

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MARCH 8, 1905

Number 1120

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GRAND RAPIDS, MICHIGAN.

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WHOLESOME DECISION.

The Illinois courts have handed down a decision to the effect that any surgeon who performs a capital operation on a patient without the patient's consent, is liable to punitive damages. The court goes farther and says that the consent of the nearest relative to such an operation is not sufficient, provided, of course, that the patient is of sound mind. The common sense of the situation depends wholly upon what the courts construe to be sound mind. If lunacy is the unsoundness required, then there is not much common sense, although there may be law in the decision. If insensibility is included in the unsoundness of mind, then there is less occasion for complaint. It very often happens that a patient is brought to the hospital in such condition that a capital operation is absolutely and quickly necessary and at the time the patient is not mentally capable of passing opinion.

It would seem as if a surgeon who hesitated to make the attempt to save a patient's life because the patient was not able to give consent to the operation, would be shirking responsibility in failing to live up to the requirements of his profession. No reputable surgeon would perform any operation other than in an emergency, without the patient's consent. Many amputations, operations for the removal of cancers or tumors, operations for appendicitis and the like, can all be talked over beforehand and the consent of the patient secured. All that class of operations following accidents usually finds the patient in a condition of inability to realize the situation or to pass an intelligent opinion thereon. It is the plain business of the attending surgeon to do what his judgment tells him the circumstances require and not to wait, because the patient may never regain consciousness or consciousness may return too late to make the operation promising. Even if it is proven afterward that

the operation was not absolutely necessary, there ought to be no legal responsibility, because all that can be asked of any professional man is to exercise his best judgment, and when that is done, he has done all that can be required of him. In the absence of the text of the court's decision it is perhaps unfair to discuss the Illinois case, but on the published report of it the conclusion is inevitable that although it may be good law in Illinois, it is not in accord with the best interests of those whom exigency may put under surgical care.

The Grain Market.

The market has been strong and weak by turns the past few days. The general indications seem to point, however, to higher prices; at least until the May option is taken care of. There is undoubtedly a long line of May wheat held by the Eastern trade and the same seems to be in strong hands. We are now approaching the time of year when the growing winter wheat crop is in its most critical state and, with plenty of opportunity for crop scares, both the bulls and bears will be active and we are likely to have more or less fireworks and lively markets. There is a good demand for choice milling wheat and, while the flour trade has not been anything extra, the demand is increasing and the outlook, from a milling standpoint at least, is much improved.

The demand for cash corn is very good. Receipts are a little more liberal from first hands and at the same time prices have shown an advance of about 2c per bushel for the week. There is a large amount of soft corn, and as spring approaches buyers will do well to be very particular as to grades, for this soft corn is almost sure to make trouble by heating and spoiling.

Oats have shown some improvement the past week. The movement is not large; in fact, very seldom is on an advancing market. May oats in Chicago sold above 32c the past week, but have declined nearly 1c from the high point. The demand continues steady for both corn and oats, with an unusually good trade on ground feed. L. Fred Peabody.

Irish Eggs from Australia.

Australia is now shipping many crates of eggs to Ireland, and the keen Irish merchants are quickly reshipping them to England, where they sell as fresh Irish eggs.

The rain falls alike on the just and the unjust, and, furthermore, they both get stuck in the same mud.

Among men a wholesome fear of the gun often conduces to slow and careful speech.

Late State Items.

Detroit—The Way Ear Drum Co. has increased its capital stock from \$10,000 to \$25,000.

Detroit—The Detroit School of Lettering has increased its capital stock from \$5,000 to \$10,000.

Detroit—The capital stock of the Williams Bros. Co., which does a pickling and preserving business, has been increased from \$500,000 to \$650,000.

Owosso—The Pearce & Gerow Co. has been incorporated for the purpose of dealing in general hardware, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Pontiac—The statement in the Detroit papers to the effect that Partridge & Blackwell, of Detroit, would establish a department store in this city was a mistake. The members of the firm state that they have no intention of starting a branch store in this place.

Battle Creek—L. W. Willson has disposed of a half interest in the Michigan Rug Co., of which he was formerly sole proprietor, to Carl Millsom, late of the advertising department of the Postum Cereal Co., Ltd. Mr. Millsom has had considerable experience in rug manufacturing, having been formerly in the employ of Mr. Willson, under whom he learned his trade.

St. Joseph—John Wallace, Sr., a pioneer lumberman of this city, was stricken with apoplexy February 16, while attending the funeral of an aunt at Wayne. He was 70 years of age, had resided at St. Joseph for forty years and left an estate valued at \$25,000. The business conducted under the style of John Wallace & Sons will be continued by the heirs under the same style.

Detroit—The Detroit Salt Co. has purchased the Hiawatha Salt Co. of Wyandotte and now controls all the salt wells in Wayne county which manufacture salt for sale excepting one. The Hiawatha plant was erected and equipped for the manufacture of fine table salt during the salt boom of a few years ago, but was not able to carry it on on account of the keen competition in the business.

Battle Creek—Davis E. Van Arsdale, of Buffalo, N. Y., has begun suit against the United States Food Co., alleging fraud. The company is now in the hands of a receiver. Van Arsdale says he invested \$2,000 stock on condition that he was to be superintendent of the company at a salary of \$150 per month. After a few months' work the company released him as superintendent, and he is out his cash. He brings suit for \$3,000.

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PIG TIN WEAK.

All Other Metals and Hardware Staples Strong.

While many of the hardware jobbers have covered their requirements for the next few weeks and have moderate stocks in their warehouses, the demand for spring and summer lines continues to increase daily and large orders are being booked by manufacturers for delivery throughout the current month, April, May and June. The continued hardening of the iron and steel markets gives a firmer undertone to all classes of hardware articles and further advances in the prices of metal goods which have not already been changed are expected daily. There is present in the market, however, a conservative sentiment about advancing official quotations until the bulk of the spring business has been booked, so that several of the contemplated changes may not be made for some time.

Returns prepared by most of the leading manufacturers and jobbers in the East and Middle West show that the business transacted last month was much greater than that in the corresponding month last year. The falling off in the volume of orders in the first two weeks of February was more than compensated for by the marked improvement in the last half of the month. In the first few days of the current month, moreover, business has continued to increase with the belief that springlike conditions will soon prevail. About the only important change in prices recorded last week was made when the official figures on merchant pipe were advanced \$1 per ton.

Builders' material is selling at slight premiums in the West, and higher prices will probably be made within a few days. The demand for all classes of builders' hardware is brisk, but the amount already booked is thought to constitute only a small fraction of what will develop in the immediate future. Nails and wire products are in excellent request, and the mills are fully employed. Refrigerators are selling more freely, and lawn mowers, garden hose and fixtures, together with other spring and summer goods, are moving more freely. The bolt and nut business is more active, and with the exception of stove and tire bolts, cut-thread machine and carriage bolts, which are not being taken in large quantities, the tone is growing stronger and more confident.

Pig Iron—Though there was some falling off in the volume of the orders for foundry, forge, basic and Bessemer pig iron booked by manufacturers, founders and steel makers toward the end of last week, the aggregate transactions within the last seven days reached such proportions as to assure the continuance of a big buying movement this week. While many large consumers in the New England and other Atlantic coast states have covered the bulk of their requirements for the second quarter of the year, and are now confining their new purchases to second half shipments, there are still many small

melters anxious to buy for immediate or nearby deliveries so that the furnaces and sales agents are being overwhelmed with new orders without any solicitation on their part.

Steel—With the influx of new orders and the receipt of specifications on old contracts leading steel mills in all sections of the East and Middle West are compelled to operate on full turn in an effort to make deliveries on time. Many manufacturers of finished steel are still three to four weeks behind in making shipments, although they are working under great pressure. With the advances in the prices of soft steel and chain bars, it is expected that the official quotations on light black sheets, hoops and tin plates will soon be raised about \$2 a ton, while changes toward a higher level are likely to be made in several other lines.

Copper—While there is no doubt that the copper market is now almost devoid of a consumptive demand of any consequence, the fact that many leading manufacturers in this country and Continental Europe are increasing the volume of their contracts for finished products is leading to the belief that a big buying movement in refined copper will soon begin to make itself felt in this city and London. Though the reported peace negotiations between Russia and Japan appear to have been prematurely circulated, it is generally expected that the war in the Far East will soon be terminated, and with the ending of this conflict will come a cessation in the buying of American copper by Chinese melters who will then be able to purchase supplies in the Japanese market.

Pig Tin—With the exception of one or two rallies in the market which followed the development of sudden strength abroad, the trading in pig tin last week was marked by declines which carried spot and nearby prices down fully 50 points. The effort of the principal importers and dealers to support the market in the face of further arrivals from the Straits, England and Holland were naturally fruitless, and the undertone of the trading became very weak.

Many Business Women in Husbands' Employ.

The wife who works at a salary for her well-to-do husband is one of the anomalies which one frequently "bumps up" against, incidentally with the result that he frequently has to take his bearings of the business environment which he is entering over again.

The fact that the wife is a willing party to such an arrangement is more easily explained when the position is a lucrative one, but where, as is often the case, she works for a small salary and is treated in exactly the same manner as the other employees there are usually either strange traits of character or unusual domestic relations involved.

There is a large and rich mercantile house in Chicago in which the firm consists of several members of one family. Near the door of the

office, among innumerable other typists, sits a pleasant faced girl whose looks and work do not distinguish her in any way from those who sit around her.

If you happen to pick her out as a convenient person to ask what you want to know and at the same time your question is one of slightly more than technical importance, she will as likely as not say: "Wait a minute. I will go and speak to papa about it."

Your first bewilderment is followed by a still greater one when you learn that she is the wife of one of the younger members of the firm, and that she has kept the same place there since she married that she had before that event occurred. She works at the same salary, and, strange to say, there is no domestic discord. It is only the lack of ability on the part of the wife to take pleasure other than that of work and simple expenditure, and she is totally without power to readjust herself, even to a wider scheme of economy.

Another large house has a woman occupying a similar position, and the fact that she is the wife of the managing director of the firm is known only to one or two of the most trusted employees. She comes and goes, and receives orders, in exactly the same way as the women with whom she works, and the secret of the situation is that for years she has been legally separated from her husband, and not wishing to be dependent upon him for support she obtained this position with the firm.

A more singular case still, which exists in a large millinery house, was the result of an unhappy love affair. The owner employs his wife as manager of his business, and pays her a fine salary, but he treats her as if no closer relationship existed between them. Before they were married she had the position, and, although she resigned at the time of their marriage, her life did not turn out to be a happy one, and one day she suddenly forsook it and took a place with another house similar to the one she had filled for her husband. In the meantime her husband's business did not prosper under his own management and that of his new assistant, and he went to the woman and begged her to come back as his manager, if not as his wife.

She consented and draws a large salary, but they do not communicate except on business matters.

It remained for a lawsuit not long ago to reveal one of the most unsuspected cases of this kind that perhaps ever existed. The wife had instituted legal proceedings against her husband in order to recover some personal property which she alleged he had appropriated for his own use. During the course of the trial it was stated that she was regarded as a domestic servant in the house and nurse to the children of her husband by his first wife.

Of quite another character is the business arrangement which a prominent man who owns several large city drug stores was unexpectedly led to make with his wife. She was cashier in one of the busiest of these places, and when his wife died he married her. The first wife had been one of the most dependent of women financially, entirely domestic, and with her sole diversion the spending of money in luxurious sums both upon her own needs and those of her little family.

Wife No. 2 was installed in her place, but quickly decided that this life was not for her. She hired people that she thought knew more about it than she did to look after her house and the children, and demanded her old position back in the drug store. Besides being pretty, she has a decided business faculty, and adds to the popularity of the place with the great number of men who are customers, and who haven't the least idea that she is the proprietor's wife. Besides this, she keeps a good natured, but effective lookout upon the business while her husband is at his other stores. E. H. Lee.

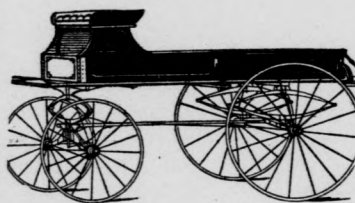
How She Broke the Ice.

"How do you like that?" he asked, as he finished cutting his own name on the ice.

"Put Mrs. in front of it and I'd like it very much," said the fair skater with a shy glance.

A woman's tears will drive a man to drink, especially if he is the cause of them.

A man has to have some roots before he can have any worth-while fruits.



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We sell a strictly high grade Delivery Wagon and ship it on approval, subject to examination before paying for it. It is finely finished in red body and yellow gear and is an attractive serviceable wagon for light delivery work. We have ten other styles, including open and top wagons designed for the Grocer, Meat, Furniture, Hardware and other trades.

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ENOS & BRADFELD, GRAND RAPIDS, MICH.

WATCH IT GROW

You have followed the development of our new building from the foundation to the completed structure, where we are daily showing our friends of the trade the most modern and up-to-date grocery establishment it is possible to erect.



If you have not yet inspected our establishment and looked over our stock and prices, you will please accept this as a hearty invitation to do so at the earliest opportunity.

WORDEN GROCER CO., Grand Rapids, Mich.



Movements of Merchants.

Manton—Harry Averill succeeds J. H. Chevois in the meat business.

Chelsea—Glazier & Stimson have sold their drug stock to L. T. Freeman.

Mt. Pleasant—A. A. Loveland has been appointed receiver of the Wilcox Furniture Co.

Sault Ste. Marie—L. (Mrs. D.) Phillips has sold her furniture stock to S. Wineberg.

Sault Ste. Marie—C. E. Davis & Co. have opened a branch furniture store at the Canadian Soo.

Mt. Pleasant—E. F. Burdick will shortly remove his furniture stock from Rosebush to this place.

Williamsburg—Archibald D. Carpenter, the veteran druggist, died Feb. 25 at the age of 63 years.

Ludington—Willard Fowler will shortly engage in the bazaar and men's furnishing goods business.

Portland—Robert Ramsey will shortly engage in the manufacture of chairs in the Hathaway building.

Hubbell—Corbeille & McLaughlin, general dealers, have dissolved partnership, Mr. Corbeille succeeding.

Adrian—R. W. Boyd & Son have closed their branch grocery store and meat market at 151 West Maumee street.

South Boardman—E. C. Strickler & Co. have purchased the hardware and implement stock of the Hainstock Co., Ltd.

Pellston—H. D. Judkins has sold his general stock to Tindle & Jackson, who will continue the business at the same location.

Charlotte—Henry Heyman has sold his meat market to Ed. McMumber, who will continue the business at the same location.

Elk Rapids—John Bachi has purchased the meat market of Cary & Steimel and will continue the business at the same location.

Lowell—A. L. and E. R. Spencer and Thos. Welch have purchased the Mark Rubens stock of dry goods and will continue the business.

Mancelona—B. D. Lee has purchased an interest in the grocery stock of L. G. Van Liew & Co. The firm name will remain the same as before.

Quincy—Fred Ferguson has purchased the interest of Mr. Hines in the bakery establishment of Hines & Berger. The new firm will be known as Berger & Ferguson.

Port Huron—Trickey & Bannister, dealers in hardware and general merchandise, are offering to compromise with their creditors on the basis of 40 cents on the dollar.

Cadillac—William F. Bradford has sold his Gotha meat market to A. Carlson and Alexander Larson, who will continue the business under the style of Carlson & Larson.

Hudson—Henry Carmichael has purchased Dewey Rhead's interest in the cheese manufacturing firm of D.

W. Rhead & Co. and will continue the business in his own name.

Hesperia—Manley Seymour has sold his interest in the general stock of Jacques & Seymour to his partner, who will continue the business under the style of Albert Jacques.

Eaton Rapids—J. E. Crane has taken his brother, A. Crane, into partnership with himself in the implement business and the firm will operate under the name of Crane & Crane.

Bronson—The Clark & Tucker hardware stock has been sold to John E. Leidy and Wallace D. Monroe, who will continue the business under the style of Leidy & Monroe.

Ludington—M. Zeif, has sold his clothing, shoe and dry goods stock to N. B. Johnson, formerly with Corl, Knott & Co., but for the past three years on the road for Edson, Moore & Co.

Chelsea—L. T. Freeman has sold his half interest in the grocery stock of Freeman Bros. to his brother, Chauncey Freeman, who will continue the business under the same style.

Tecumseh—F. G. Heesen and L. J. Heesen, sons of John Heesen, have formed a partnership under the firm name of Heesen & Heesen and bought the clothing stock of Alva Spayde.

Cassopolis—Thickstun & Arnold is the name of the new firm of lumber dealers, F. E. Arnold having bought an interest in the business of D. C. Thickstun, in whose employ he had been for the past three years.

Hastings—The Hastings Realty Co. has been incorporated for the purpose of dealing in real estate. The corporation has an authorized capital stock of \$15,000, all of which is subscribed and paid in in property.

Alma—E. A. Bridge, of Detroit, an old produce man who for a number of years had charge of the produce department of Phelps, Brace & Co., commenced duties March 1 as manager of the Central Michigan Produce Co.

Moline—Eli Runnels, who recently purchased the general stock of McLeod Bros. & Co., Ltd., has purchased the shoe stock belonging to that company and will continue the business in connection with the other lines.

Negaunee—Levin Bros. have purchased the clothing, furnishing goods and crockery stock of Jacob Davidson, at Green Bay, Wis., and removed the goods to this place, where they have been consolidated with the stock in the Savings Bank store.

Reed City—W. A. Covert, who for twenty-six years has been connected with the dry goods firm of M. Ruben & Co., Lowell, has formed a copartnership with Benj. Jacobson, and they have purchased the stock and fixtures of the Reed City Mercantile Co.

Jonesville—A corporation has been formed under the style of the Spencer Hardware Co. for the purpose of conducting a retail hardware and implement business, with an authorized capital stock of \$10,000, all of which is subscribed, \$7,000 being paid in in cash.

Battle Creek—Owing to unfortunate investments and the slump in trade for the past year, W. J. Mulford, furniture dealer, has made an assignment to Lawyer Walter S. Powers; liabilities, \$7,002.68; assets, \$9,790.40. He promises to pay 100 cents on the dollar.

Saginaw—George Hemmelter has leased the store at 1205 Court street, which C. W. L. Wartenberg has fitted up for a drug store. Mr. Hemmelter has worked in several drug stores and has also followed the business in Detroit and Battle Creek. This will be his first venture on his own account.

Ann Arbor—Edward J. Koch and H. W. Nichols have purchased interests in the furniture stock of John Koch and the business will hereafter be conducted under the style of Koch & Nichols. A stock of dry goods will be added, which will be under the personal supervision of the new members of the firm.

Cadillac—John M. Cloud and Frank K. Cloud, as Cloud Brothers, have leased the north first floor and basement of the Wilcox & Mather building and will engage in the retail hardware business. Cloud Brothers are now at Clio, but the senior member of the firm has a warm spot in his heart for Cadillac, where he was engaged in the hardware business for many years.

Detroit—After nearly seven years as manager of the law department of R. G. Dun & Co., in Detroit, E. W. Miner has severed his connection to become active manager of the Detroit Coal & Coke Co. Mr. Miner has been president of the company since its organization in 1903, and succeeds L. J. Paszke, who desires to give entire attention to an automobile company in which he is interested.

Ypsilanti—George Smith, of Detroit, who has purchased the bazaar stock of C. D. O'Connor & Co., will take possession about March 15. Mr. Smith is well posted in this line and has also had experience as a traveling salesman for George H. Wheelock & Co., of South Bend, Ind., selling crockery. Mr. O'Connor will retain his interest in the shoe business and for the time being will be located at his present stand.

Pontiac—The rivalry between William H. Coleman, butcher, and Frank Barnett, clothier, last Saturday night, resulted in the purchase by each of about a wagon load of soap, oil and cure-all medicine from a medicine company, which held forth at the opera house all last week, giving a free show and selling dope to as many as would buy. A gold watch was offered to the most popular child in town, the matter to be decided by ballot, one vote being allowed for every cent's worth of stuff bought of the company. Saturday night the contest narrowed down to Coleman and Barnett and purchases of \$5 and \$10 at a crack began to pour into the show's coffers. During the excitement that followed there was a dispute and the head of the show pulled a revolver. Officers were summoned and quiet restored without ar-

rests. Coleman finally won out for his four-year old daughter with a total score of 18,750 as against Barnett's 16,075. The show reaped a harvest.

Howard City—J. A. Collins has sold his interest in the general stock of J. A. Collins & Bro. to his brother, who will continue the business under the style of Wm. H. Collins. The retiring member of the firm came to this city in 1881 to assist his brother, John, a member of the firm of Collins & Bros. In 1886 he became a partner in the business under the style of J. C. Collins & Bro. Just before this J. A. Collins & W. H. Robbie were in the grocery and hardware business. In February, 1892, John C. retired and in turn J. A. assumed the senior partnership, William H. becoming the junior member of the firm. About three years ago they acquired a large farm at Borland and the latter assumed its management, staying there summers and assisting in the store winters. Now he will spend all his time here in the management of the business and J. A. will give his attention to advancing the interests of Cook & Collins, a new produce firm organized here last fall, managing the farm which he now owns, and other interests.

Manufacturing Matters.

Detroit—The Detroit Cabinet Co. has increased its capital from \$80,000 to \$130,000.

Hermansville—The Viola Lumber Co. has removed its mill plant from Corinne to this place.

Detroit—The National Photo Pillow Top Co. has incorporated with a capital stock of \$50,000. The stockholders are Russell Huff, William L. French and Walter Pushee, all of this city.

Muskegon—Anticipating the re-opening of navigation, Frank Alberts & Sons have given their sawmill an overhauling. Counting the lands recently acquired, the firm now has a timber acreage of pine, hemlock and hardwood running up into four figures. A band saw has been installed at the mill in place of the old circular.

Muskegon Heights—The Diamond Clothes Pin Co. has been organized with a capitalization of \$100,000 and the following officers: President, John C. Nolen; Vice-President, M. P. Janisch; Secretary and Treasurer, Alexander Sutherland. The above, with Patrick Noud, of Manistee, and Andrew Smith, of Traverse City, form the directorate. The company will occupy the plant formerly operated by the Automatic Wringer Co.



The Grocery Market.

Sugar—London cable advices report beet sugar quiet, with little demand at unchanged prices and cane is also quiet and unchanged. No changes of importance are noted. In this country the market is very quiet, but there is a steady undertone. There have been fairly large arrivals of raws, but as refiners are well supplied for current requirements they show no disposition to take spot or nearby supplies and according to present indications they will probably hold off until they can find a soft spot on which to buy. A dull and uninteresting market is reported for refined. There is very little new business and the call for deliveries on outstanding contracts reaches only very moderate proportions. Prices are unchanged on the basis of 5.95c f. o. b. New York, less 1 per cent. cash for granulated in bags or barrels, and it is not now anticipated that there will be any advance by refiners until they have succeeded in obtaining a sufficient quantity of raw sugars for later shipments.

