, shoes, hats, gloves, notions, etc. Have done profitable cash business for years. Rent \$35. Choice location. Other business requires immediate attention. Discount for quick sale. DeLine, 2422 Downey Ave., Los Angeles, Calif. 270

For Sale—Stock of groceries, notions, flour, feed, hay, etc., in good growing young town in Northern Michigan. There are three mills here, plenty of timber and a nice resort. Stock and fixtures will inventory about \$1,500. Address No. 278, care Michigan Tradesman. 278

For Sale or Exchange—A good paying interest in coal yard and two mines in operation, for a stock of general merchandise, drugs or hardware. Value \$5,500. Address 53 Duffield Ave., Galesburg, Ill. 277

For Rent—Finest arranged brick store in Western Michigan, located at Cedar Springs. Store is 28x100 ft. with balcony at back and room half that size on second floor. Balance of upstairs is suite of living rooms. Warehouse in rear. Store is arranged for dry goods, shoes, groceries and crockery, clothing, ladies' ready made garments, hats, caps and carpets. Lease runs four years, from year to year at \$25 per month. Insurance rate is only \$11.50 per \$1,000. Will transfer lease if parties will buy store fixtures, grocery stock and crockery. Fixtures inventory \$1,200, groceries \$600, crockery \$350. Address W. E. Gustine, Sunfield, Mich. 273

Oceana is the most productive county in Michigan, fruit, grain, clover, alfalfa, potatoes, stock poultry, fine climate. Send for list of farms. J. D. S. Hanson, Hart, Mich. 154

For Sale—For cash 100 cents on the dollar, good clean stock of groceries, shoes, notions and store fixtures, in good business town of 1,500. Invoice \$3,200. Established business. Fixtures discounted 15 per cent. Other business claims attention. Address No. 196, care Michigan Tradesman. 196

For Sale—Stock of general hardware in small town in Central Michigan. Best of farming country. I wish to go into other business. Address No. 276, care Michigan Tradesman. 276

For Sale—A drug and grocery stock in a good town. Will sell right if sold at once. Address Box 1614, Midland, Mich. 241

560-acre improved farm; price right; title good. Address owner, Ira D. Snider, Kellerton, Iowa. 210

For Sale—Drug Store; an old established business in good manufacturing town; 5,000 inhabitants; in Missouri; expenses light; full price for patients. E. W. Galenkamp, Washington, Mo. 307

For Sale—Clean, up-to-date shoe stock in a hustling Western Michigan town of 2,000 population. Good business. Best location. Address No. 272, care Michigan Tradesman. 272

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

For Sale or trade for small improved farm, store buildings and stock of groceries and dry goods at good country stand, 4½ miles from R. R. Address No. 255, care Michigan Tradesman. 255

For Sale—No 8 National Cash Register, as good as new. \$125 machine for \$70. Addison's Bazaar, Grand Haven, Mich. 221

For Sale—A clean new stock of hardware, will invoice about \$2,500. In a hustling railroad town. No competition. Surrounded by fine farming country. Good reason for selling. Write for particulars. Address No. 260, care Michigan Tradesman. 260

\$10,000 (50% of real value) will purchase an old established manufacturing business in good running order. Salesman wanted. A. C. Whiting, Burlington, Vt. 262

Bargain—Drug stock and fixtures; live town; invoice \$2,500. Annual sales \$5,000. Other business. Address 263, care Michigan Tradesman. 263

For Sale—Michigan Carpet Cleaning Works, Grand Rapids, Mich. Good established trade. 269

For Sale—Stock of groceries, crockery and shoes in good town of 1,400 inhabitants. Two good factories. Stock all new, invoicing between \$4,000 and \$5,000. Can reduce stock to suit purchaser. Address No. 163, care Michigan Tradesman. 163

For Sale—General merchandise business including clean stock and real estate. \$14,000 yearly business. Investment \$4,500. Address E. R. Williams, Collins, Mich. 112