Coffee—The weakness in the coffee market culminated last week in a decline of $\frac{1}{2}$ c in Brazilian grades, which makes a total decline of 1c from the highest point, but leaves the market still $\frac{1}{4}$ c above the point ruling last September. The cause of the decline is simply that the speculative statements as to very small stocks in Brazil have been found to be greatly exaggerated. Predictions are not wanting that after the trade starts to buying well at the lower price, it will be shoved back up, but this is in the future and time alone will tell. Looking over the general crop situation the aspect is bullish and it would seem that any decline must be but temporary. Package brands have been reduced $\frac{1}{2}$ c.

Canned Goods—Fruits are moving better than last week. The spring-like weather has brought out more of a demand, beyond a doubt. Cherries, peaches and apricots seem to be favored and they are selling freely regardless of the high prices that most of them are held at. Other varieties are doing fairly well. Apples are moving steadily, as they nearly always do. Gallons are scarce, but the trade is taking the standards in place of them. A very good demand is noted for salmon. Prices are firm, but unchanged. Other varieties of canned fish are mostly firm. Corn is unchanged. The market holds fairly steady, except where it has been somewhat upset by the offerings of cheap corn mentioned last week. However, these are being dodged by the good trade and will soon cease to be a disturbing factor. Other vegetables are mostly unchanged. There is a good demand for beans, peas and pumpkin. Asparagus is in demand, but is scarce and high. There are indications that the tomato sur-

plus may be cleaned up better than was anticipated. The consumption has been very large, owing to the cheapness of this vegetable, and before the new pack is available the market will doubtless have strengthened considerably. It is also predicted that the coming pack will not be so large—that packers have become tired of making so little money on this line and will curtail their operations. If this should be the case it will have an effect on the price a little later in the spring when the size of the acreage is definitely known.

Dried Fruits—Currants show no change in price and the demand is light. Seeded raisins are lifeless and the market is unsettled. There is some demand for loose raisins, as stocks on spot are light. Prices are unchanged. Prunes are selling fairly at unchanged prices. If anything, the situation is slightly weaker, and there seems no reason whatever to expect any improvement. Peaches are nearly cleaned up. The price is very high. About the cheapest grade that can be bought on the coast to-day to come forward will stand the buyer 9 $\frac{3}{4}$ c laid down in the East. This is $\frac{3}{4}$ c above normal. Apricots are moving out at unchanged prices.

Rice—The Rice Journal & Gulf Coast Farmer reviews the rice situation as follows: "So far as cleaning up the crop is concerned it is generally recognized that unless this is done the new rice year will open in August on a depressed level of values, while if the old rice is disposed of it is reasonable to expect better prices this fall. This is impelling owners of rice to turn loose their holdings even at extremely low prices instead of holding for a possible rise. It is difficult to estimate acreages, except in the most general way, but it is fairly certain that there will be a cut of about 40,000 in Eastern Louisiana while the Southwest Louisiana reduction will be considerable—probably not less than 20 per cent. In Texas the reduction will not be as large as in Louisiana, but the difficulty of getting tenants this year will probably result in some Texas reduction. One thing is absolutely certain, and it is one of the hopeful features of the situation—this crop will be the cheapest ever raised on the Gulf coast, even cheaper than that of last year."

Syrups and Molasses—Sugar syrup is without change in price. Molasses is in excellent demand, and a good trade is expected in it from now on. Prices are unchanged throughout.

Fish—Irish mackerel has advanced 50c per barrel on some marks and \$1 per barrel on the large count marks. Norways are strong but unchanged. The demand is fair. Sardines are unchanged as to price, although the situation is steady to firm. There is no special demand, and will be none until the weather warms. Cod, hake and haddock are unchanged and in seasonable demand. Salmon is in rather better enquiry on steady prices that rule about on the same basis as last season's opening. Outside brands of red Alaska salmon seem to

be getting well cleaned up. Whitefish and lake fish are in fair demand at unchanged prices. Herring are unchanged and in light demand.

The Produce Market.

Apples—The market is steady and unchanged at \$2.25@2.50 per bbl. Some varieties are being cleaned up, while they are all more expensive than they were last fall, naturally. However, the indications are that there will be plenty of stock to carry the trade through until the other fruits come on the market. Stock thus far taken from the refrigerators has shown excellent keeping qualities and it is probable that there will be little if any loss from this cause.

Bananas—\$1 for small bunches and \$1.50 for large. They are still plenty and cheap, although the movement this week has been large enough to reduce stocks appreciably. The demand is good and another week will likely see the market back where it belongs at this season of the year—unless the weather should turn very bad.

Beets—40c per bu.

Butter—Creameries are about 3c lower than a week ago, fetching 30c for choice and 31c for fancy. Dairy grades are also on the down grade, No. 1 having been marked down to 24c and packing stock to 18c. Renovated has declined to 26c.

Cabbage—50c per doz. Cabbage is on a steady to firm basis, but advances are hardly looked for at present. The demand is normal. New Southern stock has been received in Chicago and will reach this market before long.

Carrots—40c per bu.

Celery—30c per doz. bunches for Michigan; 75@90c for California.

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

Eggs—A decline of 3c has taken place in the egg market. The receipts have increased steadily the past ten days and the demand, while good, has not enlarged correspondingly. Almost invariably the egg market heads downward during March, and this year starts out as if it would be no exception. Stock coming now is of excellent quality and "case count" sells close to "new laid." The second grade—"current receipts cancelled"—has been withdrawn as there is little use for it with eggs running so good. Local dealers pay 20c for to-day's receipts, but they are not guaranteeing prices, except from day to day.

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

Grapes—Malagas, \$6@6.50 per keg.

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

Lemons—Messinas, \$2.50 and Californias \$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 are steady at \$2.35 for choice and \$2.50 for fancy. They are plentiful and of excellent quality. The supplies are

so large that it has become the fashion in many large grocery stores to sell them by the peck instead of the dozen. The result has been that the consumption has been increased and the movement is increased.

Parsley—35c per dozen bunches for hot house.

Potatoes—Country buyers are paying 12@15c. The market is in a deplorable condition.

Pop Corn—90c for rice.

Poultry—The market is strong and high, live commanding the following prices: Chickens, 11@12c; fowls, 10@11c; young turkeys, 15@16c; old turkeys, 14@15c; ducks, 12@14c; geese, 8@9c. Dressed fetches 1 $\frac{1}{2}$ @2c per lb. more than live Broilers, 22c per lb.; squabs, \$2.50 per doz.

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

Squash—1 $\frac{1}{2}$ c per lb. for Hubbard.

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

Tangerines—\$2 per half box.

Turnips—40c per bu.

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

Buffalo, Mar. 8—Creamery, fresh, 29@31c; dairy, fresh, 25@28c; poor, 18@22c; roll, 23@26c.

Eggs—Fresh, 24c.

Live Poultry—Chicks, 13@13 $\frac{1}{2}$ c; fowls, 12 $\frac{1}{2}$ @13c; turkeys, 17@19c; ducks, 15@16c; geese, 12@13c.

Dressed Poultry—Turkeys, 20@22c; chicks, 14@15c; fowls, 14@15c; old cox, 11c; ducks, 16@18c; geese, 11@14c.

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, 30@35c; mixed and red, 25@28c.

Rea & Witzig.

David Holmes, manager of the mercantile department of the Mitchell Brothers Company, at Jennings, is taking a much-needed respite from business cares and responsibilities. After attending the inaugural at Washington, he is now visiting his old friend and business associate, E. B. Wright, at Hub, N. C. Later in the month he will turn up at Hot Springs, Ark., where he will hobnob with Boyd Pantlind, Billy Phelps and other noted Michiganders.

Sheridan—A corporation has been formed under the style of the Chipewa Farm Co., Ltd., for the purpose of general farming and stock raising. The company has an authorized capital stock of \$10,000, all of which is subscribed and paid in in cash.

S. A. Sears left Friday for Boston, whence he sailed on Monday for Jamaica, where he expects to remain three or four weeks. Mrs. Sears accompanied him.

Frank H. Smith, the Fremont general dealer, is spending a few days in the city, resting up and taking in the sights. Mrs. Smith accompanies him.

The C. W. Mills Paper Co. has removed from 5 and 7 Pearl street to 87 Campau street.

WINDOW TRIMMING

Dry Goods, Fancy Work, Books, Philately, Raincoats.

"History but repeats itself," and so do fashions. 'Tis said that anything one possesses in the way of clothes or furniture and furnishings will again become "in style"—if he but wait long enough. Everything now points to a prevalence of old styles for the coming summer. All the silks for the shirt waist suits, which already are showing in the windows, are a revival of the patterns and coloring in which our grandmothers rejoiced.

There seems to be nothing special in belts, most of those in the windows being of shaded or plain soft taffeta, either shirred at regular distances or simply to be worn crushed.

The coats in the windows are of the three lengths—short, three-quarters and to the ground. The redingotes are becoming to both young and old. If a woman has an attractive figure and carries herself like a queen she looks well in one of these garments; and if her shape is of the no-account sort and she walks like a cow the redingote is a boon for it conceals her many imperfections.

All the stores dealing in millinery are displaying "foliage hats" and "flower hats." These will be liked by those dressers who prefer apparel that "everybody wears." The shaded chiffon veils will also appeal to the popular taste. Some of them are really very pretty, with their graduated chenille dots set on in points at the lower hem, and one shows these dots in combination with large detached silk poppy petals. This last is entirely in gray. One is just the color of fierce flames—such a red as a Spanish senorita would revel in.

All the stores are having muslin underwear exhibits, in anticipation of the summer needs along that line. These articles grow more and more elaborate each year. The dainty things are lovely for the one who hasn't to do them up, but the laundering of them spells hours of labor and "that tired feeling that won't come off."

The diaphanous dimities, lawns, mousseline de soies and what not give one the shivers just now, but their turn will come by and by in "the good old summer time." It is not a bit too soon to begin to think of these dresses and many ladies are laying in their stock now so as to have their pick of the first arrivals.

Such queer names as these are ticketed on the new silks for shirt waist suits shown by one of the leading dry goods houses: Bunual, Rajah, Khediva, Philos silk. With these go beautiful Arabian-design laces embroidered with chenille and silk in evening tints.

So much attention is given to house decoration nowadays that one sees

whole sections of store fronts devoted to "fancy work" alone. One of the stamped pieces in Hardanger cloth bears the picture of a man of yesteryear standing at a well-spread board, glass in hand, a smile on his lips. These lines accompany the picture at the top:

"Here's to the Maiden of bashful fifteen,
Here's to the Widow of fifty;
Here's to the flaunting extravagant Queen,
Here's to the Housewife that's thrifty!"

Below one reads this:
"Let the toast pass,
Drink to the lass;
I'll warrant she'll
prove an excuse
For the glass."

Here are some of the books to which the Millard Palmer Co. would

are pinned perhaps a hundred and fifty stamped and addressed envelopes that have come to this optical goods house from all parts of the world. The exhibit is worth the trip of any dealer roundabout who buys his wares in the Grand Rapids market.

In one of Spring's windows are some Arts and Crafts rugs—rag carpet affairs that take the beholder way back to his old aunt's or grandmother's home. The placard says they are:

Pilgrim Rugs
for

Porches and Summer Homes.
They remind the observer of the old-fashioned bedroom that Mrs. Cleveland fitted up when she reigned in the White House.

Baxter is showing some generous-



The Home Coming of C. D. Crittenden from California.

call the attention of the reading, thinking public:

"The Life of Pope Leo XIII.," an illustrated memorial edition; "Judgment," by Alice Brown; "My Appeal to America," by Charles Wagner, author of "The Simple Life;" "Toasts for the Times, Pictures and Rhymes," by John William Sargent, illustrated by Nella Fontaine Buckley, the cover announcing it to be "The only toast book published in which every toast is illustrated"—it should prove valuable after-dinner speakers looking for something bright and witty for banquets.

The philatelist will be especially interested in the timbrological display in the window of A. J. Shellman, who is located on the north side of Monroe street near the intersection of Ottawa.

On a large piece of shade cloth

proportioned raincoats for men and Spring for women. The former are mostly of the "pepper and salt" variety, the latter a very stylish shade of navy blue, bordering on the Royal blue. The lady's garment is the three-quarter length and is plain in cut, which makes it all the more chic.

I quote what follows from a high authority on modes:

"In these latter days the business woman and the woman of wealth and fashion are both alike well equipped to fare forth in all winds and weathers, the one doubtless from choice and the other from necessity.

"The vogue of the long coat and the full-length wrap has given a new impetus to the raincoat, as it is so often called, though in most cases the title is misleading.

"Not that the garments themselves are not rainproof or waterproof, for

all of the satins are now put forth with nothing but an added luster to tell the tale of their trip through the waterproofing machines.

"But it is that the coats themselves are smart, the lines so fashionable and the materials themselves so desirable in every way that the so-called raincoat is made to do duty pretty nearly as much in fair weather, when the sun shines, as on the rainy days, which first gave occasion for their use.

"For traveling, as an all-over afternoon or evening wrap, and, indeed, for everyday wear upon any and all occasions, these full-length coats are eminently desirable. All through the winter there were many smart and clever dressers who used their cloth raincoats as a street wrap, meeting the vagaries of the thermometer by the addition of a woolen sweater or waistcoat beneath the coat, a contrivance that the prevailing looseness of cut favors."

Then the writer goes on to say:

"The latest idea of Dame Fashion that the curves and lines of the figure must be displayed is strictly adhered to in the very latest productions in the raincoat line."

So much for this very popular wrap. There is no more practical piece of apparel that a woman can purchase than one of these serviceable coats. They cost a penny or two at first (just about 4,000 of them for the best!), but the outlay is a good investment as they are adaptable for so many different occasions, even as said, for evening wear. The creations coming from Paris are veritable dreams!

Fruit Outlook Good in Georgia.

Atlanta, Ga., March 6—Reports from the fruit sections of the State are coming in and railroad men say that the outlook is daily growing more encouraging. While these reports show that a number of the buds and some of the old Elberta trees in the northern part of the State were injured, many of the young trees escaped entirely. The prospects from the Southern orchards are all of the brightest and it is believed that owing to the large number of new trees which will begin bearing this year the crop will reach, if not exceed, that of last year. There were over 4,000 cars of peaches shipped from Georgia nurseries in 1904.

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.
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Office and Factory, Grand Rapids, Mich.
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BUTCHERS' BANQUET.

One Hundred and Fifty Meat Dealers Touch Elbows.

The second annual banquet of the Master Butchers' Association of Grand Rapids which was held at the Livingston Hotel Monday evening, March 6, was by far the most successful affair of the kind ever given by any local organization of meat dealers, both in point of attendance and interest. Last year there were 102 present. This year 152 participated in the affair. The menu and service were both in keeping with the excellent reputation of Landlord MacLean, who had given special attention to the music and decorations, with excellent results.

The invocation was pronounced by Rev. W. John Hamilton, and after the discussion of the material portion of the programme, President Kling called the assembly to order and delivered the following introductory remarks, at the conclusion of which he turned the gathering over to Geo. G. Whitworth as toastmaster:

By way of apology, permit me to say that my speech, like the sausage we sell, is strictly home made and that a little goes a good ways.

There was a time when the privilege of attending a banquet was en-

ness, for the meat business is one of the leading avenues through which the public gets its food. Do we stop to think how near we are to the people's health? We almost hold it in the hollow of our hand. The greater part of the food we handle and sell can neither be washed nor pared, but must be used as we send it. We need to realize the importance of properly caring for meat food. We need to come in touch with the men who think about their business, that we may give better service. We need the meetings of our Association where these questions are considered and by the interchange of ideas come to adopt better methods. We need your attendance at our pleasant monthly meetings, so that you may be able to assist in placing the meat business upon a higher plane—I might say the highest possible plane consistent with its importance of supplying so particular and delicate a food as meat for human consumption. We owe this to the people and, when we give to the people that which is their due, then and not until then shall we be counted worthy to occupy a place among leading business men.

Ours is an important mission and only he is worthy to follow it who will not betray his trust, and in this day of progress it behooves us to keep well to the front or there will come those who will take our places and we shall be among the "have-beens" of the past.

Mr. Whitworth made the usual preliminary remarks in his happiest manner and called upon Mayor Sweet, who delivered an excellent address, in which the meat business and municipal affairs were strangely blended.

E. A. Stowe responded to the topic of price-cutting as follows:

"Does price-cutting elevate the standard of the meat business?" Thus runs the enquiry I am expected to give answer to, and I can not help smiling as I contemplate the magnificent insolence that goes with such a query. Accordingly, you gentlemen of the knife, the steel and the cleaver, must pardon me if, in turn, I am equally guileless and so, unconsciously impertinent.

The question asked is on a par with the enquiry: Does it help the meat business to sell putrid steaks or chops or roasts?

The meat business depends, chiefly, upon the ability of a dealer to select good meats, handle those meats

properly, give patrons honest and prompt service and put as little of the business "on the books" as possible. Incidentally, other details too well known for mention are required. As a general proposition the business of a dealer in meats, be he a jobber or a retailer, is no different from the business of any other wholesaler or retailer. The one thing not necessary in business—business of any kind—is a deliberate and sustained effort to reach the bankruptcy court at the earliest possible moment. A calamity such as this comes all too easily and may be avoided only by shunning every practice or device which is not only unfair to your competitors, but unjust to yourself. My observation is that a meat dealer who cuts prices almost invariably finds it necessary to liquidate. Nor is this all. While the cutting mania is rampant, every other dealer in the vicinity finds it exceedingly difficult to do business. The price cutter not only deprives himself of the profit he must have to do business successfully, but he places an effectual embargo on the prosperity of every dealer who tries to do business within the sphere of his influence.

First among the essentials to be possessed by every man who engages in the meat business—or any other standard business—must be a clear realization of the fact that there is an ever-increasing amount of business to be attended to—enough at all times for all who conduct their business with discretion, honestly and with a devotion single to that business. When conditions are otherwise, it is not the fault of the meats, the prices, or the public one caters to. It is the fault, usually, of either the location of the business or the manner in which it is conducted.

Price-cutting is but one among many tricky devices evolved from the brain of lazy human excrescences who are continually fastening such warts on the face of business by deluding thoughtless and avaricious merchants into the belief that they help business. Not so. Price-cutting does not help. Trading stamps do not help. Guessing contests, lottery distributions and all similar fakements can not be classed as based on the elementary principles of business and so, can not, legitimately, be of any permanent value in business.

I fancy I hear some one of you ask me if it is not legitimate and wise to once in awhile run a "leader" or two, and in reply to that permit me to read to you an order recently pick-

ed up on the counter of a meat market in a nearby city, left there unintentionally by a man who, after buying what he came for, went his way, carrying two large baskets filled with groceries, produce, meats, etc. This order is explicit. It says:

1 pound of M. & J. coffee—at Markham's.

20 pounds gran. sugar—at the People's Store.

Go to West & Sons for 4 doz. eggs.

Get 5 pounds leaf lard at the Central.

Roast of beef, six pounds, at Henshaw's, 60 cents.

3 pounds Porterhouse, 35 cents, at Bleazby's.

6 cans corn, 25 cents, at the Grange Store.

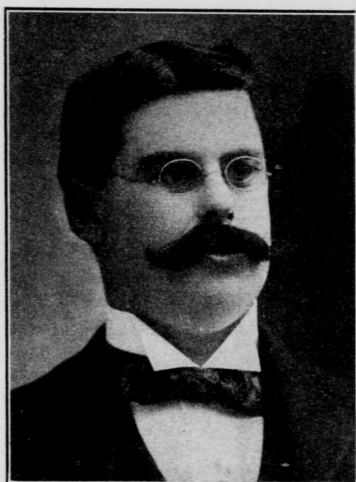
Now what does this prove? It proves that the public is quick to "catch on;" that "leaders" are a sign of weakness and are creators of weakness. Here was a man who had visited seven distinct establishments, buying five dollars' worth of stuff, approximately, saving perhaps 10 to 20 per cent. of the cost to himself and imposing an equal loss, proportionately, upon seven different dealers without doing one of them a cent's worth of benefit.

Whenever I see a tradin stamp opportunity, a guessing race, a prize contest, or leaders offered at prices showing no profit, I seem to see the public take the form of that impossible mule we see pictured in the Sunday newspaper supplements. She is laying her ears back, looking at her victim out of the corners of her eyes and drawing her heels away up abreast of her shoulder blades preparatory to sending her prey through the courts of law and into the oblivion of failure, "And her name is Maud."

A. E. Ewing discussed the subject. If I Were a Butcher, in a manner which added credit to his already well won laurels.

Levi Pearl was assigned the subject, Business Is Business, and did it ample justice.

Toastmaster Whitworth then closed the program with one of his excellent talks calculated to elevate the thoughts and lift the aspirations and ambitions of those present, when the affair closed with the singing of Auld Lang Syne.



W. J. Kling

joyed only by those who were fortunate enough to claim membership in some society of the select. To-day the greatest and most successful banquets are those given under the auspices of business men. At these functions the orators are at their best, important issues are presented and discussed as they can be at no other time, impressions are made which furnish food for thought for many days to come. Our toastmaster and the speakers who have kindly consented to address us are men who long since have made a reputation as being among the best after-dinner speakers in our State, and I hope that we may be able to measure up to the standard as it will be presented by them to-night. Pleasing as has been our feast thus far, the best is still to follow.

We have a purpose in coming here and gathering around the festive board. We hope to establish more of confidence in each other, for confidence is the bridge that spans many an abyss and leads us on to the pleasant places that lie beyond the canyon of doubt and despair. We need to know each other better and become closer friends. We need to become more familiar with our busi-

Jennings Extracts Established 1872

The burning of Flavoring Extracts, especially lemon, seems to have been a line of warfare on the Jennings Brand during the past year, as the Jennings Flavoring Extract Co. uses as little grain alcohol as possible and produces an absolutely pure, full strength Extract for flavoring purposes.

Now, Mr. Grocer, if you will stop and reflect, wood alcohol will burn as readily and as clean as grain alcohol, and if you will read carefully the Annual Report of the Dairy and Food Commissioner of Michigan for 1904, you will find therein listed some well-known brands that are now on the market and reported as having wood alcohol present. You know these brands of Extracts will burn because the test has been paraded up and down the state during the past year, trying to injure our well-known and reliable brand's "Jennings Terpenless Extract Lemon," "Jennings Mexican Extract Vanilla," which have been standard in quality for more than 30 years.



"There's Another Reason"

Jennings Flavoring Extract Co.

Grand Rapids, Michigan





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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, March 8, 1905

THE THING TO DO.

It is well-nigh three good months to far-off June and yet the talk has already begun of the event that is coming off then. The all-important question has been tremblingly asked and as trustingly answered, and mother and daughter are deeply interested in all that pertains to the ringing of the wedding bells.

If fortunate transactions at the stock exchange, recent or remote, have rendered the matter at all possible the programme is easy and easily carried out. The four hundred and a constantly increasing plus are informed and "requested," a fine trousseau from the famous city across the sea is nearing completion, the bridal veil, sacred to the memory of a long line of have-been brides, also of a long line to be, is brought forth with tender recollection and passed along, the home is placed in the hands of skillful experience with the admonition, purely American, "Never mind the expense," the church authorities have timely warning of the florist's coming, the bishop and the rector are spoken to in time, the organist, sure of satisfactory recompense, practices to perfection the well-known wedding march and then at the appointed day and hour, through the be-spangled and all-seeing crush, daughter and father, brilliantly heralded and attended, pass up the aisle, a figure in black takes his place beside the vision in white, a circlet of gold—too often the only thing simple and true in the throng—completes the circuit of groom and priest and bride, "I charge ye both" is said with fervor, and an instant after man and wife, with God's benediction upon them, pass out to the waiting carriage, and after a tour in Europe the pair come home to receive their friends among splendid surroundings, thence to travel on together to the bourn from which no traveler returns. It is the thing to do if they can and will, and it ought to be done without envy, hatred and malice by those who are there to see and especially by those who can only hear and read.

The mother and daughter, however, who stood on Saturday looking with

longing eyes into a most attractive store window on Monroe street were not of the world's financially favored few. Dress and speech and manner pronounced them in every way the simply well-to-do, and in the presence of the silks and satins and laces they had to talk of the surely coming day. "It's well enough to think of," said the coming bride, "and papa can afford it; but Jimmy can't. The satin and the lace are fine; but we are going to be married for years and years and these things last only a day. He is going to marry me, not these. It isn't going to lessen the temperature of the kitchen or the stove where I am cooking griddle-cakes to be married in these, and a five-hundred-dollar dress packed away in the wardrobe will never harmonize with our little sitting room carpeted with three-ply. It is all very well for those who can and will; but for Jim and I it isn't the thing to do."

"You are talking nonsense. Your father has provided for you handsomely. Jim is going to have a raise in position and salary. Your house will be finished and furnished and ready for you to go into when you come back from your trip. I've given you Mary to keep house for you and here you are talking about three-ply carpets and getting breakfast. Perhaps you intend to do your own washing!"

"Why shouldn't I? You did," and the talkers passed on.

The young couple will have a wedding in June it will be a joy to attend. The programme will be a simple one, simply carried out. It will be a church wedding with no ostentation. The friends of the two will be there and at the appointed hour the young man and the young woman, unattended, will meet the minister at the altar rail; man and wife they will leave the church, by all odds the best place to solemnize the wedding ceremony, and if the house is ready they will go home and so begin their married life that way because that is the thing to do and the way to do.

There are young people in Grand Rapids, not on the fine residence streets, who have looked into each other's eyes and have seen there what they rejoice to know. There is no money with them or behind them, but long before

"The cuckoo-buds of yellow hue
Do paint the meadows with delight,"
they will go to church in the simple, respectable clothes they have paid for and with the triangle-traveled ring on the bride's finger will have their first meal in the little home which they set up that day, "An ill-favored thing, sir, but my own." There is no carpet on the floor; but they love each other. There are steel forks and no silver spoons; but they love each other. His suit is a hand-me-down and her gown is self-made; but Adam and Eve were in Paradise and they "got along" with fig-leaf aprons. So the little home is their paradise and the song of the morning stars is not so joy-burdened as theirs. It was the one thing for them to do

and they did it; and in the whole round of homes and wedded life, for that very reason this last promises the best.

It will be found to be always so. The simple is the first law of nature, for this underlies order, which Pope declares to be the first law of heaven. The million-dollar wedding is well enough for the millionaire—it is the insignificant part of a most significant whole—but it is only the magnificent setting of the simple "I will" then and there pronounced. The happy home life of the well-to-do may be brightened by "Rings and things and fine array," but the simple living will be found to be the best living whether the wife's hand blesses the food she prepares or not; and more than one happy man and woman who read these lines look back, from their abundant prosperity, to that time when they two, poor as the traditional church mouse, began life together in scanty rooms with scanty furnishings as the happiest days of their lives. Of this we may be sure: The simple in love and marriage, faithfully and strenuously followed, will go far to intensify the home sacredness and the home influence which a lax civil law is doing its best to undermine and destroy.

In 1870 the tropical products imported into the United States were valued at \$140,000,000. In 1904 they aggregated \$465,000,000, including receipts from Hawaii and Puerto Rico. The principal items were sugar, coffee, tea, rice, rubber and silk. The per capita consumption of tropical products by the people of the United States has also increased since 1870, having been in that year but \$3.63, while in 1904 it was \$5.69, and this, too, despite the great decline in prices during this thirty-four years. Based upon the high prices prevailing in 1870, the importations of tropical products last year would represent a total valuation of nearly or quite \$1,000,000,000. Inasmuch as we are such good customers the people of the tropics ought to be very good friends of ours, reciprocating by taking more of our products. That they do not trade more largely with us is chiefly our fault, for little has been done to encourage their patronage. Uncle Sam is shrewd, but he has not yet made himself a factor in many markets to which he could obtain easy access.

There is no danger that the Russian government, if it survives its troubles, will not inflict the severest punishment upon those who have contributed to the present unpleasantness. It will wait for the acute stage of the disturbance to pass before beginning reprisals, but they are sure to come. Those who had expected the authorities would show a spirit of magnanimity and tolerance have an indication of what to expect in the release and the instant rearrest of Maxim Gorky. Participants in the present revolution should make it successful if they would escape the vengeance that is otherwise inevitable.

GENERAL TRADE REVIEW.

For many weeks there has been a feeling that the long continued appreciation of values must meet an interruption, and this feeling has finally served to bring the effect desired by the element which benefits by reaction, but fortunately to a much less degree than was generally anticipated. It would seem that the failure of several promised speculative combinations, schemes which have served to keep the upward movement progressing in several leading lines, combined with the waiting of the unusually slow spring season, is giving an opportunity which the reactionists could ill afford to lose. Before the reaction the level of sixty leading railway stocks came within \$2.50 per share of reaching the highest on record. While it is generally considered that the interruption in the advance is no more than a healthy stopping to gather strength for a further advance, at the same time serving to shake out the usual proportion of reckless operators, the effect is to materially lessen the volume of operations until advancing spring and growing industrial activity serve to set the ball rolling again.

The most serious disturbing element in the industrial world is again the labor question. While the effects of the strikes on market conditions as yet are hardly perceptible, there is no doubt that a long continued struggle in either the New England or the subway strikes will exert a serious influence on trade in the metropolis.

In most parts of the Northern country the condition is one waiting for spring. Operations are being projected on the largest scale and the slow opening gives opportunity to perfect plans so as to push enterprises with the greater activity when the time comes. Railways are placing large orders for improvement and equipment, and as a consequence of this and the demand for structural materials iron and steel furnaces and mills are maintaining the greatest activity. Textiles are also in a better condition than in years past, even cotton goods beginning to look as though buyers would have difficulty in securing deliveries. Wool has finally come to a standstill in price, but mills are reported fully active. The higher prices in footwear and materials still operate to hold off fall business, but current work is still steady.

Communist enterprises have never proven successful beyond a few years. The Amanites of Iowa, one of the strongest co-operative companies in America, are to break up their society and go out in the world. The rules of the community were too strict and the serpent has entered the Eden and inflicted an incurable bite.

Poland has suffered an oppression that would have sniffed out the light of countries less hardy. But the present indications are that the day of judgment for the oppressor is not very far in the future.

THE BELDING BANQUET.

First Annual Spread of Business Men's Association.

The first annual banquet of the Belding Business Men's Association was held at the Hotel Belding Friday evening, March 3, and like everything else in which Belding business men or the Hotel Belding have a hand, the affair was high grade and up-to-date from start to finish. The menu was superb. The service was excellent and the decorations and music were all that could be desired.

At the conclusion of the repast President Ireland, who had been selected to act as toastmaster, introduced the literary portion of the programme by the following remarks:

As President of the Belding Business Men's Association, I greet the ladies who grace this occasion, the heads and managers of our splendid factories and mills, and also my brother merchants, who have made possible this very pleasant occasion.

These are days of clubs, associations, combinations and trusts. I have felt for a number of years that Belding has, in one respect, at least, been a little behind our progressive and up-to-date cities in not having a live and active Association or Board of Trade.

I hesitated about taking the initiative—for reasons well known to my most intimate friends, who know of my modest and retiring disposition.

But the Association was formed, and almost to a man the merchants, professional men and factory magnates have joined and helped to push it along. No mention of prices.

In the short time since the organization, we have accomplished much for ourselves in abolishing certain abuses, in curtailing undesirable credits and in awakening to the danger to us of the large catalogue houses—the large amount of goods that is being bought outside our city. Through the efforts of our Association an ordinance has been passed by the city council requiring a license for peddlers before they can canvass the city, although I am sorry to say that this ordinance was opposed by some members of the Council who are members of our Association, and some of our city officers fail in their sworn duty to enforce this righteous law.

But, to my mind, the best things accomplished are the better feeling engendered between our fellow members of both different and similar lines, the cultivation of our social natures and, last but by no means least, this delightful evening, made possible by the organization and work of our Association.

Our work is far-reaching. Comparatively little do we comprehend the amount of good accomplished by our organization. Those of us who have been in Association work can see the changes and have some knowledge of the betterments in business relations, but none can tell the full benefit to merchant and business man. In legislation we are a power. In our social relations, one with the other, we are now men instead of competitors with the one idea of winning success by crushing our rivals. Each merchant respects his business rival; he realizes that he has the right to do business, even in the same line of trade. Friendly relations are maintained and the two meet with no rancor or hatred. Hence the business life is more satisfactory from the standpoint of the Golden Rule. Whereas, perhaps, we used to endeavor to "do" our neighbor, we now make it our aim to do unto him as we would he should do unto us. This, I say, is

far preferable to any one who has a spark of manhood. It insures a peace of mind that is elevating, it is the ideal of business life.

A son of Erin who believed in the Golden Rule had a disagreeable task to perform. He was selected to inform Mrs. McCarty that her husband had been killed by an explosion at the quarry. Finnegan said to himself: "Now, me mon, do to the poor woman as you would have McCarty do to Mrs. Finnegan if you had been blown to atoms." With this firm resolve he rapped at the door of the lowly cottage. A plump woman answered the summons. "And is the Widow McCarty in?" said Finnegan. "And shure she is not," came the response, "for there is no Widow McCarty. I am Mrs. McCarty, if you want to see me, I am at your service." Here Finnegan lost his bearings, but with the quick wit for which the race is noted he replied: "I'll bet you tin dollars you're the Widow McCarty—your husband is kilt and is scattered all over the lot!" Now

town. If they are hustlers and up to date so is the town. If they are slow, slack in their collections, lax in their methods, loose in their habits, the town and its inhabitants suffer correspondingly. I have often said that our customers are what we make them.

The merchant can often do more in instilling into the mind and heart of his customers common honesty and right methods than can the minister. Brother merchant, do you realize what is expected of you, and what responsibility are you willing to shoulder?

The average merchant is optimistic. He can not afford to be otherwise. Still we must admit that each year the average merchant's expenses are more and profits less, and our only salvation is in increasing business. Centralization is hurting the small merchant. The large catalogue house is our competitor, and, while it has as good a right to do business as we have, still we do object to

they can not find what they want here. The men or women who habitually do their trading outside their own town are traitors to their city and not worthy to receive its school, church or social benefits.

We might speak of the Parcels Post Bill—whose passage we have succeeded in preventing up to the present—and other measures which help the city mail order houses to the detriment of the small retailer, but this subject is too large for one evening, and, lest I tire you, I will close with this admonition to all the members of our Association:

Let us constantly make deposits in the world's bank of honesty, straightforwardness, sincerity and honorable deeds, and destroy all checks of bad faith, deception and hypocrisy. In this way we shall cultivate and accumulate a fortune of confidence which reverses produced by conditions over which we have no control can never affect; and the credit based upon such a capital will never be reduced unless we forfeit it ourselves.

W. D. Ballou presented a talk on Our Ruler, which was interspersed with humorous stories and timely comparisons. The effort was an able one, reflecting much credit upon the speaker.

D. C. Sheldon discussed the subject, Our Neighbors, in a way to add many laurels to the fame he enjoys as a brilliant advocate and after-dinner speaker.

E. B. Lapham spoke on the subject, Our Citizens, as follows:

Occasions like this are always a source of much pleasure, gratification and amusement to me, as I have no doubt they are to all the remainder of you. It is a pleasure to sit and listen to the words of wit and wisdom that emanate from the speakers, especially the gentle zephyrs that come sighing like the notes of the whispering pines through the lips of our stately roastmaster; gratifying to the appetite, especially if the spread is as fine a one as we have been discussing to-night; and extremely amusing, because it affords the toastmaster an opportunity to usurp the authority of roastmaster and lay it hot and heavy on us poor fellows, like Ballou and Sheldon, who are practically the whole thing, so far as furnishing the real entertainment of the evening is concerned.

Now, this is a business men's banquet and I am to speak on the toast, Our Citizens. I take it that those terms, business men and citizens, are pretty closely connected. You speak about one and you mean the other, and when you are talking about the other, you mean the one. Many of our citizens are business men and all of our business men are citizens. Now, I desire to register my convictions that there is not another city in the United States that has a finer, better looking, better behaved class of citizens than you will find right here in Belding; and this excellent citizenship, I think, may be attributed in a large measure to the fact that many of them own their homes or are paying for them in such a way that it is not burdensome to do so, and usually home owning and good citizenship go hand in hand.

Our industries, the factories and mills and business houses, also play an important part in the making of good citizens by their systems, active methods, their requirements for promptness and the scrupulously neat and clean surroundings they require of their employees. All these requirements are educators and serve as an incentive to become better men, better women, better sweethearts.

Then there are our schools and churches and fraternal societies—all of them important factors in round-



T. Frank Ireland, President Belding Business Men's Association.

Finnegan meant to do the job very pleasantly, but was swerved from his course by an unlooked-for gust that blew across his brow. Let us take warning and keep to the course regardless of contrary winds that are liable to confront us in our business relations with our neighbor.

It is an easy matter to dismiss the claim of the ideal by the assertion, "Business is business." It is easy to repudiate the claims of practical life upon the men and women who concern themselves with ideal relations and sanctions by declaring that no programme is necessary to the academic reasoner.

Business is not heartless. The teachers, the preachers and all others who serve the ideal life of Belding are as necessary to its welfare, and are doing as real business in the total productiveness of life, as are the men who make and sell our manufactured products around the world.

But, to return to the practical: On the business men more than on any other class depends the success of a

its dishonest advertising and disreputable methods.

Speaking for the hardware trade, I will say that we have State organizations in nineteen States, as well as a National Association. Through the efforts of the Joint Hardware Committee, 490 manufacturers refuse absolutely to sell catalogue houses and seventy sell them only under price restriction. We feel that, had the other lines of trade accomplished as much, our troubles in this direction would be lessened.

Through the kind efforts of August W. Machin all the lists of the R. F. D. routes were furnished the large catalogue houses, and now you will find one of their catalogues in every farmer's house, as well as a good many in city residences—and also find Mr. Machin in prison.

While the cheap stuff bought of the catalogue houses in the country districts hurts our trade, it does not compare with the damage done our business by city people going out of town to trade, under the plea that

ing out character, which makes good citizens.

Then there are our old pioneer citizens who settled here in the early days of underbrush, log heaps and pine stumps and brought with them sturdy characters and business tact and ability that have lent a charm to the situation and shed a wholesome influence that has been felt all through the life of our city from its infancy to the present age, among whom are our honored Mayor, Robert M. Wilson, and his sweetheart, whom I am pleased to note are able to be with us to-night.

There should be the greatest good feeling and harmony existing between the business man and the citizen. They should stand by each other loyally and all work for the best interests of the city and the common good.

The only way to build up a town is for all to go hand in hand, every man to the wheel. Banish all feelings of discord, if any, let harmony prevail, and you are sure to prosper. Talk about your town, push it, speak well of it, encourage your people at the head of municipal affairs, choke the croakers, beautify the streets in every way, patronize its merchants, refrain from sending outside for goods.

Keep your dollars in circulation in your own community, and you are likely to find a few of them in your own pocket quite frequently; send them away and they are gone for good.

Advertise in the newspapers, favor home enterprise always, and if you can not say something good, keep quiet. You are all hustlers—keep it up. Be courteous to strangers who come among you so they will go away with a good impression. Always cheer up the men who go in for improvements. Don't kick about "unnecessary" improvements because they are not right at your door, or for fear your taxes will be raised a few cents. Let everybody labor in sympathy and harmony.

Rev. J. W. Sheehan discussed Our Wives in a manner that was calculated to arouse the enthusiasm of the audience and demonstrated that his reputation as a pulpit orator is fully deserved.

E. A. Stowe spoke on the Advantages of Co-operation. His talk will be found verbatim elsewhere in this week's paper.

The affair was a happy one from start to finish. Nothing occurred to mar the pleasure of the occasion. Each speaker confined himself to his subject and did not encroach upon the prerogatives of the other speakers, nor was there any attempt on the part of anyone to say anything that reflected on anyone, either present or absent.

Observations of a Gotham Egg Man.

The "cleaning up" process in the wholesale egg market, which began when our receipts dropped to such small proportions two weeks ago, has continued to the close, the market having been very well cleared of accumulations in the meantime. The decline from 35c to 30c in the price for fresh firsts placed the market in an apparently healthy position. Arrivals were running light—considerably below the consumption needs even at the full prices ruling—and as jobbers had worked out their own stocks pretty closely a larger share of the trade requirements had to be supplied from the wholesale market. During the latter part of last week

the trade was sufficient to use not only the light current arrivals but most of the remaining stock in first hands, and as this was generally offered freely the supply and demand were pretty evenly balanced, and prices were sustained with some steadiness.

At the opening of this week the market was in an interesting and somewhat critical position. Warmer weather had prevailed in the principal producing sections for rather more than a week and advices had indicated a gradual increase in production. From some sections there were offers to sell fair sized lots for current shipment at considerably lower prices than lately ruling here, but while these indicated a break here before very long there was a possibility that supplies might, in the meantime, run short of the actual momentary requirements. For some time past our trade needs had averaged more than the receipts, the deficiency being supplied from accumulations on hand; these accumulations were about exhausted, current receipts were still very light, and with the slow movement of freight there was a question whether the arrivals for a few days would prove sufficient for urgent requirements. On Monday there was barely enough fresh stock to go around and on Tuesday there was a shortage. Dealers had very little stock to fall back upon and some of them had difficulty in finding an adequate supply in the market. Official quotations were allowed to remain unchanged on the basis of 30c for firsts, under the belief that enough stock might come in during the day and on Wednesday to prevent an advance which no one wanted to see just on the eve of larger supplies; but while some of the regular trade were thus able to get a moderate quantity of eggs at 30c they could not be very particular as to quality and some buyers who were unable to get enough were compelled to pay 1c@2c more.

The market closes bare and while it is certain that arrivals will increase enough to force prices downward in the near future the time when this will occur is as yet uncertain, and in the meantime our market is likely to be more or less seriously short of goods.

But the markets are now nearing the spring break and it is quite probable that the long abeyance of production in the Southern and Southwestern sections usually reaching a full volume of supply in February may result in phenomenally heavy supplies later on, by bringing the flush lay of a larger territory on the markets at about the same time. If the quantity of poultry in the country is as large as generally reported the April egg movement this year ought to be unusually heavy.

The wind-up of last year's storage operations, in which a comparatively heavy stock carried over the turn of the year—in spite of previously very moderate and often unprofitable prices—found a market at the highest prices of the season, must be regarded as accidental. It needs only

a little thought to realize how very unusual has been the shortage in egg production this winter. It is safe to say that in three years of every four the holding of some 300,000 cases of eggs over Jan. 1 in Chicago, New York, Boston and Philadelphia alone would be followed by a disastrous wind-up on a large part of such supply. In the formation of the

speculative sentiment this spring, therefore, the unfavorable conditions existing prior to January should have the greatest influence. It should also be remembered that the very late beginning of production this year indicates very heavy spring receipts and an unusually late season of free production.—New York Produce Review.

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

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.

MARSH HAY

FOR HORSE BEDDING AND PACKING PURPOSES

Straw is a scarce article this year. The price is unusually high and the quality generally poor.

The best substitute for straw is MARSH HAY. It is more economical than straw, is tough and pliable and contains practically no chaff. Marsh hay will easily go twice as far as straw for bedding purposes AND IS CHEAPER.

Write us for car lot prices delivered.

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

Whole, clean, full-sized

Potato Bags

at 53¢ cents F. O. B. Chicago
Can make immediate shipment

The Davenport CO., Grand Rapids, Mich.

Citz. Phone 3365

Bell Phone 2265

Recent Trade Changes in the Hoosier State.

Clifford—W. H. G. Butler is succeeded by Moley Bros. in the general store business.

Columbus—W. W. Mooney & Sons, tanners and dealers in leather, have formed a corporation under the style of the W. W. Mooney & Sons Co.

Crooked Creek—Wm. H. Hobson, who formerly conducted a flour mill, will discontinue business.

Columbus—The American Harness & Leather Co. has formed a corporation under the same style.

Eaton—Morris & Aspey, dealers in hardware and queensware, are succeeded by Aspey & Haynes.

Elizabeth—The Elizabeth Implement Co. succeeds Huston & Knight, who formerly conducted an implement business.

Frankfort—Hedgecock & Elder, boot and shoe dealers, are succeeded by Hedgecock & Clark.

Georgia—Isom Bros. will continue the general store business formerly conducted by S. M. Isom.

Indianapolis—The retail grocery business formerly conducted by Martin & Sperring will be continued in future by Fred H. Sperring.

Indianapolis—The Rotenstein Manufacturing Co. will be succeeded in the tinning business by the Hornbrook-Price Co.

Indian Springs—Inman Bros. are succeeded by Inman & Co., who will conduct a general store.

Jeffersonville—Edgar D. Hendershot, men's furnisher, has transferred his stock to I. C. Hendershot.

Kokomo—Moorhouse & Brand succeeded Hutchings Bros. in the sale of vehicles and harness.

Ligonier—Wm. B. Knapp, who formerly conducted a bazaar store, is succeeded by Knapp Bros.

Michigan City—Emil Klopsch has sold his interest in the hardware business of Otto Klopsch & Son.

Michigan City—Rudolph J. Krueger will continue the business of the Krueger Dry Goods Co.

Michigan City—Morris Levine is succeeded in the dry goods business by M. Levine & Sons.

Morristown—H. M. Rogers will carry on the business formerly conducted by Rogers & Hargrove, who sold implements and buggies.

Waldron—Mrs. Chas. Heck is succeeded by Heck & Shoup, who will carry a line of millinery and notions.

Andrews—Wm. F. Mills, furniture dealer, has removed to Harlan.

Whiting—Wm. Schneidewendt, Jr., is succeeded in the hardware business by the Whiting Hardware Co.

Goshen—A receiver has been appointed for the Cosmo Buttermilk Soap Co.

Indianapolis—A receiver has been appointed for the El Rio Tropical Planters' Association.

Indianapolis—A receiver has been appointed for Martin C. Specht, retail grocer.

Valparaiso—Wm. Freeman, proprietor of the dry goods firm of Wm. Freeman & Co., has made an assignment.

Monroeville—The creditors of Adam C. Robinson, dealer in vehicles

and harness, have filed a petition in bankruptcy.

New Albany—The grocery store of Geo. Davis has been closed on attachment.

Recent Business Changes in the Buckeye State.

Avondale—W. A. Schmaltz, who formerly conducted a general store business, is succeeded by the Schmaltz Dry Goods Co.

Canal Dover—Jurgens & Scheu, shoe dealers, are succeeded by the National Clothing & Shoe Co.