A Hardware Stock For Sale—The dissolution of the firm of Clark & Tucker makes it necessary to sell the entire stock of hardware. The best location in Michigan. Has been a money-maker for forty years. Annual sales from 25 to 35 thousand dollars. Store building can be rented for a term of years. Address A. L. Locke, Receiver, Bronson, Mich. 198

For Sale—Clean stock of general merchandise in one of the best business towns in Michigan; population 1,000. Stock invoices \$6,000. Must sell at once on account of failing health. Address Lock Box 6, Manton, Mich. 271

An experienced business man and collector—going to the Pacific coast, will look after any business there or en-route, that will help to pay expenses. Address Western Business, care Michigan Tradesman. 280

Wanted—A stock of general merchandise at once. Address Box 125, Berrien Springs, Mich. 232

Wanted at once for cash, a general stock, or stock of shoes or clothing. Want location, give full particulars in first letter. D. H. H. Bradley Station, St. Paul, Minn. 224

For Sale—Good paying stock of drugs in the best town in Southern Michigan. No cut prices. Best of reasons for selling. Don't write unless you mean business. Address No. 225, care Michigan Tradesman. 225

**POSITIONS WANTED.**

Position wanted in general store by dry goods and clothing man. Nine years' experience in city and country. Country preferred. Best references. Address X. Y. Z., care Michigan Tradesman. 318

Wanted—Situation in general store or on grocery wagon, experienced. Have experience in drugs and medicines. Address No. 316, care Michigan Tradesman. 316

Wanted—A position by an experienced cheesemaker. Address E. N. Pettet, Sparta, Mich. 259

**HELP WANTED.**

Wanted—Good reliable man who has had several years' experience in general store. Must be a registered pharmacist. German preferred. P. O. Box 169, Pigeon, Mich. 319

Salesman: Side line of specialty. Sample or circulars. \$10 a day. Little Giant \$20 soda fountain. Write quick. Grant Mfg. Co., Pittsburgh, Pa. 294

Wanted—Experienced clerk for store, is only one of the many advertisements in "The Clerks Helper," monthly, \$1 per year. Special price until June 1, 25 cents per year, 3 months 10 cents, sample copy, 5 cents. Address Clerks Helper, Alma, Mich. 301

Wanted—Grocery salesmen traveling on a commission basis who can, with the consent of their firm, handle a side line of our "Premium Saving Assortments" for users of premiums. None but reliable men need apply. The American China Company, Toronto, Ohio. 300

Wanted—Salesmen to sell to the hardware, paint and drug trade, and also to manufacturing plants. Good commission. Samples furnished. Arratage Mfg. Co., Richmond, Va. 309

Wanted—Registered assistant pharmacist. A young man with two years' experience in drug store. State salary wanted. Address Saloi, care Michigan Tradesman. 315

\$75.00 upward monthly and expenses selling premiums to retailers everywhere; \$10.00 deposit for samples. Universal China Co., Carrollton, O. 274

**AUCTIONEERS AND TRADERS**

W. A. Anning, the hustling salesman. Merchants write at once for particulars of my reduction or closing out sales, conducted by my new and novel methods, means money in the bank. Bills paid, stock cleaned up. Every sale shows a profit to the merchant above all expenses. I conduct all sales personally. Big list of references. Address Aurora, Ill. 308

College of Auctioneering—Special instructor in merchandise auctioneering and special sales. Graduates now selling in nine different states. No instruction by correspondence. Auctioneers furnished on short notice. Next term opens April 3. Address for catalogues, Carey M. Jones, Pres., Library Hall, Davenport, Ia. 168

**MISCELLANEOUS.**

Merchants wanted to send for our complete catalogue of premiums, advertising novelties, etc. Stebbins-Moore Co., Lakeview, Mich. 306

Learn a trade, big money in the business; lessons on candy-making by mail at ¼ price for 30 days. Lessons free to one in each town. Satisfaction guaranteed in every instance. Portland Candy School, Dept. A, 330 E. 6th St., Portland, Oregon. 251

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

To Exchange—80 acre farm 3¼ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Buyers and Shippers of

**POTATOES**

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.  
GRAND RAPIDS, MICH