Cincinnati—Bradford & Co., manufacturers of novelties, are succeeded by the Ohio Refining Co.

Cincinnati—S. J. Price & Co. succeed the Levy Price Co., manufacturer and wholesaler of notions.

Cincinnati—The Twentieth Century Color Co. succeeds the Wicker Color Co. in the manufacture of paints.

Cleveland—Witkowsky & Mahrer, manufacturers of clothing and caps, will dissolve partnership, Mr. Witkowsky retiring.

Dayton—G. F. Clemmer & Bro. will continue the grocery and meat business formerly conducted by G. F. Clemmer.

Dayton—Graves & Meade, retail clothiers, have formed a corporation under the style of the Graves & Meade Co.

Dayton—Kretzer & Needles are succeeded by the Arcade Grocery Co., which will carry a line of groceries and meats.

Findlay—F. A. Holliger & Co., wholesale confectioners, have formed a corporation under the same style.

Kingsville—B. E. Matson, who formerly conducted a flour mill, will discontinue business.

Lima—The stock of the J. W. Orr & Jackman Co., manufacturer of cigars, has been sold by a receiver.

Malta—Wortman & Kuntz are succeeded by Kuntz & White in the general store business.

Negley—F. A. Bricker, hardware dealer, is succeeded in business by F. A. Bricker & Co.

Quaker City—H. B. Law will continue the drug business formerly conducted by the Jason Drug Co.

Van Wert—H. V. Olney is succeeded in the clothing business by Feldner, Olney & Richards.

Zanesville—W. H. Patterson, grocer, is succeeded by Geo. L. Stanton.

Barberton—W. A. Straub, dealer in boots and shoes, has made an assignment.

Cleveland—A receiver has been appointed for the Ferrokraft Co., manufacturer of hardware specialties.

New Richmond—Wm. A. Shaw, dealer in extension tables, has made an assignment.

Sherodsville—An assignment has been made by W. F. Allman, hardware dealer.

Cleveland—A receiver has been appointed for the People's Home Purchasing Co.

It is always easier to go ahead in slippery places than it is to turn around.

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

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

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.

Butter

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

E. F. DUDLEY, Owosso, Mich.

Printing for Produce Dealers



Way To Make Friends and Increase Sales.

True kindness, a sympathetic attitude of mind and real courtesy are the basis of good salesmanship. It is a straight, hard business proposition that fine-grained, genial, sympathetic people, who understand human nature, are needed nowadays to sell goods. Retail salesmanship demands an observance of the amenities of life, combined with an even temper, a clear mind and a sincere spirit. We may know some successful salesmen who seem to have these qualities, but really do not have them. Their cordiality is feigned and their sympathy simulated. They are merely clever actors; and as few people are good actors, it is better to strive after the real thing and not the appearance of it.

The power of pleasing is born to some, by others it must be acquired. It is an art, and like arts is capable of infinite growth. The cultivation of this power in its highest degree is often a thing of study and effort; but it is worth the time and toil—intellectually, because it refines and broadens the man, teaches him control and makes him a better member of society in supplying more of the lubricant of courtesy to social intercourse; in a narrower sense, because it increases his personal influence and widens his sphere of activity. In this narrow sense we consider the art of pleasing here—in its application to the clerk in his relations with the customer.

This faculty gets and holds business. Smartness, pure and simple—the smartness with a sting like a bodily hurt—is too often extolled by the typical salesmen who boast of their skill in bewildering or befogging customers, and pride themselves upon their skill in petty deception. They are not representative salesmen. The best American salesmen do not bamboozle their customers and never lie.

The self-control, clear sense of propriety and kindly good will created by a sweet, serene temper and sincere spirit enable the salesman to practice both the positive and the negative ways of pleasing a purchaser. He learns to do the things which ought to be done. He pleases by things left unsaid as much as by the spoken words. He understands that he is in his place to supply, if possible, the wants of some one else, and that for the time being the relative worth of his own personality and that of the customer is supplanted by a fictitious relationship which has nothing permanent about it. Knowing this he is saved on the one hand from servility and fawning, and on the other from bumptiousness and impertinence. He knows that civility is not servility, and that there is nothing "fresh" in true courtesy. He

keeps on an even keel all the time, and offends in neither extreme.

One of the first truths to be learned is that no two men or women see a thing from actually the same point of view. The clever salesman knows the uselessness of disputing about tastes. He may state fairly an opinion, if asked; but he wisely will refrain from insistence upon it. It may be his duty to offer a fruitful suggestion unasked, or to volunteer some pertinent statement, but he will do well to plant the seed and avoid trying to force its growth in the customer's brain.

Some people like to do a little thinking themselves. Officiousness is sometimes the result of a raw but generous impulse in youth, but it often arises from the silly sense of superiority so common to some half-baked minds. If Solomon were alive to-day he could say with propriety, "An officious clerk is an abomination to his employer; but he that retireth behind his own modesty is a blessing behind the counter."

The even-tempered salesman knows that it is the customer's want which is to be filled and that the customer's money will pay for the filling. It matters not how unusual or absurd that want may be; he knows that it is not for him to show impertinence or vulgarity. The man stamps himself unfit for his place who greets the peculiarities of his customers with the rudeness of boorish wonder or the thinly veiled sneer of cheap superiority.

The wise clerk knows how mixed and tangled are the threads of life, and that there may be any one of a thousand good and sufficient reasons for the most unusual and extraordinary wants. The needs of the sick, the crippled and the aged, the indulgence in little whims and eccentricities, the very ignorance of the last and most agonizing of agonies in style—all these the wise clerk knows to be ample in justification of queer orders.—Boot and Shoe Recorder.

Fortune of \$150,000,000 Built from 15 Cent a Day.

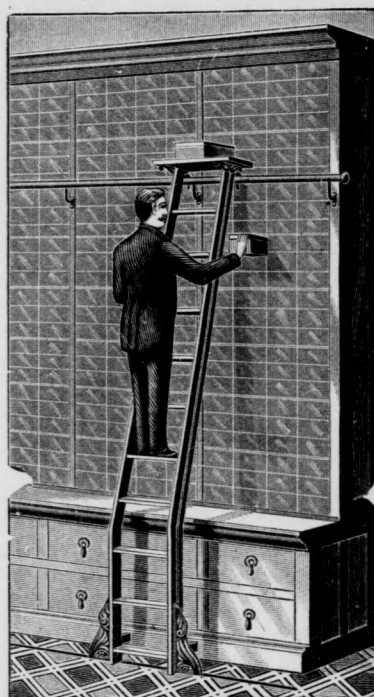
From an income of 15 cents a day to one of \$47,222 was the financial road traveled by Charles Lockhart.

It is rare in a financial career that the course of the tiny spring which starts the golden current can be followed with as few deflections as in the making of the Lockhart fortune. When, however, the other day the estate, as bequeathed, yielded four inheritances which were estimated at \$37,000,000 each, its immensity seemed out of all proportion to the quietness with which the wealth had accrued.

Throwing a certain light upon this circumstance, and at the same time barring accurate estimate of the value of the estate, is a sentence of the will of the elderly financier, which is entered as "clause sixth." It says: "I order and direct that no inventory of my personal estate be filed with the register of wills."

Even in spite of the prohibitive effect of this measure, those who knew Mr. Lockhart best estimate his for-

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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

tune as at least \$150,000,000. As far back as ten years ago his wealth was known to be from \$30,000,000 to \$40,000,000. He was considered the wealthiest man in Pittsburg, with the possible exception of H. C. Frick, and until the formation of the United States Steel corporation and the conversion of the Carnegie partners into multi-millionaires he was known to lead Carnegie in wealth. Additions to his fortune, however, since that time have been steady, and the result, if his investments were anything more than the most conservative, together with his great holdings in "Standard" stock, easily would place its sum at perhaps even more than that of the "laird of Skibo."

It lately has become known that Mr. Lockhart's income from the Standard holdings alone was \$4,250,000 quarterly, or \$17,000,000 a year. That this investment alone brought him \$1,416,666 a month, or over \$47,222 daily, is easily calculated. Each hour it amounted to nearly \$1,551, or, in other words, every moment of his life brought to him a sum many times as great as the amount he earned daily when he began his career.

The story of how Lockhart developed the oil industry is usually dated from the day in 1860 when he started to introduce it into Europe, with his sole equipment contained in a satchel in which he carried two gallons. Those, however, who would seek the inspiration in the life of the old Scotchman, which is not to be found in his later financial dealings, would need to go back to his wonderful faith, both in himself and in the idea which he formed of oil, at an early period.

Two apparently trivial circumstances seemed to point to the fact that fate singled him out from the first for the part he played in the oil industry. One was, that he made for a boy of his age the strange decision to stay back in Pittsburg and support himself on 15 cents a day, instead of going on with his family to Ohio. The other, that these wages were offered him in a big warehouse to which came the products of the salt wells, where oil first attracted attention.

The McCully firm bought salt. Owners of the salt wells brought in samples of the oil which oozed from the ground at the wells. Samuel M. Kier, a druggist, became interested and bottled the oil as a cure for rheumatism, aches and pains, under the name of "Seneca Oil."

During these years young Lockhart rose in the estimation of his employer and saved money. At the same time he, too, was watching the oil. He saw a wider field in it than a "cure," however, and already dreamed of lighting the world. He tried to enlist the interest of his employer in the product, but old James McCully was not to be led away by any such idle fancies.

Young Lockhart decided to make a venture on his own account. He had been working sixteen years, and with part of what he had saved he purchased three barrels of the oil. This

he sold at a profit, and he conceived then that a fortune awaited any one who would enter the oil business and energetically develop it. Against the advice of McCully, Lockhart purchased an interest in what was known as the Huff well, and from that time until his death he was an oil producer. He gave away five barrels of the oil from his Huff well for experiments in refining and for illuminating purposes. There was no demand for it, however, and the possibilities seemed slim to most men, but Lockhart believed implicitly in his own judgment and was confident that a great future awaited him.

In 1855, just nineteen years after he had started to work for the McCully firm, Mr. Lockhart became a partner. Soon after he associated himself with A. V. Kipp, who became the active manager of the oil and salt business, Mr. Lockhart staying with Mr. McCully and devoting his time and attention to the general store business. He watched the development of the oil trade and gave his spare time to a study of what he might be able to do with it, feeling assured that he would see the day when petroleum would be sold outside the narrow limits of a drug store. In the meantime the McCully firm bought largely of land on the outskirts of the city and built houses. The city grew rapidly and reached this property, and the members of the firm secured a nucleus which enabled Mr. Lockhart to become an oil millionaire later.

Then came the great year 1859, when Col. Drake discovered oil in large quantities in Oil Creek. Mr. Lockhart investigated the find and at once organized the firm of Phillips, Frew & Co., remaining a silent partner in the venture. How dominant he really was was shown in the activity with which he planned the purchases of large tracts of land, the leases of other tracts, and the active drilling operations. Oil was struck right away, and Mr. Lockhart himself brought sixty-four barrels of it to Pittsburg.

Two months after this he made his well known trip to Europe. He took a sample of both the refined and the crude oil, and sailed confident in the expectation that Europe, of all places, would prove a splendid market. He placed the proposition before the Dry Salters Company, a firm of chemists in Liverpool. They never had seen the oil before, but one who had been in Russia declared that it was not unlike a fluid that came out of the ground on the edge of the Black Sea, for which no practical use had been found. He showed them what could be done with it, and declared that he would light the world. They were skeptical.

"It will not be long before you will be ordering it by the shipload," he said. "It will bring you wealth of which you never dreamed." But they refused to order, and Lockhart went back to find his field in the United States.

Five years after shipload after shipload was discharged at the docks of Liverpool for consumption through

A Certain Wholesale Rubber Boot and Shoe House In Chicago

enjoys the distinction of occupying more square feet devoted exclusively to the sale of RUBBER BOOTS and SHOES (created by the demand) than any known house in similar line of business. Modesty prevents our mentioning the house—suffice to say that we occupy seven floors at 131-133 Market Street, carrying a stock sufficiently large to meet the demand of a critical trade—devoting our undivided attention to

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exclusively—working in our shirt sleeves winter and summer taking care of the orders—in short giving you the BEST rubber made, with same measure of service and treatment. Critical comparison with others regarded as best test. TRY.

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Strength

is the main essential in men's Heavy Shoes.

Ours are very strong. They are carefully made to stand the strain of extra hard wear. The material in both uppers and soles is of the very best leather.

Every purchaser of our shoes always remembers their splendid wearing qualities and can be counted on to come back for another pair.

Do you see our line?

Do you want to?

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

the British empire. Lockhart was interested with half a dozen firms in building warehouses in Philadelphia to supply the demand from Europe for the oil. The prophecy which he had made to the Dry Salters people, and which they imagined was a dream, had come true sooner than he even anticipated.

Lockhart was the first to enter into the plan of John D. Rockefeller to harmonize the warring oil interests in a gigantic consolidation, and when the Standard Oil Company was formed in 1874 Lockhart merged his refineries into those of the Standard. He became one of the heaviest stockholders, and up to the time of his death was one of the potent but retiring figures in all of the company's great operations, and in it had invested the bulk of his great wealth.

There is another significant statement in the Lockhart will to the effect that "no friendly accommodation papers which constitute claims that could be prosecuted exist," and which, with the habit of conservative investment and expenditure, points to the fact that the estate has not been over-estimated. Beyond the keeping up of a palatial home, the building of the finest church in Pittsburg, and the making it possible for the minister in charge to receive the biggest salary drawn by any clergyman in the United States, and princely gifts in his own family, the expenditures of Lockhart did not go. Although his gift of \$1,000,000 made some time ago to each one of his children was shown of late to be on condition of their remaining amenable to his authority, it is on record that he also could be generous unconditionally.

When Lee Mason, a clerk in a large Pittsburg house, had come to woo one of his older daughters, he was in a rage at what he called his "presumption." He afterwards forgave the young man, however, and not only consented to the marriage but gave the young couple a magnificent home. It was, in fact, so magnificent that the young man finally went to his father-in-law and told him that it was no home for a poor man, and that it was impossible for him to keep it up. The old gentleman thereupon arranged matters so that the young couple could continue to live as they had been doing.

G. R. Clarke.

A Young Idea.

A Kalamazoo school teacher sends some answers given by boys in her class in a recent examination:

"What are the zones?"

"Zones are belts running around the earth, giving out heat as they run."

"What do we import from Italy?"

"Italians."

"Of what is the earth composed?"

"Sand, water, air and human beans."

"What causes a fog?"

"The night before."

"Name two things we import from Africa."

"Ivory and ivory soap."

Most people's charity comes disguised as advice.

OUT OF THE ORDINARY.

The Kind of Workman Who Achieves Success.

A labor official, speaking to the writer, said recently: "For the ordinary machinist in a shop there is no chance. For the ordinary metal worker, for the ordinary shop worker of any kind, there is no chance."

The fact that the speaker took the pains to use the adjective "ordinary" in every part of his statement saves it from the odium of sheer falsehood. Possibly it renders the whole statement a truth. Surely it would need little qualifying to be a verity of the profoundest sort. For the use of the word ordinary conjures up the picture of the slow mediocre plodder, the man who works at his trade merely to make so many dollars per diem and who neither looks nor hopes for anything better as a means of livelihood.

"Ordinary," "mediocre"—they are terms which no intelligent American worker of the day, not even the man in a trade, can afford to have applicable to himself. They mean all that a man must not be if he is to win success worthy of the name.

No man who ever worked from the ranks up to a leadership was ever "ordinary" or "mediocre" as a workman.

While it may be true that there is little or no chance for the ordinary machinist, or man of kindred trade, to work himself up through his vocation, it is equally true that there is plenty of opportunity for the worker in these lines who is not ordinary, for the "extraordinary" worker. The ordinary worker and the man who succeeds through his work are separate and distinct types. One has but to enter the workshop of any large concern where a hundred or more men are employed at the same kind of work. Even the most untrained observer, if he tries, can pick out the "extra-ordinary" men from the others.

The ordinary workman is a cog in a machine. He does the work allotted to him with such degree of efficiency as to hold his position. This is all. He never progresses, never learns anything about the line he is in except his own little stunt, never tries for anything better than a place at his bench or lathe, never reaches out. He does what his employers consider a fair day's work, never more, and he does this only because he knows that just as soon as he fails to do it he will be out of a position. This is the "ordinary" worker, the man of the class included in the labor leader's sweeping statement.

In the face of economic conditions as they are to-day is it fair for this kind of man to expect promotion or betterment of his lot? No one ever attained anything worth while in any sphere of work save by his own efforts. In the world of commerce and industry this is doubly so. The price of success there, as in no other place, is continuous striving, continuous effort. He who would win in it must sacrifice his leisure, must

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Shoes

We know that there is not a more stylish, popular priced shoe shown. We want you to see this line and if you want to just drop us a line and we will have a salesman call on you.

Michigan Shoe Co., Detroit, Mich.

Distributors

place his work before his personal pleasure and convenience, and must key himself up to work at a pace which comes perilously near spelling breakdown in the end.

To those who work thus come the rewards. Therefore, the man who "lays back in the harness" has no right to bewail his lot because the good things of the successful fail to come to him. He has not paid the price, and successes are not banded about the world without being amply compensated for.

The average worker will wail that he is working as hard as he can every day of his life now in order to hold his job. This is probably quite true, because most employers have their work so distributed that none of their employes stays on the pay roll unless there is enough work to keep him busy every minute of his working hours. But a man might kill himself working without making an impression if he worked and had eyes for nothing but the work before him.

The worker who amounts to something—the extraordinary worker—may not exert himself physically as much as does his companion who stays at his work until the end, but while he works he keeps his eyes open and learns something besides his own job. This is the difference. He sees that it is not in the performance of the one job before him that success is to be won, but in the things that he masters from the vantage point of the good workman. If he is a machinist he learns his machine and the things he makes. He sees them go through his hands day after day and if there is any possibility of improvement he is sure to find it out. Then, if he is of the right kind he begins to study ways and means to make the needed improvement. Employers begin to reckon seriously with the men under them as soon as they see they have ideas of their own that are worth something.

There is a junior partner in a downtown firm of printers who is there because he kept his eyes open while working at a trade. He was a pressfeeder in the printing department ten years ago. His pay was \$10 a week. He kept his eyes open as a pressfeeder, so in a few years he was pressman. Among the printing done by the firm was one style which caused endless trouble and delay, both in the makeup and in the printing. To do this printing successfully it was necessary to reduce the speed of feeding to 300 an hour, the regular speed being 1,500. Doing the work on a printing press also made it necessary to keep a girl at hand to take the work from the hands of the feeder. Thus the work of one press was decreased five times and one employe's time consumed extra.

The young pressman began to think on this subject. He took his ideas home with him from the shop and worked with them evenings. He deprived himself of the privilege of smoking or playing cards for a half hour after luncheon in order to work

on his ideas. As a result he one day brought to light a small and inexpensive machine whereby this special printing was done at a rate of 1,000 an hour by one boy. His employer was looking for just this kind of a man, so he is in the firm to-day. Yet this man began with no acquired advantages over the average workman. He had less than a grammar school education and his start as a feeder of a job press was surely lowly enough to place all advantages of start against him. Still he won because he was not ordinary.

In a large Western city there is a firm of manufacturers, the two leading partners of which were working for day wages less than fifteen years ago. One was foreman of a shop, the other a machinist under him. Their work was the manufacture of telephones. The foreman had a fairly good start in the business, being in a position to see and understand the manufacture of the instrument from beginning to end. The machinist, however, had only one small attachment of the complete instrument to deal with. If he had been like his fellow workman this is all he would ever have learned to make. But he kept his eyes open and it was he who ultimately supplied the idea that made his and the foreman's rise possible.

The instrument was not perfected in the shop where they were employed. One part could be so simplified that the cost of manufacturing the whole would be greatly decreased. The machinist, by keeping his eyes open, discovered how this improvement might be begun. He took the foreman into his confidence, and those two, working into the early morning after the day's work was done, finally perfected the improvement. The foreman, through his position as confidential employe, managed to interest one member of the old firm. He supplied capital enough for a small shop to be established as a beginning. Now there are 300 employes in the factory of the new firm, the old one having been absorbed a few years ago.

These are only two of many instances that might be cited from many. The worker who works in the manufacturing department of any establishment has the advantage of being in a position to see if the product can be bettered in any way or the process of manufacturing simplified. That is, he can see if he will, and if he will he has the best opportunity in the world to prove that he is entitled to some measure of success because he is not an "ordinary" worker.

O. H. Oyen.

Some Curious Occupations.

Placards and sign boards in New York disclose some strange ways of making a living, says a New York daily.

In East Thirty-fourth street a sign in the window of a house informs the public that "Birds are boarded there by the day, week or month." A little farther down town a sign in a basement window announces that "Dogs' ears and tails are cut in the latest fashions," and a sign in the

same locality reads: "I educate cross cats and dogs to be gentle and well behaved."

Young ladies are invited to come in and learn the name and calling of their future husbands in West Twenty-third street, near Eighth avenue. "Round shouldered people made straight," is an announcement on East Nineteenth street, and near Nineteenth street on Fourth avenue "perfect grace is taught in twelve lessons," and "satisfaction guaranteed." "Beauty pads for thin ladies" may be obtained on the Bowery, near Houston street; and not far away "ladies deficient in wardrobe are fashionably dressed on easy monthly installments."

"Sore eyes in poodles effectually

cured here," is a piece of valuable information given in East Broadway. In Catharine street "Babies are hired or exchanged," and in Division street "Old sets of artificial teeth are bought and sold." In Hester street "Black eyes are artfully painted over," and "false noses as good as new and warranted to fit" are advertised near Chatham square, conveying the impression that mayhem is not an uncommon crime in some quarters.

In Chatham street the wayfarer is told: "Dine here and you will never dine anywhere else," and in Mulberry street an undertaker makes a bid for business with a sign in his window which reads: "Why walk about in misery when I can bury you decently for \$18?"

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

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SAGINAW, MICH

"Top-Round Foot Fashions"

For fall 1905 we still have two more new lasts, making now thirty styles of lasts, all fitters. Our famous

Pike

is a winner—best that ever came down. Now just a word about our leather. We do not own any cattle ranches out west and raise cattle to get their hides to make shoes; we just simply have an iron clad specification which we show our leather man, and if he can tan the leather our way we give him our trade. Our business is to make the shoe and warrant the leather in it. Just notice every Top Round shoe; see the extra fine grain oak in bottom stock. Our Corona Colt in bright leather is warranted not to break through before sole is worn out. More to tell if you drop a postal. Top-Round Shoe for men retails at \$3.50 and \$4.00. One dealer in a town.

White-Dunham Shoe Co.

Brockton, Mass.

Passing of the Writing Teacher of Early Days.

The itinerant, unsophisticated "professor" of penmanship who up to within a few years made his perennial winter pilgrimage throughout rural district and village, town and city, clad in a long tailed coat and wearing a coachman's plug hat, has passed away.

The sound of his dulcet voice in "one, two, three," "up, down, up," is no longer heard in our land. An echo of his former self directing the hand movements of future knights of the pen, maybe, lingers reluctantly to this day in the recesses of peasant territory which yet remains undisturbed by the quickening touch of progress.

But exit the "professor" of scribbling. Your business is no longer a trade to conjure with. He who would hereafter "find him must seek him in the grave." As a living genius the instructor in handwriting is a type as rare as the oasis in the desert.

The old time teacher of penmanship gave lessons in ornamental penwork if he were to be classified among the most aspiring and successful of men. His dexterity in the doing of fancy pen-skating, that resulted in fanciful birds, chickens and other animals of a forgotten geological age, added handsomely to his success in the business of gathering in tuition fees.

Our commercial schools, together with private and public schools alike, have relegated the flourish in handwriting to the final resting place of the obsolete. To the student seeking the practical in business the fanciful is never heard of and much less taught.

What is the cause of this attitude and change? The answer is simple. The demands of the world in commercial life have put the impracticable in a category along with the impossible.

Another answer to the query is: There is a drifting away in the uses to which handwriting is applied. Likewise, a transformation has been evolved from ideals in the spelling of good old times. The public views with alarm the prospect of an era of poor spellers. School and college professors are losing their grip on orthography. Colleges and universities have filed a plea for better spelling.

The typewriting machine gnaws at the vitals of public skill in its mode of recording thought. Speed of execution and facility in reading the typewritten page are elements which bring the stenographer and her typewriter into the field of business as queen of the correspondence turf.

For the book-keeper and clerk a handwriting clear, accurate and brief retains its hold as a necessary qualification for a successful commercial career. Penmanship, however—so manufacturers of book typewriting machines are attempting to verify for the business public—is to take a back seat here, too, because a proficient operator will do neater book work

at much greater speed than we may ever expect of the old time book-keeper. Book typewriters (which rest over the open book upon the page to be written) already are supplanting the pen in much work hitherto done by it, but for purposes of posting into books of account the pen promises to hold the fort for some little time, however.

In the meantime the fine penman with a murmur sees his means of earning a livelihood largely reduced to the work of engrossing, filling in of diplomas and insurance policies. This about enumerates his usefulness in a commercial way, yet much of this work is done by the typewriter.

Nevertheless, the utility of handwriting has not absolutely faded into a sentiment, nor will schools eliminate instruction in the art while penmanship retains a glimmer of its usefulness.

There seems to be a unanimity of opinion, I believe, among contemporary proprietors of commercial colleges and those of schools of penmanship that some type of plain writing that resembles the time honored systems affords the chief advantages. It must be conceded that few, if any, of the institutions mentioned advertise instruction in the so-called "vertical" penmanship, which system already has received a body blow from the business world. This system of cursive, or circular pen work had for its birthright "fad." While in swaddling clothes it obtained favor among school boards. A fad may be described as something good for anything except being useful.

It is believed educational boards among all large cities of America experiencing a drawback to success among pupils engaging in business careers are dropping vertical writing from school studies. The teaching of this method of penmanship is training a generation of young people to be unfitted for office clerical work. None learn better by sad experience than do the young men in the struggles of to-day.

Although this fad handwriting may receive more favorable consideration from the public in Europe, it certainly meets popular disfavor in America. Probably it may with safety be asserted that this child of the faddists never originated within the writing schools. Boards of education are taking a wise course, as many city schools have done already, when they abandon vertical writing.

Startling revelations marked last year's discussion of conditions existing in commercial correspondence. Many believed they could see evidences of "degeneracy" in the penmanship of their friends. Business and professional people excused themselves by flippantly charging the decadence to the typewritist. Unless "practice" is kept up our handwriting must deteriorate.

Despite this frenzied work, for social purposes handwriting is likely to remain in the field for some time to come; but tradition that is so firmly set upon us may be swept away somehow, at which time the typewriter or something else shall

work itself into the graces of society.

The "Ode to the Pen" is destined to be supplanted by an ode to the typewriter.

When spelling and writing by hand shall become too "shaky" another means of recording thought likely will be substituted.

Until time shall have invented something better, a system resembling the writing of telegraph operators, whose penmanship is speedy and legible, may successfully attain popular acclaim.

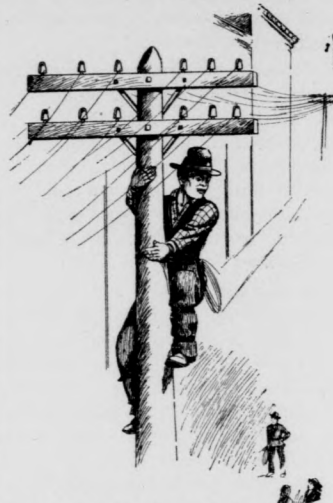
Some variation of the English language may likely become triumphant as a world language; or else a combination of several tongues may, for use alike in both vocal and recorded speech. This is a prophecy as clear as the handwriting on the wall seen by King Belshazzar. A realization of the hope would receive a cordial welcome from an appreciative posterity.

In the meantime, may not a writing alphabet be devised which would be a happy medium between long-hand and stenography? After a century or more, such a device would be supplanted by a higher ideal. By overcoming objections urged by self-centered people, such a universal system of recording thought by pen might continue in vogue until the genius of invention should have discovered a more acceptable way.

Elmer E. Rogers.

Popularity is nearly as expensive as running for office.

Luke the Lineman



Luke the lineman, who hikes up the pole,
Is a dare devil fellow who trusts to the sole
Of the shoes he has worn for over a year
And made a man of him unknown to fear.
They are **HARD-PAN** shoes so popular now,
So take off your hat and make them a bow.

Dealers who handle our line say
we make them more money than
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Write us for reasons why.

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The Founder Established 25 Years.

Our Spring and Summer line for 1905 includes samples of nearly everything that's made for children, boys, youths and men, including stouts and silms. 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 invite the trade to visit us and see our factory in operation turning out scores of suits per week.

Bell Phone, Main, 1282

Citizens' 1957

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

VALUE OF VACATIONS.

Few Survivors of the Dark Ages of Labor.

I heard a great story the other day of a wonderful sort of business man, who might be set up as an ideal figure anywhere in the conventional world of business. It was the story of a man who had achieved all things in the line of his ambition. For twenty-three years, some months and some days he had appeared every morning at his place of business, never a minute late, never a working day absent, never wasting a minute's time in office hours, never failing in an appointment, never taking a day's vacation from his business either as employe in the house, or as its general manager, or as its final head and chief owner.

But he was dead at 51 years old at the time I heard the story. The doctors didn't know just what was the matter with him. Lack of exercise had something to do with it; there were kidney complications; for years he had never been able to eat save according to the strictest system of dieting; he had suffered from insomnia in late years; but his indomitable will had kept him at his business, with never a hitch until the last, when he left a fortune estimated at \$7,650,000 and a widow who had been talked about a good deal for several years.

"Well," I said to my friend who was talking, "if I had lived in the time of that man's father, and that father had been given insight into his son's after life, and in consequence had strangled that son at the age of 5 years—why, I, as one of a jury of that man's peers, would have voted to the end for his acquittal of the charge of murder!"

One of the most vicious types in the modern world of civilization is that frequently quoted type of business man who "never had a vacation in his life." He regards it as a supreme virtue rather than an intolerable vice, based in all the viciousness of degeneracy and perverted impulse. This imagined virtue, being the only virtue which he feels to possess, at once becomes the living, emphasized personality of the man in whatever sphere of life that personality may have occasion to touch. Imagine such an influence!

There are few survivors of the dark ages of labor who deny the economic value of the vacation or who dispute its necessity under the pressure of modern business. The influence of the man referred to, in at least those twenty-three years and odd months and odd days, must have been always evil in its relation to the rational fellowship with which he came in business touch. Imagine how his fellow employe regarded him when he refused the vacation and the holiday that might have been accorded employees! Imagine how the man's employes must have felt when, as employer, he gave grudgingly the holiday that he himself refused to take! In fine, what an inhuman bearing had all this virtue of the successful man upon his associates, who

sane might have tried to live and enjoy that life which, at the most, merely was to kill him at 51 years old!

In this age of academic information and experimental propositions that are at the most the mere exploiting of a conventional mediocrity, there is a growing need of horse sense as a measure between the false and the true. The mere fact that there is a Standard Oil university and a Standard Oil Company is more than enough to suggest the need. Out of such conditions as these there is a growing disposition to discount anything approaching academic knowledge and assertion. Not so long ago one of the lights in the United States Navy took occasion to deliver himself of a great business principle regarding appointments and the keeping of them. He advised every man who made an appointment to get there fifteen minutes ahead of the time!

To the business world this was silliness emphasized. In the first place, a business appointment, with business results likely to follow it, is one of the possible necessities of business of which no one can speak authoritatively in general terms. There are appointments in business which are made studiously and advisedly with never an idea in the head of either party that they shall be kept. There are other appointments made for a fixed minute, when for one of the parties to be there on the minute or earlier perhaps would menace all that he might hope to accomplish in the meeting. At the best, an appointment in business life is an appointment which can best be kept on the minute. Just how much later than the minute one should be is something that in the determining frequently marks the difference be-

tween a good and a bad business man.

"The worst period of nervousness I ever went through was on one occasion in London," said a friend of the writer. "I had a business scheme to promote that I knew was all right, and I had an appointment for a Monday morning at 11 o'clock with some of the moneyed men of the British capital. It was the longest morning I had ever seen, in the first place. I hadn't been able to sleep the night before, and I had eaten no breakfast to speak of. Would those men be there at 11 o'clock? Would I better get there on the minute and thus perhaps show my perturbation? Could I risk being a quarter of an hour late? It would help my 'front,' I felt, but would these men of international reputation sit there fifteen minutes after I had promised to meet them? Well, I risked it; I waited fifteen minutes past the hour and then went in as easily and steadily as I could. They were there, fuming, and at the first sight of them I was master of the situation in a moment! I closed a deal there inside of thirty minutes which, except for my 'front,' might have held off a fortnight."

What promptness or punctuality of the impeccable type? Looking for virtue of that wider, broader, more human type, one might ask of the impeccable one how it was that year after year he had never been absent, or late, or out of time and place? One may readily imagine circumstances under which only a man with the heart of a Herod could fail to be absent or tardy. How far may such a man have failed in sympathies, charities, friendships, loves and duties only that he might be the plaything of the clock?

In all the possibilities of man in the intricacies of modern civilization

there is no lower ideal than time serving. Honor, courage, manliness, and the category of the virtues may be demanded of the person who on occasion dares to be absent or late; every despicable quality in man may be embodied in the one who is always "on time." And always the lowest type of the time server is that one who, working for mere sordid gain, never has had time for a vacation or for a holiday, and who, if he has granted one, has done so with a spirit depressing to the recipient past all virtue in the concession.

John A. Howland.

The only one who lived above all sin was the one who lived for all sinners.

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.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

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.



Show Cases Hung from Ceiling.

In this day, when the tastes of men are so varied, every merchant is compelled to carry a large assortment of everything he handles. The natural consequence of this is that his store becomes encumbered, and he is obliged daily to trespass farther upon the space set apart for the moving about of his customers. He sees his aisles growing narrower, his counters becoming cluttered, and the whole apartment gradually taking on a stuffed appearance. Of course, if he is conducting a bazaar, this may be desirable; but bazaars are the exception. Elegance is what the public is demanding more and more, and the real essence of elegance is a feeling of space, an impression of roominess. How can the merchant reconcile this increasing demand for space with the larger call for a more varied and consequently fuller stock, or at least a wider display? This, perhaps, is the most annoying problem connected with store management. And, like all other such problems, it is to be solved not by any one man, but partly by one merchant and partly by another. And it is only by bringing together these partial solutions that a perfect arrangement can finally be secured.

An important contribution toward the clearing up of this knotty question has lately been made by Mr. Albert Hoefeld, corner Madison and La Salle streets, Chicago.

Mr. Hoefeld is a haberdasher, and nowhere, perhaps, is the problem we are treating more exasperating than in such a store. For it is in the smaller articles of dress that the tastes of men are most fluid, and many who are conservatives in their clothes are faddists and innovators in their shirts, their neckwear, etc. In short, the great majority of buyers can stand a little of the new thing, and these naturally find their way first into the haberdasher's, and the merchant who shows the widest assortment will have the widest trade. To display this assortment he must have space, and that space can not be taken from the aisles.

Recognizing that there must be ample aisle space for the customers, and room behind the counters for the clerks, Mr. Hoefeld and his manager, Mr. Meginniss, saw that the increasing stock could invade only the space occupied by the showcases, and together they worked the problem out. The showcases they proceeded to remove. Instead of these they put counters divided up into box-like compartments large enough to contain six or eight shirts, and opening with drop fronts upon the aisles. The space in the back of the counters is used for overstock. Counters of this description are on both sides of the store. In the rear is another similarly divided, which is used for the long pleated bosom

shirts. The compartments in this being deeper, there is no space in the back of it for surplus stock. Different sections of these counters are set apart for different styles of shirts, such as the white stiff, the colored stiff, the negligee and the dress shirt, the compartments of each being arranged according to the price of the garment contained, running regularly from the cheapest at one end up to the highest priced at the other. These prices, together with the sizes, are indicated on slips attached to the front of each compartment.

"By this arrangement," said Mr. Hoefeld, "I have doubled my aisle space and almost doubled my stock room. There are, moreover, many minor advantages. I never have any soiled and broken shirt boxes around. Then, too, my clerks can wait upon customers much more easily, and, during rush seasons, a new salesman needs but a word of instruction to be able to handle the stock."

"What about the showcases you took out?"

"That was the question. At first I did not know what to do with them. I knew that if I should sell them I could get little or nothing for them. Then an idea struck me and settled the matter. You see where they are. It occurred to me to suspend them from the ceiling. I was afraid, though, that this might have a tendency to make my store look smaller. But I tried it, attaching them bottom upward to the ceiling. And on entering the next morning after they were put up, it struck me that the store really looked larger. This impression has been confirmed by numerous customers who have come in and remarked upon the enlarged appearance of the store. As for display space, you see I lost nothing. In fact, I gained, for up there, the place being more unusual, my exhibit calls more attention to itself. And, hung up there above the counters they are entirely out of the way."

"The scheme pleases me. In fact, I am so delighted with it that I have let the contract for elegant new oak counters somewhat on the cabinet order, preserving, however, the idea of the compartments. For I do not believe that can be improved upon. It is a capital thing."—Apparel Gazette.

Cigar-Making States.

The leading cigar-making state of the country is Pennsylvania, which manufactures nearly 2,000,000,000 cigars. New York makes 1,000,000,000 a year and Ohio, never far behind in profitable and productive enterprises, 750,000,000. Virginia manufactures in a year 500,000,000 cigars, and is in fact the only one of the big tobacco-producing States which makes cigars in large numbers. About one-half of the product of Virginia factories is in the form of cheroots.

There is something wrong with the home that is not the happiest place on earth.

Many a sister spoils her testimony in the church by her tongue in the kitchen.

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 Morton House

Grand Rapids, Mich.

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

A Safe Merchant To Do Business With.

A man of great business acumen and extensive experience was commenting upon the methods of certain merchants and the means used by them to create a selling interest in their merchandise. He expressed as his opinion that although many retailers sought by the use of the guarantee or money-refunded policy to sell goods, there was a great difference in the results accruing to the merchants. According to his view, the "goods right or money back" method of doing business, to bring the best results, must be backed by a reputation—the public must first feel it is safe to do business with the merchant making the guarantee. In his opinion the Harlem or East Side merchant who makes liberal use of billboards and other methods of advertising, and strongly asserts his guarantee in bold type, setting forth that the blue in his serge suits is fast dye and proof against weather and wear so long as the fabric endures, has a hard time at best convincing the public of his sincerity, unless he has first builded a reputation which has won for him the confidence of his public.

"But once let the public know that it is safe to do business with you, and it becomes surprising how little of your word, whether in exploiting a selling idea or a publicity scheme, is necessary for you to use," said this man. "The confidence of the public is as necessary for the small as it is for the large merchant. None can reap success without it. If you have not got to that point then you must often have realized that you have to keep continually pounding on the fact that your selling schemes are bona fide, that your purpose is an honest one, that your third-off sale is an honest reduction, and that you will actually refund the purchase money should the merchandise prove unsatisfactory. Why, one of your most successful merchants told me the other day that, notwithstanding he has advertised the fact far and wide, and that every one of the cash slips accompanying a purchase carries the statement that money is refunded where there is any dissatisfaction, only a few days ago one of his customers expressed the utmost surprise because his money had actually been returned to him. Now that customer knows that merchant is safe to do business with.

"But we will compare the hard road of our Harlem merchant, his spread eagle guarantee and strong advertisement of his honesty and purpose, with the intent to deal square implied by the merchant who has inspired the public with a belief in his safety as a business proposition. The latter is every now and then announcing some selling scheme, whether it is in the form of merchandise marked down from the regular selling price, the offering of merchandise as good as the best at prices much lower, or any of the many efficacious means which the so-called honest merchant

makes use of to sell his wares. By the judicious use of a little sublime finesse he keeps augmenting public trust in him. His guarantee carries with it no more than does that of the Harlem merchant; it is not put in any better faith, but—and here is the point—it is couched in such shrewd terms that only good intent toward the public is apparent.

"Now, I'll go further and illustrate my meaning more clearly: Some years ago I was connected in a responsible way with a large retail clothing house, and I tell you this by way of making known to you that, having been on the inside of affairs there, I know whereof I speak. We had a sale of overcoats. It was a successful sale, yet the stock was not entirely depleted, and after the lapse of time the store made ready for another sale. The advertisement stated one morning that during the previous sale a number of blue melton overcoats had been sold, and it had just come to their knowledge that one of these overcoats—returned by a customer—showed fading, and if every customer who bought a blue overcoat would return it to the store his money would be refunded. Now, it does not matter if a faded coat was not returned, or if there were no blue coats sold in that sale. The public read that advertisement and saw that it put the guarantee in a new form, and said, 'Why, here's a firm that's honest about its merchandise and doesn't want its reputation smirched by anything that isn't right.' That advertisement and its statement inspired trust. It made a good send-off for the next sale.

"An old-time merchant once said to me as I was embarking in business for myself, 'As soon as you can and by any method let the public know that you are a safe proposition to buy from you will get their business.'

"Some weeks ago I read the advertisement of a store that had been advertising waterproof shoes for several days, and finally announced that they had returned to them a pair of the shoes that leaked, and invited all purchasers of their waterproof shoes, who found they leaked, to bring them back and their money would be refunded. Now, I don't care whether you call it a clever selling idea or business intelligence, but such advertised announcements beget public confidence. They compel a sense of safety in that business from the public. It is intelligence that spreads among thousands of shoe wearers. It is the guarantee shrewdly exploited. I have heard that such things were termed grandstand plays upon the public, but, as I said before, a business must have the reputation to back it up in order to get the best results. In making the statement it was not necessary for a leaky pair of shoes to have been found, any more than it was necessary to discover the faded blue overcoat."—Apparel Gazette.

Throwing sand in another's eye is no proof of your own grit.

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

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.

LOOKING BACKWARD.

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

When a spotless maiden offers her heart and hand to a wandering hobbo love is either blind or wears one eye in a sling. At least, this is my belief, founded on painful experience with the tender passion. Being obliged to resign from a canal boat at Keokuk, Ia., on account of ice, in the winter of 1885, I went South to save the price of an overcoat, and accepted the position of assistant pilot on a furniture wagon at New Orleans. Another fellow drove, and I steered bureaus and bulky bedsteads up flights of narrow stairs built like well augers. In this genteel manner I amassed a neat but not gaudy sustenance in fair weather, for when it rained my salary and meals paused at the same moment.

When not cruising in the wagon I roomed at the home of a German woman in a humble quarter of the city. She had a grown family, two of the girls being at home. Lulu was 19, and reveled in a beau—a thin, pallid person, who wore in his shirt what I believed at that time to be a diamond. Sadie had seen but sixteen summers and waded in the muck of as many winters. Plump and rosy, and with a great rope of yellow hair hanging down her back, she pined in secret. The mother dropped the flag on anything that looked like a beau, and in the sanctity of home Sadie dreamed of the misty future, when she would trot in double harness, with her ideal. Poor, deluded maiden!

As an annex to the family there dwelt in a cracker box in the back yard two sickly runt pigs—Henrietta and Myrtle. Their abode was not a joyous one. Stunted in body and mind and fretful in confinement Henrietta and Myrtle grew peevish, morose and melancholy. They fought and squealed like married sisters living in one house, but the tragic finish was drawing on apace.

On Sundays, in the evening, and on rainy days, when the furniture wagon hit bottom and stuck fast, I loitered in the bosom of the German family. We always were there in a bunch, and I batted .300 or better in the entertainment class. My repertory included a cruise in a United States warship, and the marvelous tales of hairbreadth escapes and things that oozed from me won Sadie's admiration and turned her golden plait a shade lighter. Also, I embroidered for her a silken star of great magnitude and beauty, such a star as the naval bluejacket wears on the crown of his flat cap. With a set of tin hoops brought from the ship and some colored silk thread I built a multi-pointed star that made the entire household blink. At the same time I enmeshed Sadie's budding passion, but was not wise to the fact I had started something that wouldn't stop.

On the afternoon of that same day the mother invited me to murder Henrietta. The pigs in the cracker box could go the route no longer,

and a tearful family council decided on Henrietta. I never had assassinated any swine, but, with the prestige of my warless war record and the silken star gleaming like a halo on my brow, I agreed to shed blood. So they brought the doomed Henrietta to me in the kitchen, where the family assembled, a prey at once to furtive pain and fresh pork.

Grasping the piglet around the middle in one hand, as though she were a sausage, my faithful penknife flashed, and Henrietta yielded up about one spoonful of life's crimson fluid. I scalded the remains in a small dinner pot, scraped and dressed them, and split the immature spine from snout to tail with the penknife, the only weapon employed in crime. The job was done beautifully, if I do say it. From that moment the love-stung Sadie worshiped at my shrine. I was her unconscious hero in everything, pig sticking included; and none but her modest self knew the sweet story of untold love.

As an ideal I struck high C in two long jumps. Any man who could in a single day merge the fine arts of the ancients with the abattoir instincts of Armour & Co. stood out from the common herd a beacon of love and hope and happiness eternal. All I knew was that from day to day Sadie sat as usual in the home circle, listening to my lies, jokes, repartee and bonmots, mostly about furniture in misfit houses. I never saw her alone, and never thought of doing so, for that matter; but all the while the silken star stunk and the autopsy I held on Henrietta were getting in their fatal work.

At length there came a day when the furniture wagon palled on my thirst for conquest, and I shipped as cook on a Northern tugboat bound upriver. A farewell party in my honor was pulled off in the German family. The mother, Lulu, and her pallid beau, his alleged diamond, the married sister, her baby and husband, who worked in a shot tower, and a few social neighbors assembled to see me off. We lapped up several scuttles of suds and I never was in better form. Not until later did I recall Sadie was not among those present. In fact, I failed to note her absence. At the breakup of the party I dispersed to the tugboat and slept in a bedless bunk below the wash of the tide.

Early next morning a sad faced messenger arrived with a note from Lulu concerning her little sister. Sadie had cried all night and until 2 o'clock in the morning. The reason she sidestepped the farewell party was because she loved me and feared she would break down and show it. The note wound up with a request for me to return at once to Sadie. This great trouble, sprung so suddenly, inspired me to show the note to the coarse able seamen on the tug. I wanted advice. Some of them looked curiously at me and others laughed; but when I proposed to go back they grew alarmed and tried to dissuade me. Just the same, I went, and found the old lady alone

in the sitting room. She treated me with deference and respect.

"What seems to be gnawing Sadie?" I asked, being impervious to Cupid's dart, and therefore fluent of speech.

"I don't know," said the mother. "Sadie is such a funny girl. She did not appear to care for fellows until she had the spell last night."

"You don't think I've trifled with her?"

"No, indeed," replied the mother, much distressed. "She's in the kitchen. Go and talk to her."

In the kitchen Sadie stood at the table with her bare arms reposing on a pile of dishes in the center of a large pan. She had been weeping, and a smothered sob racked her bosom when she saw me. Being aware that washing dishes exercises a morbidly unwholesome effect on girls of 16, I took Sadie by the hand and towed her gently into the back yard. This was indeed a bad break, for when the troubled maiden beheld Myrtle biting splinters in the bottom of the cracker box, the scene conjured up visions of the departed Henrietta and the part she had played in our young lives.

The poor child broke down utterly. She laid her head on my shoulder and cried. In me there arose a series of sensations, the exact location of which I do not now recall. I felt shocked and foolish by turns, and yet guiltless of intent in bringing about such a calamitous episode. For want of better action, I feebly stroked Sadie's dejected, dish-watery hand, and

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



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

YEAST FOAM

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

PERFECT BREAD

begged her to cheer up. Sadie was pretty and nice, and all that, and her distress filled me with vast anguish. How I mentally cursed the silken star and Henrietta, the victim of those subtle wiles will never know.

"Why don't you stay here?" she asked, commandingly. "You've traveled enough and seen all the world; and we like you. Some day a boat will sink, and that will be your end."

I explained the reasons for shifting my base of operations, but the plan did not suit Miss Sadie.

"If you will stay here in New Orleans," she went on, softly, sweetly, and tenderly, "my brother-in-law will get you a job in the shot tower, where you can earn enough to keep us both."

Had a large shot tower fallen on the back of my neck it couldn't have jarred any more. My works stopped, like those of a watch dropped from a height, and when the works resumed it occurred to me I was confronting a crisis. The first and only formal proposal of marriage ever slammed at me had landed, and I was taking the full count. Holy smoke! With the skill of the quick and ready liar I handed the girl a fragrant bunch of paper flowers.

"Sadie," I said, "it makes me dizzy to toil in shot towers. Moreover, I'm under contract to go in the tugboat, and if I desert now I'll be hanged by the neck until dead. Could you stand that?"

A mist of tears clouded the blue eyes, quenching the lovebeams there, and I hastened to pass another bouquet over the footlights.

"But when I've cooked everything they have in the boat, then will I come back to you," I promised.

She took that as my pledge to be her sturdy oak, and Sadie would be my clinging vine. Then I plastered a chaste and rapid salute upon her blushing cheek, deeming it my duty, and hiked out for the river front, bound to the maiden who loved me for my deeds alone.

At this point, gentle reader, we jump a lapse of twenty years, during which I heard no more of Sadie. A few days ago I straggled back to New Orleans, and fell to thinking of the little blue eyed girl with the golden braid. Somehow, men will do these things. Maybe it's vanity. However, I set out digging up the past. The old home was broken up, but I found Lulu in the neighborhood. She was pleased and likewise scared to see me, since I was supposed to be dead. A boat that sailed the day I left twenty years before went under with all hands. My friends thought I was the derelict, and had mourned me all those years.

Still, with my corpse eliminated, the meeting was a happy one. A spasm of pain crossed Lulu's face when we shook hands and she got a flash of my \$18 diamond ring. Did that sparkling gem remind her of the pallid beau, who, like myself, proved fickle? Heaven forbid! It shocked me some to learn that Sadie had married two years after my death,

but I couldn't blame her for that. Lulu directed me to the place, and I went to call for old time's sake.

Sadie knew me, in a minute, and blushed as she led me by the hand, as I had led her into the back yard twenty years ago, only our sentiments, time tempered, were vastly different. For an hour we talked, avoiding the shot tower, and then the subject of love's young dream came up, and we both laughed.

"My! but I was stuck on the men in those days," she said.

From the tone I inferred Sadie was not stuck on them now, since she had married one. That's different. Meanwhile, Sadie dispatched fleet couriers into the neighborhood to round up the children for my inspection. She brought out the silken star I made twenty years ago, and the sight of it pleased me much. I was glad about the star, and a warm spot glowed in my breast for the woman who had not forgotten. Soon the children came whooping in, led by a plump and rosy girl with the golden braid down her back—the Sadie of twenty years ago. My thoughts grew lumpy, and a wistful look stood in the mother's eyes when I took the little fat hand and caressed it.

"This is Henrietta, my eldest," the woman said, simply.

Like one stricken dumb, I bent my head in silent awe and wonder. That wellspring of human devotion was too deep for my rope. Right there dawned the conviction that the first opening buds of true love, larded with pork and mustard in the virgin breast, can never, never die; for Henrietta, you remember, was the name of the pig whose death gave birth to my romance. And, Oh, how lightly had I cast aside the fitful god, who comes not at set command!

At once I became a Blighted Being and waddled away without another word or one more look at the shot tower. There was I, old, and beefy, and bald, plugging on alone through life. Twenty years of bliss gone forever, and years of misery, perhaps, yet to come. The shot tower still stood where I spurned it in the burning past. Moss and ivy draped the tall stone shaft, and the base had gone to ruin. A policeman told me the institution on which I might have reared a happy home had been closed down more than fifteen years. Of course, that helped some, and yet I am not satisfied. Lurking there in the shadow of that busted shot works, the might have been rose up to reproach me. Dimly, as in a fog, I saw a phantom doorway. Above the door a phantom sign: "C. Dryden, Esq., Fancy Sewing and Pork Butcher." Beyond the portal a circle of little faces and a glowing fireside at \$11 a ton.

Too soon the picture faded, giving way to the dull horrors of a sunny front room for a single gent; references given and required; bath optional, where these bleeding lines were written. Oh, well, what's the use? Let the dead past stay dead. I don't care. There must be something wanting in the sentimental side of my makeup. Either I am not a

lady's man, or else I lacked the nerve to take a chance. Which is it?

In the next, and concluding, chapter I am dragged into Chicago journalism and become a Thinker of Thoughts for publication, thus ending a hobo career where some others begin it.

Charles Dryden.

Pockets for Women.

Some day a great reformer, in whose aspirations sense is duly blended with enthusiasm, will make and win a great fight for adequate pockets in women's street clothes. Why woman does not have more and better pockets in her clothes is one of the mysteries of civilization.

It is a waste of energy to spur a rocking horse.

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.



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.

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

HARDWARE

How Some Stove Troubles May Be Avoided.

No stove or range ever made has of itself what is called a draft; that must be furnished by the chimney or flue, and even when the draft in chimney or flue is perfect, that is not all that is wanted to insure good work or good bread or biscuit; the other things necessary being proper setting up, good fuel, good material and last but not least, a good cook. I had a customer years ago who would never guarantee a stove to bake well, and when the lady would ask, "Why won't you guarantee the stove to bake well, after saying you know the stove to be a good baker?" his answer would be: "I know the stove is a good baker, but I do not know if you know how to bake or not," and there is a lot that hinges on knowing how, in baking as in everything else.

On old-timer told me that when a lady bought a cheap cook stove the chances were that she was going to use it herself, and if the top part of the oven got too hot, would place a paper over the bread or biscuit until enough ashes had gathered on the top oven plate or if the bottom of the oven got too hot, she would put a stove cover under the pan. On the other hand, when a lady bought a high priced stove the chances were she would have a servant to run it, and if breakfast was late because she had been late in getting up to start the fire, her excuse would be that the stove would not draw. If, on the other hand, she got the oven too hot, or forgot to take out the bread or biscuit in time and they were burnt, the excuse would be the stove could not be regulated and at times I have found these excuses used under conditions mentioned.

So, in making a sale, do not make promises; do not say this stove or range, as the case may be, will do good work set up to any kind of an old chimney and with any kind of fuel; because you know it will not, no matter what may be its name or who may be its maker.

To obtain the best results there is needed a good flue or chimney, proper setting up with pipe full size of-collar on the stove or range and good fuel and, as stated before, a good cook to run it.

When possible the dealer should set up every stove or range he sells, and the man doing this work should not be the cub or the poorest workman about the place or shop. He should know enough about the business to know if the flue he is going to use has a good draft or not, and if not, should so tell the party buying the stove or range and if possible correct the trouble before leaving the job. If this were always done there would be fewer kicks afterwards.

When the stove or range goes into the country where a man can not

well be sent to set it up, instruct them as far as possible how to set it up and what faults to avoid. Many of the manufacturers have booklets or circulars on this subject that they would be glad to furnish if they knew they would be used.

A good chimney should be 8x8 inches inside and the top of it should be a little higher than the highest part of the comb of the house, and should not have a tree overhanging the chimney, as is sometimes the case, and flue should end from 4 to 6 inches below the opening into which the stove pipe runs, and should not run down to the floor or into the cellar where perhaps there is an opening into said flue without a cover or stopper of any kind; and remember putting up two or three stoves to one flue is like hitching up two or three wagons to a single team just large enough to handle one wagon easily.

I suppose as long as stoves and ranges are sold there will at times be complaints made, and when they come in they should be looked after at once and it is well to go yourself or send a man who knows the business. The first thing I do in such cases is to fire up the stove or range to see for myself how it burns.

If you find the fire does not burn well, examine the flue and see if that has a good draft. If not, locate the trouble and remedy it if possible, because a good draft is absolutely necessary to good work. Next, look to the fuel and remember you can not get a hot fire from wet or rotten wood, as the heat used in evaporating the water in green or wet wood is lost to the oven; nor can you get a hot fire from poor coal, especially when mixed with dirt. Then see that the ashes are kept away from the bottom of the fire and from under the grate, allowing the air to pass freely through the fuel, as air is as necessary to a fire as is the wood or coal, and a fire can no more burn without any aid than you can live without air. All air entering into the fire box should pass under and through the fuel, as any air that passes over the fire checks it and at the same time cools the oven, so I would say always keep the damper slide in the front fire door closed, and it would be better (in my opinion) if no damper slide was put in the front fire door.

Get all the air necessary into the fire box by drawing out the hearth slide, as in so doing the air is put to the bottom of the fire, where it belongs. But while air is necessary to combustion, as in everything else, there may be too much of a good thing. Only one-fourth of the air entering the fire box is oxygen, the only thing that counts, while the other three-fourths is made up of neutral gases that contribute nothing towards combustion, but have to be heated at the expense of the oven; so that while it is necessary to admit all the air into the fire box that is needed to make the fire burn well, no more than is necessary should be admitted to keep the fire burning well. And as no two flues draw ex-

actly, nor the same flue draws alike every day, but changes as does the weather, the amount of air to be admitted to do the best work can only be learned by experience, as any good cook will tell you, and that is why an oven will get hotter one day than another, using the same kind and same amount of fuel.

F. P. Haus.

Taxation of bachelors has often been urged, but never applied in the United States. In Uruguay, South America, there has for some time been a tax on all bachelors whose incomes amount to \$1,000 per year. A man is marriageable when he has completed his twentieth year. If he remains single from that date, and until he reaches his thirtieth birthday, he must pay for the luxury \$5 a month to the state's exchequer. For the next five years the tax increases 100 per cent. Between the age of 35 and 50 the bachelor is considered to have reached a chronic state, and so the tax screw is tightened to awake him, if possible, from his lethargy. He is, therefore, stuck for \$20 a month by the state. From his fiftieth year to five beyond the three score years and ten the bachelor has to pay \$10 more. When he reaches the seventy-fifth year the tax is reduced to \$9 a year, and it is not until the eightieth year that relief finally comes and the poor fellow is let off without paying anything.

One true heart and a cottage is worth a million mockers and a throne.

You Can Make Gas

100 Candle Power
Strong at

15c a Month

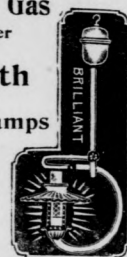
by using our

Brilliant Gas Lamps

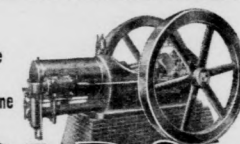
We guarantee every lamp

Write for M. T. Catalog. It tells all about them and our gasoline system.

Brilliant Gas Lamp Co.
42 State St., Chicago



Type
C
Engine



8 to
100
H. P.

OLDS ENGINES

Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Dept. required them "to be OLDS ENGINES or equal." They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

Repairs Practically Cost Nothing

Send for catalogue of our Wizard Engine, 2 to 8 H. P. (spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct-connected pump; or our general catalogue showing all sizes.

OLDS GASOLINE ENGINE WORKS.
Lansing, Mich.

GLASS

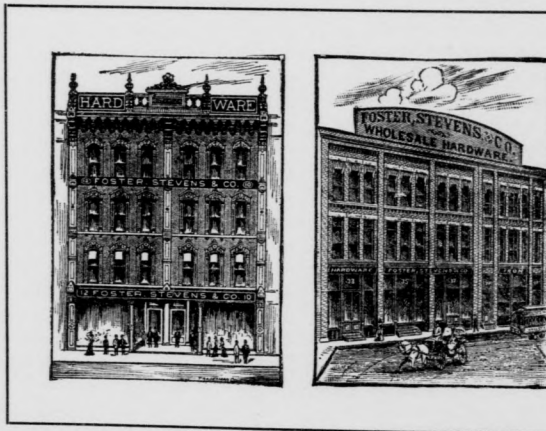
WINDOW GLASS
PLATE GLASS STORE FRONTS
BENT GLASS. Any Size or pattern.

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.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

Novel Methods in Advertising.

There has been a time when advertising in any way was needless. When Tubal Cain first turned out his products of iron it is probable that buyers who had skins or meat to exchange for what he made were so numerous that "Mr. Cain" found ready sale for his goods.

In Western New York is a very successful hardware merchant who who prides himself on the fact that he has never advertised. In seeking for a cause of his success I found out that he knew every man, woman and child for miles around. He had a hearty handshake, and a genial salute for each, also that same atmosphere pervaded his entire force. He has reduced it to a system and I considered it an excellent, if a novel method of advertising, from the fact that all men and women, regardless of their station in life, are more susceptible to an appeal that is addressed to them personally, than they are to one made to the world at large. The tongue is an excellent method of advertising. It can give more or less emphasis as may be needed for each individual. It may put each hearer in a good humor, so that the hearer will be more receptive. But, says some one, it is not my way to be sociable. If any one feels that way he should forget it and take as his doctrine that every man can be what he wants to be if he wants to be what he ought to be.

People are every day becoming more fastidious. A dirty, gloomy, poorly arranged store; that store where the dust is on the goods and where you bump your knees against the nail kegs under the counter; is patronized only of necessity, not from preference. It should become "Warrenized" or the trade goes somewhere else. Not only do the people like clean stores, but they like clean salesmen to wait on them. They do not like to see either the collar or finger nails in mourning. In these days of abstinence practically every woman and many men object to tobacco. Your customers are individuals, frequently with peculiarities. There is money in each of these individuals pleased. A man whose annual business runs into the millions said, "The best advertising is in giving the biggest bunch for a dollar. That does not always mean the goods of the lowest price. You may give value and service, courtesy and attention. If the store is dirty, unpleasant, badly managed, nothing is paid for service.

It is such a novelty for a salesman to say to me as I pay for a purchase and am leaving, "Thank you, call again," that I appreciate it and do return when I can. This novelty costs nothing and is appreciated by 90 per cent. of buyers.

Some years since my wife sent me to purchase some bakery goods. I was instructed to go to a shop about two blocks further than the one which we had generally bought at. Of course I obeyed, but I could not help but meditate as to why we should constantly wear out so much

shoe leather in covering the two extra blocks. After a careful and adroit investigation, I found out that the real reason for changing our trading place was because of the cheerful, pleasant smile which was given with each cake without extra charge. The pulling powers of a genial atmosphere in any business establishment can not be over-estimated. I have been in hardware stores where the attitude of every one, from the proprietor clear down the line, was as repellent as a London fog. There is no excuse for "grouchiness," not indigestion, for it can be cured, least of all poor business, because sulking will make it worse. It was the one weak link that made the chain break. Inattention to customers is the weak link that loses business.

A million dollars in factory equipment and a hundred years of experience in bringing an article to perfection is frequently neutralized by indifference and ignorance of an automaton in trousers behind the counter. The employees in no other line of business will average as high in intelligence and ability as those found in the hardware stores. It is the boy vigorous in mind and body who takes to hardware. Each one shall understand that unless he concentrates his mind and heart on his business so as to know it from pinners to pans and from razors to rasps, he will never get into the prosperity class.

Is space in the hardware store too valuable for some chairs; not for loafers or clerks but a chair for a customer who is not in a hurry to leave? If she can sit down and study your washing machine as restfully as she can study the mail order catalogue she is more likely to see the points of advantage in your machine. Besides some people like to go to the stores where they are not expected to leave immediately after spending their money.

At a convenient location in the store, one which must be passed by all, have each week a new article which will interest the women, also one that will interest the men, then let the merit and utility of these articles be given in a most condensed form to each salesman. Make it a point not to let any one out without securing at least a passing notice of these new things. This may not result in immediate sales. But the people will appreciate your courtesy and attention. You establish a reputation for enterprise and having new goods.

The woman who saw the beautiful serving dish in March will remember it when she has to buy a wedding present in October. But you say it is difficult to keep this up. Let us remember that difficulties overcome our rounds in the ladder that leads to success. Do not let the big things dismay you. Remember that they are composed of little things, each of which can be overcome, just by overcoming the larger things.

H. W. Beegle.

It is the giving in his name that turns the cup of cold water into the wine of love.

Michigan Gas Machine Co.

MORENCI, MICH.

Manufacturers of the

Michigan Gas Machine

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.

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.



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

CONCRETE BRIDGES.

Two Recent Examples of Steel Arch Construction.

Among the many cities that have been built on the banks of our beautiful Kalamazoo River, the one most conspicuous for permanent brick-paved and macadamized streets with concrete sidewalks and reinforced concrete-steel arch bridges to cross the rivers is the city of Battle Creek. built at the junction of the Kalamazoo and Battle Creek Rivers, where one of the most bloody Indian battles between two native tribes was fought across the tributary stream from which the river and city derived their name. The main business streets and principal avenues cross the two rivers at their junction in the heart of the city, where concrete-steel arch bridges made it possible to carry the permanent brick pavement or macadamized street with its concrete sidewalks across the permanent reinforced arches, spanning the river with the same uniform, even crowned construction as elsewhere in the street. The change from brick, asphalt or macadam to wood or other material in the driveway of a bridge will cause a break in the construction. The overhead trestle and under steel arches and piles will rust out and entail an expense for paint and repairs which if neglected shortens the life of the bridge that at best has been stated to be thirty to forty years. The trestles obstruct the view in the middle of the street and the under arches block the ice and floodwood. Such construction might perhaps do for a cheap bridge in the suburbs of the city or on country roads with our present local tax, where the towns are too poor to build a permanent concrete bridge without the aid of the State and Government. Such aid would give the poorer towns the necessary funds and the same engineering and a better administration and supervision than the cities have. When they get such aid the permanent construction should be advised as the frail wood or steel bridge is liable to be swept away by water flooding the rivers in the spring, making the concrete bridge the cheapest when well built.

This fact was well demonstrated last spring by the two reinforced concrete bridges, one over the Kalamazoo River, on South Jefferson avenue, and the other over the Battle Creek River on West Main street, which were strong enough to dam partially the flood water of the two rivers above their junction, letting the water through slowly, protecting four of the old wooden bridges on the Kalamazoo River in the city and adjoining towns from being swept away by the flood. These demonstrations should lead people to take forethought and make appropriations sufficient to build well with reinforced concrete-steel that will stand the storms for ages.

The writer has kept in close touch with the municipal improvements in Battle Creek, and he is prepared to state that the forethought of its enter-

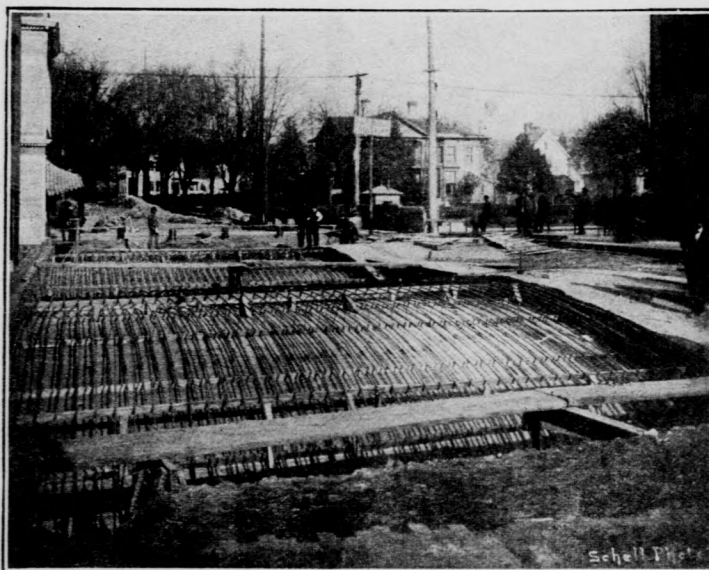
prising business men, the judicious administration of the city council and the scientific principles employed by the city engineering corps, together with the vast amount of wealth invested by her millionaire capitalists to provide the public tax that has pushed forward the permanent public work of building well and economically five new concrete-steel

of the best construction of reinforcement of steel, which makes the replacing of the wooden bridges with reinforced concrete much cheaper than could be let by contract. Battle Creek during the last five years has built five new permanent concrete bridges at a cost of about \$12,000 each. Three of the old wooden bridges were replaced by reinforced concrete-

is certainly good economy to build the very best of bridges possible. It is not the purpose of this article to take up in detail the various kinds of highway bridges, but rather to present an example of concrete-steel bridge construction, on the advantages of which in modern road improvement engineers are pretty well agreed.

The foundation of the concrete-arch bridge should be placed far enough below the bottom of the stream or ditch to admit being improved by deepening, and the arch should be made long enough to continue the regular grade of the road surface over it without narrowing it. This makes it possible to keep the road surface in repair over the bridge as easily as elsewhere. It is the impossibility of doing this that is one of the greatest objections to wood and steel bridges. The earth wears from the edges of the wood and steel bridges, making it impossible to maintain a uniform level between the road surface and the bridge floor. The depressions thus caused require frequent filling, are therefore expensive, and are unpleasant to ride over. The arch bridge on the contrary is so designed that the road material is carried over it, the crown of the surface being so maintained that there is no sudden change from the material of the road to the wood or other material of the bridge, and therefore no formation of ruts. The worn places at the sides of the wooden and steel bridges have to be repaired by tamping gravel, broken stone, clay and other material by hand process which is very slow and laborious. The road level cannot be maintained over such places with the road machine as it can over the arch bridge, concrete tile and steel tubular culverts that have an earth covering. Concrete as a material for such bridges and culverts it is scarcely necessary to commend, as engineers have conclusively demonstrated that it is stronger than stone, more durable, and one of the cheapest materials that can be used for the construction of solid foundations, large sewers, abutments and sidewalks. It has displaced brick and stone for a multitude of such purposes. In the concrete-steel bridge we have one of the latest developments in bridge construction combining the advantages of both steel and concrete.

One of the best illustrations of an improved concrete-steel bridge for country roads that has come under the observation of the writer is that recently completed over the Kalamazoo River at the village of Plainwell. By an act of the Legislature of 1903 the township was given the right to bond in the sum of \$20,000 for the purpose of building a new bridge. Good management was shown by the township board in employing an engineer of well known ability. Sealed bids were advertised for, and twenty-three proposals were submitted for different types of steel bridges varying in price from \$14,000 to \$26,000. For a concrete-steel construction six bids were received ranging from



Method of Constructing New Bridge at Battle Creek, Mich.

bridges, are a great honor to the people of the city. He is also prepared to state that in canvassing the cities of Calhoun and Kalamazoo counties he found the representatives and influential men of the cities willing and anxious to petition for State

steel arches, full width of the street, consisting of two 50 foot spans each. The first two were reinforced with steel-arched I beams and the last one, which has just been completed, was reinforced with round rods anchored in the abutment and pier at



New Concrete Arch Bridge at Plainwell, Mich.

and Government aid to the local tax for permanent road and bridge construction. The city men and the corporations are willing to share the expense of aiding the building of the country roads.

Battle Creek has a competent engineer, E. U. Hunt, and builds its own concrete arch bridges, paying a royalty of 10 per cent. on the use

each end and adjusted in the center with turnbuckles to take up the slack, making a complete network of reinforcement which is similar in construction to the Plainwell bridge, and is preferable to the arch beams.

In the construction of improved roads the building of permanent bridges is of importance. If we can afford to build permanent roads it

EVERY MERCHANT CAN MAKE MONEY

The up-to-date merchant makes money by placing in his store a system that gives full information concerning his day's business.

A National Cash Register

Saves money by accurately recording

CASH SALES

CREDIT SALES

MONEY RECEIVED
ON ACCOUNT

MONEY PAID OUT

MONEY CHANGED



Pays for itself within a year by

PROTECTING PROFITS

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Of details is the price of success in any business. A NATIONAL provides a complete system for handling all business transactions. All Nationals are fully guaranteed and reliable, and we are able to sell you a register on **EASY MONTHLY PAYMENTS** which enable you to pay for the register out of the money it saves.

Write for full information.

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.

\$16,000 to \$27,000. A concrete bridge was favored by the board, but the only bid within the appropriation was rejected on account of faulty design of plan. The volume of the work, it was therefore evident, would have to be reduced in order to meet the desire for such a bridge. It was in consequence decided to reduce the width five feet by leaving off one sidewalk. A new call for bids was issued, and three proposals were received varying from \$19,900 to \$20,500. The contract was awarded to a construction company for \$19,900. The plans submitted by this company were for a bridge 446 ft. long over all with seven arches of 54 ft. opening and 8 ft. rise. Work on the bridge was begun on May 4, 1903, and completed on November 2 of the same year. The following description of the work of constructing the bridge is presented through the courtesy of the engineer:

"For foundations, piles were driven to an approximate depth of ten feet below the bed of the stream. Cofferdams were built, the water pumped out, and the excavation carried down until one foot of gravel was left above the quicksand. The piles were sawed off one and a half feet above the bottom of the excavation, and the concrete carried up to the spring line of the arches. Piles were driven until the penetration did not exceed one-half inch, with a two-thousand-pound hammer falling thirty feet.

"The specification for concrete provided: for arches above spring line, Portland cement one part, sand two parts, gravel four parts; for foundations of abutments and piers below spring line, Portland cement one part, sand three parts, gravel six parts; for spandrel and parapet walls, Portland cement one part, sand three parts, gravel seven parts.

"Owing to the natural mixture of the sand and gravel in the pit, it was decided to change the proportions as given above, by making the foundations, one of cement, and eight of sand and gravel; arches and spandrel walls, one of cement, and six of sand and gravel. The parapet wall being so light and of such length it was strengthened by making the proportion one of cement to four of sand and gravel. The proportions for the concrete were determined by measure; the wagon beds being built to hold a cubic yard of gravel, a sack of cement taken as one cubic foot.

"For foundations, the gravel was used without screening, stones over four inches in diameter being thrown out at the pit or on the mixing board. For the arches and spandrel walls, the gravel was passed over a screen having a two-inch mesh, used on the wagon. The material for parapet walls was screened to one inch largest dimensions.

"Concrete was spread in layers of from two inches to four inches in thickness and thoroughly rammed with iron tamps. Two men were employed tamping for each man shoveling."

The cost of building this great concrete-steel structure had to be paid for by the township board giv-

ing a bond running 17 years for \$20,000 on the township of Gun Plains. Now if our State was employing State and Government aid, as set forth by the Brownlow bill, the people of the local town would only be taxed to pay one-fourth of \$20,000 or \$5,000, which they could easily pay in one or two years, while in the case of bonding for 17 years, the interest will amount to more than first cost, making the debt for the town over \$40,000, to be paid on this permanent structure, which however is a monument to the community and no less a monument to Allegan County and the State of Michigan. It is something that never has been undertaken before by a town so poor and I think never will be again by local authorities until we have State and Government aid with local co-operation for permanent road construction.

A. J. Sager.

Took the Doctor's Advice.

Dr. William Osler, formerly of Johns Hopkins, now regius professor of medicine at Oxford, was talking during his recent Canadian tour about the importance of precision in the writing of prescriptions.

"Wherever a sentence may have two meanings," said Dr. Osler, "rest assured that the wrong meaning will be taken. Hence, it is important in prescription-writing and in directions to patients that the greatest clarity and precision be obtained.

"A young foreigner one day visited a physician and described a common malady that had befallen him.

"The thing for you to do," the physician said, "is to drink hot water an hour before breakfast every morning."

"Write it down, doctor, so I won't forget it," said the patient.

"Accordingly the physician wrote the directions down—namely, that the young man was to drink hot water an hour before breakfast every morning.

"The patient took his leave and in a week he returned.

"Well, how are you feeling?" the physician asked.

"Worse, doctor, worse, if anything," was the reply.

"Ahem. Did you follow my advice and drink hot water an hour before breakfast?"

"I did the best, sir," said the young man, "but I couldn't keep it up more'n ten minutes at a stretch."

Winnipeg's Growing Importance.

Winnipeg twenty-three years ago was a town of not more than 10,000 population, with no paved streets, and only here and there a wooden sidewalk. It was then reached by a single line of railroad, while it is now an up-to-date city of 70,000 population, with five railroads. It is a great jobbing center, and assumes metropolitan airs in the erection of modern skyscrapers, some having been built to an altitude of sixteen stories.

No mother-in-law could be as mean as the average editor of a comic paper.

Most of the latter-day angels are worldly minded.

Saves Oil, Time, Labor, Money
By using a
Bowser Self Measuring Oil Outfit
Full particulars free.
Ask for Catalogue "M".
S. F. Bowser & Co. Ft. Wayne, Ind.

BUY OF YOUR JOBBER
ONLY \$3.75
WARRANTED ACCURATE
WEIGHS 2 LBS BY 1/2 OZS
"IMPERIAL" COMPUTING SCALE
SAVES TIME & MONEY
COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB.
BEAUTIFULLY NICKEL PLATED THROUGHOUT
PELOUZE SCALE & MFG. CO.
118-132 W. JACKSON BOULEVARD, CHICAGO.
ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

Convex and Flat

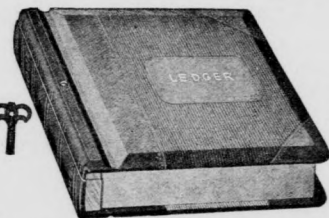
**Sleigh Shoe Steel
Bob Runners
Cutter Shoes
Delivery Bobs
Cutters and Sleighs**

Write for our prices.

Sherwood Hall Co.
Limited
Grand Rapids, Michigan

The E. & 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.



Superior Stock Food

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

Superior Stock Food Co., Limited
Plainwell, Mich.

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

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Sold only in bottles bearing our address

Foot & Jenks
JACKSON, MICH.



ONIONS

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

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

THE SAMPLE FIEND.

Heavy Losses Which Result from This Source.

We have heard of all sorts and conditions of shoplifters—from poor children trained by dishonest parents to visit department stores and come away with substantial souvenirs to the wealthy woman of high social connections who helps herself to goods simply because she can not help yielding to a mania. But a new and astonishing state of affairs is revealed in the casual remark of the manager of a big department store, who said to a reporter a few days ago:

"Do you know that during the holiday week at Christmas we lost one hundred pounds of candy through petty thieves who have acquired a disagreeable habit of sampling everything they can without attracting undue notice?"

A few questions put by the reporter brought out the fact that this constant loss at the hands of habitual samplers is not confined by any means to candy alone. A casual question put from time to time at different kinds of stores elicited the information that fruit stands, dry goods stores, cigar stores and saloons had all suffered from the ravages of the petty sampler.

Recently storekeepers have been taking steps to put a limit to the game of sampling. Business men have quite recently been a little less generous with their offers of samples to Tom, Dick and Harry, and the women members of these illustrious families, hoping thereby to save something for the profit side of the business.

In discussing the matter of the hundred pounds of candy lost in the mouths of samplers during the Christmas week the manager of the store in mind said that the "cool cheek of some women was mainly responsible for the shortage of returns on weight."

"Some women," said the manager, "make a point of visiting the store during the rush of holiday business—particularly around Christmas and Easter, when the stores are crammed with people who come and go without our having a chance of noting whether they are mere sight-seers or purchasers, to whom we do not, of course, grudge temperate sampling of the goods."

"Those women to whom I refer just butt in with no other intention than that of seeing the crowd and the display. From the amount of sampling that they do one would think that they were going to buy something in every department."

"Moreover, they bring the family, and I have seen a case where a woman would give two or three candies to each child she brought along, and then calmly walk off to another department."

A manager of a dry goods firm, when asked about this petty form of shoplifting, said that what the manager of the candy department said was as true in his case as in others. He further made the statement that this form of theft was actually conducted by mail.

"Have you ever heard of crazy quilts?" he asked.

The reporter, who once had had sisters of his own, admitted that he had a dim notion of what a crazy quilt was, whereupon the dry goods man said:

"Well, that is where we lose, principally. Persons in town and out of it—women mainly—write to us for a bunch of samples of some particular color. That is the last we hear of the samples or the supposedly prospective customer. And if we had any means of checking it we would probably find that the same women were procuring samples of other colors from other stores. These silk and satin samples cost money, and the loss occasioned by this deliberate theft amounts to something considerable in the year."

"Another form of petty larceny is of the same class, practically, but really more expensive to us when you know that the samples that go in this case are fine cloths, such as are used for trousers and coats. These samples are those used in the making of fireside rugs."

Even the fruit stands on the streets and around railway stations do not escape the sample fiend. Just as the Smith family takes a handful of candy and distributes it among the children, so the samplers try the plums—"to see if they're sour"—and, having eaten quite a quantity, announce calmly that they are quite impossible for consumption. Nuts and grapes, say the fruit-stand keepers, are the usual preference of the fruit-sampling fiend.

Cigars used to be a favorite "graft" of men samplers, as one may learn by asking the cigar store man. A new cigar comes out. The customer discovers it—particularly as he is looking for it—just after he has bought a five-cent package of cigarette tobacco. He smells it; he holds it up to the light; he criticises its color; swears it can't be good for the price and eventually drives the cigar store man to such distraction that he says:

"Well, try it, then."

And it is promptly tried. But in recent months the cigar store man has become wary, especially as there are not the same profits in individual cigar stores that there used to be, and no matter how much you may criticise a cigar now, you will have to pay for it if you "try it."

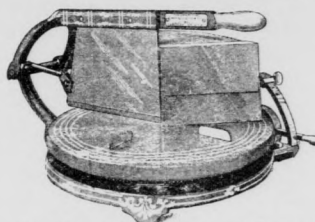
Perhaps the most interesting species of sampler fiend is the free lunch "grabber." He makes a boarding house of the free lunch counter. He comes in every day, buys a glass of beer, and forthwith sails into the free lunch counter with a businesslike air that appals the saloonkeeper.

Had a "Tobacco Heart."

Church—I see a man in a Connecticut town has been sued for breach of promise by two women, one living in Havana, Cuba, and the other in his own State.

Gotham—That fellow must have a "tobacco heart," with a Havana filler and a Connecticut wrapper.

Hiding sin prevents its healing.



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 Luytjes 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.

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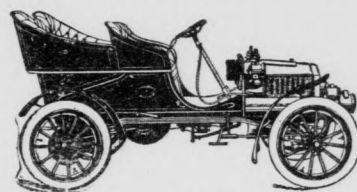
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Adams & Hart

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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.



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for

Nothing

If an expert accountant should offer to keep your books for nothing, no doubt you would be pleased to give him the job.

The McCaskey Account Register

does more than keep the accounts.

It helps the merchant collect them; it tells the clerk whom not to trust; it compels the clerks to be careful. No forgetting to charge goods, when your accounts are kept on THE McCASKEY ACCOUNT REGISTER.

You can get more information about your business in five minutes with The McCaskey System than you could get in five hours from a set of books, and it's all done

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How the foremost money makers in the world justify their leadership is never so apparent as in their judgment of the man who comes to them with a business proposition. Senator Clark attributes his success in life to a cultivation of the ability not only to judge men but to seize quickly upon the essentials of whatever knowledge may be submitted to him, to weed them out, to retain them, and to make use of them.

One who is held to be a master of the art of judging both men and projects with incredible swiftness is J. P. Morgan. "He knows to the last degree the psychology of meeting and dealing with men," says Ray Stannard Baker in a story of this financier.

"The man who sits in his office a citadel of silence and reserve force and makes his visitor uncover his batteries is impregnable. That is Mr. Morgan's way—the way he dealt with a certain owner of coal lands in Pennsylvania, who knew that Mr. Morgan must have his property, and so had come down to exact a good price, to 'thrash it out with Mr. Morgan.' Mr. Morgan kept him waiting a long time and then came out, bulky, cold and impressive, looked the coal man in the eye, and only broke the silence to say, 'I'll give you \$— for your property.' And there the bargain closed.

"Until recently any man might walk up to his desk, which stands in plain view from the outer office, without the formality of presenting a card; but, while approachable, it would be an intrepid man, indeed, who would call upon him without definite business in hand.

"He is a man of few words, always shortly and sharply spoken. When a man comes to him Mr. Morgan looks at him keenly, waiting for him to speak first and his decision follows quickly.

"A young broker who had never met Mr. Morgan before went to him not long ago to borrow a million dollars for a client. He told Mr. Morgan what he wanted in half a dozen words, and handed him the list of securities to be deposited as collateral. Mr. Morgan looked sharply at his visitor, 'looked at me as if he saw clear through me,' as the broker expressed it, then glanced swiftly down the list. 'I'll take the loan,' he said, and passed the borrower on to one of his partners. That was all. The whole transaction, involving a loan larger than the yearly business of many a small bank, had taken a minute and a half, and Mr. Morgan's side of the transaction had consumed not more than a dozen words."

It is related of a New Englander of note, who is excessively polite and garrulous, that he once called upon Thomas Dolan to interest him in the forming of a gas company. He went into details at great length, much to the disgust of his bored listener. Finally he came to the question of fi-

nancing the company and said with a flourish, "Of course we can do this ourselves, but we wanted some one—"

"You say you can do this yourself?" sharply interrupted Mr. Dolan.

"Oh, yes," was the smiling answer, "and—"

"Then," was the curt rejoinder, "you have no use for me. John," turning to the messenger, "send in the next gentleman."

A man who once had a business transaction with James R. Keene thus describes his first interview with him, which was made through a friend by Mr. Keene's appointment: "When I entered my friend's office Mr. Keene was sitting on the lower end of a leather couch, near to the stock ticker, the stock tape between his fingers. He half rose when I was presented to him, and, without speaking, presented a hand that was damp and limp. He flashed at me a single glance when I gripped his hand; then his eyes fell again upon the tape, as he resumed his seat on the couch. Nevertheless, I felt that my photograph had been taken, and that it was being closely examined.

"The broker began to speak of a six months' London call on Louisville and Nashville stock (then selling at 17 in the home market, I remember). The price seemed low to me, and I discussed the possible profit in the call's purchase. Still the eyes of the man were bent on the tape, and still I could have sworn was my photograph under inspection. Could I be used in the game? Was there enough in me to make worth while the bother? Where might I be placed on the chess board? Was I pawn, knight, bishop or castle?

"Well," said the broker, 'if you think the call is cheap, I'll buy it with you on joint account.'

"Done," said I, and again turned toward the man I had come especially to meet, and whose look was now fixed upon me without any attempt to disguise his endeavor to estimate me. He might as well have voiced his conclusions as to speak so plainly with his eyes, as follows: 'Young, energetic, enthusiastic; a little soft yet. Shrewd? Well, maybe, in a way. Humph! we'll see.'

"My subscription to the pool which was afterward made was 3,000 shares, but the proportion which I was compelled to accept from Mr. Keene was but 1,400 shares (if I recollect correctly), for when he had purchased less than one-half of the entire amount subscribed by the pool he was in a position to manipulate the market to the pool's benefit without buying any more stock."

Mr. Keene is known to be a hard man to get at, and rarely sees anybody until after the market closes. There are times, however, when his kindness of heart not only asserts itself in giving an unexpected interview, but when his wonderful alertness, which amounts to a sixth sense in discovering the man or thing that he needs, has been of inestimable benefit both to him and to the person who came at the lucky time.

One day the stock of a certain mine was extremely low. The general superintendent of these mines came in a hurry to San Francisco and reported a find of a wonderful number of "bonanzas" full of almost pure gold. He proposed to certain capitalists that they should quietly get hold of all the stock they could before the knowledge of the "strike" was made public. This was Thursday. By Saturday evening they had three-fifths of all the stock. Keene, shrewd and sharp, felt that something was in the air, but for the life of him he could not find out what it was.

One afternoon a little woman in rusty black came into the office and asked the clerk timidly if she could see Mr. Keene. The young man addressed was busy just then telling an interesting story to the clerk nearest to him. He looked over her head and everywhere, and finally saw that it was only a shabby looking woman. He supposed it was some one who was begging, and insolently answered her that Mr. Keene was busy and that he could see no one. She waited a moment, and then said: "Will you take my name in to him?"

Just then a tall, slender man came out of the office, and hearing a word of the conversation, said, "I am Mr. Keene. Did you wish to see me? Come into my office, madam." She went with him, and he offered her a chair with as much courtesy as if she had been a reigning belle, and waited for her story.

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G. R. & I. Ry.,

Grand Rapids, Mich.

of circumstances she had heard a private conversation relative to the gold find, and had come to him with it in the hope of getting something out of it. It was the clew that Keene had vainly sought for, and it came just in time. He made several million dollars out of the deal, and the little woman in black was not allowed to go unrewarded.

Perhaps the most unusual attitude toward people who tried to get an audience with him was expressed by David R. Francis while he was President of the St. Louis Exposition. "One of my rules," he says, "is never to make any definite engagements to see people. I tell a man where I will be about a certain time, but he must take his chances of finding me at his disposal. Throughout all my public life I have found the greatest strain in anticipating interviews. That is to say, the real nervous strain comes not so much from listening to the man with whom you are engaged at the time, but from the consciousness that other men are waiting in their turn for an interview.

"If you dispose of each case as it comes up without endeavoring to anticipate the cases to follow, as is necessary when you make definite engagements, you escape the greatest waste of nerve force in the conduct of large enterprises. The men who need to see you must know when it is the best time to see you, and you need not worry about their presenting matters to you unless they need your attention. As a general rule, the man in an executive position is

pestered so much with unimportant details that he can not give proper attention to the really important features of his work." G. R. Clarke.

Another Young Woman Who Espoused a Business Career.

Orient, Mich., Feb. 28—The experience of Miss Lucia Harrison, of Harrisburg, Mich., printed in the Tradesman February 8, is so much like my own that it has inspired a desire in my mind to write a sketch of my own business experience:

I was but 15 years of age when I commenced taking upon myself cares and duties pertaining to business, my father, J. H. Loucks, at the time being in the mercantile business at Sylvester, and also postmaster.

When I was 17 my father was taken with sciatic rheumatism, rendering him unable to attend to his business. Then, I being the eldest of three children, necessity demanded that I should do my utmost, and the whole, by carrying out my father's dictations and suggestions until he should be able to resume the work, which transpired to be about three months.

Later, I begin to think, "Were I left to conduct the business alone could I master the position?" and from that time determined to qualify myself. My only drawback seemed to be insufficiency in book-keeping. But fortunately Providence came to my rescue: One of our gentlemen boarders, being a graduate of the "Ferris Industrial," formed a class in book-keeping at Sylvester, of

which I eagerly became a member, proving the most successful in the class, and continuing until my teacher pronounced me competent to do any common book work.

I began at once in the store to keep double entry, covering the entire business, my trial balance measuring one yard and a fourth in length and containing 100 acts. I also do the invoicing and make out balance sheets.

We moved from Sylvester to Mecosta, where we were engaged in the mercantile business for three years, at the end of which time we came to Orient. Here, like Miss Harrison, "We are all of it," consisting of store, postoffice and telephone office, located on two hundred acres of land, mostly hardwood timber. My father and brother are interested in the timber, while I am manager of the business. I am careful not to soar too high lest we come down with a broken wing.

There is certainly a foundation for a vast amount of wealth in this undeveloped country and it is hoped that more will take advantage of its rich possibilities.

The mercantile business affords boundless opportunities for the study of human nature, and Experience is the competent teacher. I enjoy, especially, waiting upon the children, who brighten our life with their angelic presence, and those cheery grown people, too, who always have a smile and make me forget I am serving the public, service being lost

in pleasure. People in whom we can place implicit confidence, who Experience has taught us are good as gold—these can not be too highly esteemed or appreciated.

But there is a vast contrast. While some are attractive, others are repulsive, casting, by a fretful look, presence and influence, a feeling of displeasure and dread. They make one feel like walking out the back door while they are entering the front way. But I usually manage to find the best side of these unfortunate inhumane beings, if possible. If not, and they insist upon finding fault with goods and prices, I advise them not to purchase, even if they are inclined to do so; or say, "Perhaps you had better take just enough of the article to supply until you can go elsewhere." These chronic fault-finders are invariably obstinate beings and must be dealt with accordingly.

But not only in a business way have I made myself useful: As much as possible I have been everywhere present in hours of need, housework included. At times when sickness has entered our home I have acted as doctor, nurse, servant girl and chore boy, often wishing I were two persons instead of one.

Like Miss Harrison, I, too, keep the store floor as immaculate as I possibly can.

"Diligent in business, devoted to service," is my consolation, whatever may be the reward.

Tinnie M. Loucks.

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Dayton Moneyweight Scales

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The Templeton Cheese Cutter

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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.

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47 State St., Chicago



Nothing So Pathetic As the Fears of Women.

All women live in a state of perpetual fear.

You, madam, who read these lines, are afraid of one thing; I, who write them, fear something else; but for all women life is like an old nurse's tale, filled with bugaboos that keep them in shuddering dread from the cradle to the grave.

It is their fears that stand between women and happiness. The actual misfortunes of life we have courage to face and fight, but the bogey man our fancy conjures up keeps us in a state of misery and fright that is as pitiable as it is weak and silly.

We fear—we know not what. We apprehend—unimaginable catastrophes. We dwell forever on the watch tower, with our eyes glued on the horizon looking out for trouble.

If we sit down to a feast we can not enjoy it properly for fear at some possible time we may lack food.

If we are blessed with devoted husbands, we torture ourselves with the thought that some day in the far future they may neglect us for younger and more beautiful women.

If we have strong and healthy children we lie awake nights agonizing over the awful grief it would be should they sicken and die.

There is never a mother's daughter of us who waits for trouble to come to her. We have always been out to meet it with our fears—have discounted and double discounted its sufferings in our imaginations. Nothing as bad as we expect ever happens to us. To a degree this explains why women always bear a great calamity with courage and fortitude. It is because we have always been looking out for something terrible to befall us, and when a real misfortune does come it is so much less dreadful than our fears had pictured it that it seems a mere trifle. We had apprehended being burned at the stake or being flayed alive, or something lingering with burning oil in it, and when fate merely administers a back-handed slap at us, it does not seem worth mentioning.

We get neither consolation nor information, however, from this common experience. As soon as we lay one ghost we raise another, and go on shivering with terror as before—and the curious and ludicrous thing is that all this agony of apprehension is wasted. To fear a thing seems to be a kind of lightning rod that turns that familiar brand of trouble away. The misfortune we are always looking for never occurs, or else it comes in such different guise that it is robbed of its terrors, and we find that there was no necessity of having dreaded it at all.

But this does not abate the poignancy of the misery that women suffer through their apprehensions. Their fears are the real griefs of

life to them. The poor wretch condemned to death dies daily and hourly in his anticipation of the moment when he will be strapped in the electric chair or feel the noose about his neck, so a woman suffers in anticipating all the things she fears.

It is nothing to woman that the misfortune she dreads never happens to her. Many a woman who has been stuffed like a Strasburg goose all her life has gone through the agony of slow starvation; many a mother who has reared a big family has suffered every shade of bereavement in anticipating every possible loss, from the death of her eldest son to being left old and childless, and many a woman with a husband as domestic as the house cat keeps herself green with jealousy and spends her life on a still hunt for a rival who does not exist.

It is their fears that make earth a purgatory to which every woman has a pass key.

This is the greatest misfortune of the sex, and, indeed, it is only woman's highly developed talent for bearing misery that enables her to endure her fears and remain sane. If men worried as much over the possible misfortunes that might befall them as women do, the entire male population would be locked up in padded cells.

The first fear of woman is the fear of being an old maid.

This terror comes originally to a girl when she is starting to her first ball, and it never entirely leaves her until she stands before the altar.

Conditions have nothing to do with it. A girl may be as beautiful as a houri and as fascinating as a siren. She may have lived in an atmosphere of flattery, but when she stands before the mirror in all the glory of her coming-out gown she is smitten with a sudden stage fright lest no one should ask her to dance and she should be that feminine failure—a wallflower.

At 24 or 25 this fear of spinsterhood grows acute, and only too often by the time she is 30 it throws her into a panic that makes her rush headlong into a foolish and ill-assorted marriage.

She is not in love. The man may not attract her. He does not come up to her ideal. He may even have nothing to offer her but a wedding ring, for this is the period when a woman marries the impecunious clerk or the poor widower with seven small children.

She has no earthly reason for marrying, except her fear of being an old maid.

Why the fear of this should drive a woman to the mental and moral suicide which an uncongenial marriage is passes comprehension. Certainly the average married couple do not suggest that matrimony is a paradise, and that one had better be dead than without its portals. Nor is the average husband such a prize that a woman should feel that life is a failure if she does not capture one.

There is no reason for a woman dreading to be an old maid, yet the

fear of it drives thousands of them into loveless and unsuitable marriages every year, and becomes one of the most potent causes of domestic discord.

If this fear could be eliminated and women stood in as little terror of being old maids as men do of being old bachelors, it would make tremendously for matrimonial bliss, for then a woman would only marry when and whom she chose, and she would have the courage to wait until the right man came along.

The second deadly fear that torments women is the fear of growing old and losing their good looks.

This is the real specter that makes every woman shake in her shoes when she thinks of it, and afraid to look over her shoulder at her birth-days.

Just how universal, how harassing and how poignant is the fear women entertain of growing old and less good looking is abundantly proven by the time and labor and money and suffering they expend in trying to ward off the catastrophe as long as possible. "How to Keep Young," and "Be Beautiful Though Ugly," are topics of such burning and perennial interest to women that almost every newspaper in the country finds it profitable to publish columns of advice on the subject.

Beauty parlors flourish on every street, and anybody who has a method of making fat ladies willowy or scrawny ladies plump may ride in automobiles.

Yet why should women be pos-

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Quaker Oats

sessed of such a consuming horror of losing their youthful attractions? Nobody knows. They do not know themselves.

Do they think beauty is the best bait with which to angle for a husband? Men admire beauty, but they seldom marry it. If only the good lookers got husbands there would be an enormous increase in the old maid crop.

Do they think that they will be more apt to retain their husbands' affections if they keep young and good looking? As a general thing, a man takes his last look at his wife at the altar, and never afterward notices what she has on or how she looks, but only what she does. Deeds and not good looks are cables with which to hold a husband.

Does she think youth and beauty will help her if she wishes to be a working woman? They are oftener a hindrance than a help, for there is a deep-rooted belief in commercial circles that a beauty is merely a parlor ornament that is out of place in an office.

Does she think that youth and good looks will make her popular with her own sex? Women do not object to ugliness in other women. They prefer it.

Does she think that her youth and good looks make her more interesting? There is nothing else on earth more deadly dull to talk to or listen to than a young girl. It takes age and experience to broaden the mind and ripen the sympathies enough to make a woman really interesting as a companion.

And then, when the inevitable happens, and a woman does grow old and loses the bloom of youth, she finds that the goblin she feared is an angel in disguise. For the first time in her life she knows peace and rest—for no woman is free until she can be as homely as nature made her and look as old as she is.

Men do not suffer from the fear of growing old, which is one of the reasons they stay young longer than women.

Another fear from which women suffer is the continual apprehension that the men they love will get lost on the streets or run over by a milk wagon, or be the victim of some other untoward accident. This fear is a mania with the entire sex, and enough tears have been shed over husbands who were fifteen minutes late to dinner to have floated them safely home by water.

Women take this old metaphor about woman being man's guardian angel seriously, and the one thing no wife can ever understand is by what miracle her husband kept out of the poorhouse and the hospital before he had her to take charge of his pocket-book and his person. Poor thing! He does not know his own handkerchiefs, or what dishes give him indigestion, and he has not enough intelligence to change his shoes when he gets his feet damp! It makes her tremble to think of the dangers he ran before he had a wife to take care of him.

To a casual observer it would seem that a big, husky fellow who had arrived at man's estate and had made his own way in the world was hardly a subject for anxiety, but he never looks that way to his wife if she loves him. It never even occurs to her that he is amply able to find his way about, and look out for himself; wherefore she spends her time in borrowing trouble imagining catastrophes that might happen to him.

Of course, all of this is laughably absurd, except to the women themselves, who really, honestly and actually undergo a perfect martyrdom of anxiety about men who are safe, well and able to cope with any situation.

The worst fear of all, however, is that some dreadful thing will befall her children. From the time her first baby is born until her youngest child dies of old age a mother never knows one moment's tranquility and peace of mind. She is always possessed of a consuming dread that some calamity may happen to her children, or might happen to them, and, in consequence, she lives on a nervous strain that fills asylums with maniac mothers and homes with stepmothers.

Of course, the place where a mother's fears have most basis of reality is in the sickness of children, but if every child had as many deadly diseases as its mother thinks it has, and as many narrow escapes from the grave, it would have more lives than the proverbial cat.

Give an anxious mother a clinical thermometer and enough money to pay doctor's bills, and there is no ailment known to the science of medicine that her children do not have. All of us know sturdy youngsters who, according to their mothers, have a continued round of brain fever, gastritis, pneumonia, typhoid fever and incipient diphtheria, but who still survive.

The pitiful part of this is that the mother believes her fears. If another woman's child was ailing she could see that it had a disordered stomach, or a sore throat, and that there was nothing more serious the matter, but when it comes to her own heart is just as much torn with anxiety and she goes through just as much agony of apprehension over a pin prick as she does over a desperate case of blood poisoning.

Nor do a mother's fears exhaust themselves on the physical welfare of her children. By the time the measles and mumps are over, and she has quit waiting at home to receive her boy's remains from the football game, she begins worrying about whom he may marry when he grows up.

When she looks at her little girl in short frocks and with her hair in pigtales, she can scarcely refrain from tears, thinking how sad it will be if Sallie marries a drunkard who beats and neglects her and from whom she may have to be divorced.

There is probably not an old maid in the world whose mother has not lain awake nights worrying over the

husband that never appeared on the scene.

And with her sons a woman's fears are even more acute, for there is no other dread greater than her dread of a daughter-in-law. This takes in the whole range of matrimonial calamity, and for years before the boy is grown she is miserable about it.

She fears that her son will marry young; that he will marry beneath him; that he will be taken in by a designing woman; that he will marry an extravagant woman; that he will marry somebody of whom she does not approve, and then, when he does marry, she settles down to the lifelong fear that his wife will henpeck him.

It is the mother's groundless fears

that turn motherhood into an almost insupportable burden of apprehension—that make so many women prefer pug dogs to babies.

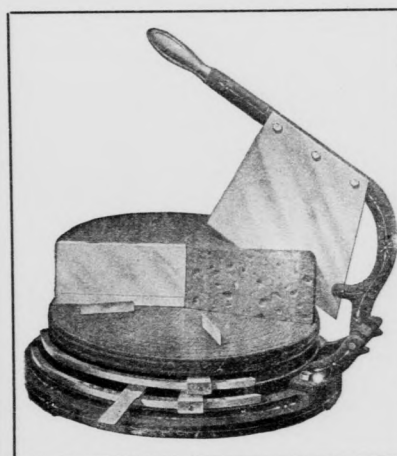
In all the world there is nothing so pathetic as the fears of women, for they are wasted misery.

Dorothy Dix.

There's a lot more religion in gritting your teeth and grinning at trouble than there is in a sanctified, sour submission.

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.



The O. K. Computing Cheese Cutter

Price, \$20.00 net.
f. o. b.
Detroit, Mich.

NOTE:—Any desired weight or moneys worth obtained by a simple movement of one operating lever. No other Cheese Cutter will do this.

ADVANTAGES:—Our price about one-half of the figures asked by other manufacturers for inferior cutters.

Cut surface of cheese always protected, no evaporation nor loss through customers helping themselves.

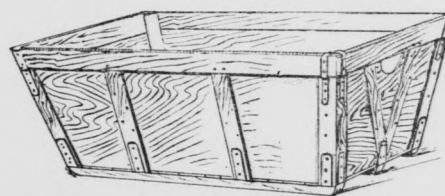
Guessing at the desired weight or giving of overweight entirely done away with. Pays for itself through its own savings.

IMPORTANT:—Absolute accuracy and durability guaranteed.

Write us for our descriptive catalogue, also give us your jobber's name and address.

The Standard Computing Scale Co., Ltd.
Detroit, Michigan

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.

BLIGHTED BY RICHES.

Careers Which Have Been Given Up for Wealth.

A lawyer the other day hazarded the remark that there were more fortunes made by deliberately blighting one's hopes for a career than by carrying them out.

"Our firm drew up a contract recently," said he, "by which a young woman was given \$100,000 outright to renounce a vaudeville career of which she had made the beginning of a great success. She had been married, having made a runaway match against her parents' wishes. From that time on her family disowned her, and although the husband was taken ill and the young couple were generally unfortunate, they were left to work it out alone as best they could. Finally the daughter decided to go on the stage. She had unquestionably great talent. Her first appearance was an overwhelming success and she received offers for engagements that promised her affluence compared with the poverty she had been living in.

"It was now that the parents stepped forward with the long delayed offer of assistance. She had been advertised under the name she had borne in girlhood, and it was undoubtedly this circumstance rather than the fact that she was obliged to earn her living that influenced her father and mother. To see their proud name advertised upon the vaudeville billboards was too much for the old couple, and they made over to her the sum mentioned upon the condition that she would retire at once and forever to private life.

"This was, perhaps, less unfortunate than the case of a young man I knew of who had an absorbing passion for machinery. He had taken a position in a machine shop and was never so happy as when he was at work in his overalls. His father encouraged him in his plan of becoming a practical machinist, and he would have undoubtedly made a success in this line if it had not been for the interference of his mother.

"The family had some considerable social position, but it was the mother who had most of the money. From the first she seriously objected to the appearance of the young man when he came and went from the house in his working clothes, and she made it so unpleasant for him that he finally had to give up staying at home entirely. Housed in a cheap boarding house, he became tired himself of the life he had picked out, and when his mother constantly visited him, with protestations of affection, begging him to come home, and offering him a large income if he would study law, as she had hoped for him, he finally yielded. He has never made any success as a lawyer, although he has been in receipt of a comfortable income, and probably will be all his life.

"These incidents are only in line with that a few years ago of a young fellow who had great musical talents and a highly artistic temperament. He was not without a certain

conscientious business faculty also, and this his father—who was a practical business man, the owner of a brewery—was making the most of by putting him to work early. One day an organist of some note who had a good business clientele in the profession of music offered to give him musical training free of charge. He pointed out how even at the start with what knowledge of music he already possessed he could put him in the way of earning his living for the years that he was studying.

"It was now that the young man's father stepped in not only with a warning as to the utter impotency of the musical career as a business, but with strict injunctions as to his duty in making something of himself as a business man. He also at this opportune time gave him increased responsibilities and a substantial increase in salary. The result is that now the man is overwhelmed with the responsibilities of a business, part of which he has inherited and of all of which he has been made trustee. He has no time for the music that his soul loves, even as a recreation, and it is the regret of his life that he did not take his opportunity when he had it.

"Another case was that of a family who had certain false standards of what constituted a useful position in life. One of the sons had made something of a career for himself in athletics. He was not only good in his line to the extent that he could command a professional career but he was well known and liked and had good friends among people of his profession. At such times, however, as he would return home after periods of work, especially if he had been called upon to do anything in a business way upon Sunday, he was met with a coldness and sanctimonious disapproval which became unbearable. Finally his father offered him substantial reward and the promise of something better if he would stay at home and help him in his business. The result was that he settled into a business in which he was

entirely without initiative, and among a class of men with whom he did not either affiliate or make friends.

"Only recently a man of not unkind motives wrecked what promised to be a fine artistic career. His nephew only needed a little timely help and sympathy to develop into a successful painter. His uncle, however, considered that he was going to the limit of irresponsible Bohemianism. He ignored him for a time, but when the struggle was at its hardest and he was handicapped by an ailing wife his uncle died and bequeathed his fortune to him upon the condition that he give up art altogether. He accepted the terms far more for his wife's sake than his own, but the loss of his life work and the abandonment of his ambitions broke his heart."

Marcus Hapgood.

Streak of Hard Luck.

"Oh, John!" she exclaimed, as she observed him getting into his overcoat, "I hope you're not going to be out again to-night."

"I hope not," he replied, absent-mindedly, "but it's quite likely. The cards have been running very badly for me lately."

The true heroine is she who could talk back—but doesn't.

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

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 Mfg. & Carpet Co. Ltd.
Petoskey, Mich.

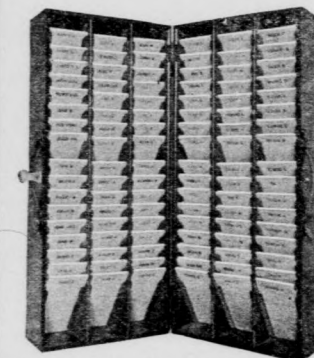
DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.
105 Ottawa St., Grand Rapids, Mich.
Both Phones 87.



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

Golden
Essence of Corn

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

Karo

CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 4—There is certainly a steadily improving coffee market and good sized lots are changing hands with frequency. Rio No. 7 is well sustained at 73½c and brokers and jobbers tell of an increased volume of business. In store and afloat there are 4,277,184 bags, against 3,207,804 bags at the same time last year—over a million increase. The receipts of coffees at Rio and Santos from July 1, 1904, to March 2, 1905, aggregated 8,791,000 bags, against 9,085,000 bags during the same time last year, and 9,739,000 bags two years ago. The volume of business in mild sorts has been rather limited, as buyers are taking only enough to meet current needs. Good Cucuta closes at 9¼c and good average Bogotas at 10½c. East Indias have met with the usual average demand and quotations are steady.

With better weather comes an increasing call for refined sugar and by comparison the week might almost be called active. Most of the business is of deliveries under old contracts, but there is some new business, too, and dealers seem very hopeful. It is generally thought we shall have well-sustained rates throughout the season.

A rather limited supply of Formosa teas has caused a firmer feeling in that particular quality, and there is a slight improvement also in other grades. The volume of trade is not large, but it is consoling to think there is likely to be an increasing demand from now on.

The rice market here is rather quiet and dealers seem to be looking to other centers for profits. Supplies are not overabundant and there ought to be some advance in rates. Prime to choice domestic, 3½@4c. Foreign rice is quiet and unchanged.

Spices have been about the most uninteresting thing on the whole grocery list. Sales have been of very limited proportions and the tendency of prices is to a still lower mark.

There has been a steady call for low-grade molasses and prices have advanced ¼c. Grocery grades are steady and prices are firmly adhered to. Syrups are fairly active and quotations are about unchanged.

In canned goods it is said there is "an increasing enquiry" for cheap corn; that is, for low-priced goods—about 50c. It is sincerely hoped that the people who eat this will live long enough and keep well enough to clear it all out of the market. There is an abundance of it and it is all corn—at least it is labeled so on the can. True, there is a large amount of cob, but this is only an incident. You can not expect a bunch of safety-pins in such cans. The better qualities are not in great supply and yet there seems to be enough to go

around. Good State stock is quoted at from 70c up. Maine, \$1.05@1.10, and scarce. Tomatoes are about unchanged. Supplies seem ample at about 62½c. It was hoped a month ago that quotations would be pretty well established at a higher figure than this, but such has not been the case. Peas are quiet and little, if anything, has been done in the way of making future sales. We have the usual number of reports this spring of new canneries to be established.

Dried fruits show little animation. The demand has been lighter than usual and prices are inclined to sag in almost every article.

Butter remains very firm. Supplies here and on the way, however, are rather liberal and it is hardly thought there will be any further advance. Best Western creamery, 31@31½c; seconds to firsts, 28@30c; held creamery, 26@31c, latter for fancy goods; imitation creamery, 25@29c; factory, 24@27c, latter for fresh extras; renovated, 23@27c, with an easier feeling in the market.

The cheese market is very strong and new stock will find the market here very closely sold up. Factories will probably be sending us extra early supplies, as quotations are attractive for desirable stock. Full cream small size New York State is worth 13¾c.

The egg market is pretty well cleaned up, but at the moment the feeling is that lower rates are inevitable. Best Western are still quoted at 33c; seconds, 30@32c; low grade, 28@30c.

Better Lights on Cars.

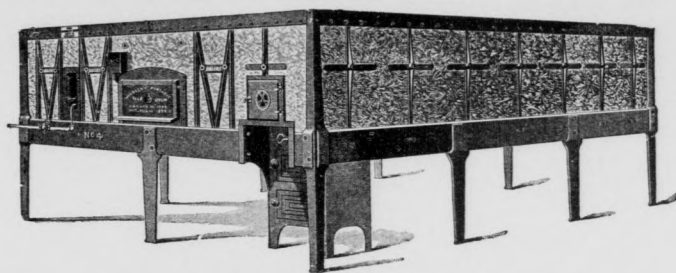
The discomfort attending reading on cars under the best conditions of gas lighting now in vogue has been largely obviated in England by toughening gas mantles to such an extent they will withstand the vibration of the cars. The mantle is of the inverted pattern, with a wire cage beneath arranged to catch and retain fragments of the mantle. The fragments, being still played upon by the flame, continue to give a fair light, so that the sudden failure of the mantle does not plunge the car into darkness. Not only is the traveling public afforded a better light, but the operating company effects an economy. Instead of light of eight candle power with a consumption of one foot of gas an hour a light of twenty-five to thirty candle power is produced with only six feet of gas. An average life of two months is anticipated for the mantles, but one month will make their installation profitable, as no substantial change in the working of the present system is required by the departure.

The boy who is afraid to strike back will never make the man brave enough to turn the other cheek.

It's a good thing to have high ideals, but there's no sense in keeping your bread in a balloon.

Many are willing to give the Lord seed corn if only they can have a mortgage on the crop.

Do You Sell Bakery Goods?



Are they baked on the premises? Write for the Middleby Portable Oven Catalogue. It pays.

Middleby Oven Manufacturing Co.

60 and 62 Van Buren St., Chicago, Ill.



Our Double A Candies Have the Highest Rating Possible

Not how cheap but how good is our motto all the time.

Do Not drive your customers to DRINK by selling poor candy

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

"Chicken Bones"

Is the name of a delicious confection which we have just placed on the market. It is proving a winner. Fifteen cents a pound in any quantity. Ask our travelers to show you their samples or send your orders to us. Don't delay. Be the first to get in line.

Straub Bros. & Amiotte
Traverse City, Mich.

If It Ever Happened

that our traveling men overlooked you in showing their line of candies

Don't Let It Happen

again. They are now on the road and we don't want any retailer of good candies to miss seeing our line.

It Won't Happen

if you just drop us a line indicating your willingness to see the best line on the market.

Hanselman Candy Co.

Kalamazoo, Mich.

CLOSER RELATIONS.**Their Advantages Among Independent Telephone Companies.**

In proper organization is strength, and in its absence is weakness. This well recognized fact is especially true of the independent telephone business, owing to the common interests existing between so many companies, and all being largely interdependent.

While the topic assigned me is a broad one, touching many and, in fact, all sides of our business, the treatment of it will be necessarily brief and limited in scope.

All recognize the advantages of thorough and complete organization within each company and between neighboring companies. Thus at conventions, by visitation and through the valuable electrical journals, constant seeking after the best methods is taking place, and as all are naturally looking for this phase of organization it is unnecessary to do more than mention it.

That which has not been so constantly and persistently sought after is that which should receive attention that we may discover what is lacking in organization, which, if adopted and applied, will strengthen our cause and mutually benefit all of our companies.

The State organization should be of such character as will result in an association recognized to be honestly and actively working in the interests of all independent companies, the smaller as well as the larger, and for mutual benefit. Both the small and the large are essential to complete success, and only through the independent movement can the small company permanently exist profitably.

The weakness of this and other State associations, as a rule, has been in permitting the pressure of business to so crowd each company that little attention has been given to association interests, except when circumstances force such attention. The result has been that, through lack of a close, complete and active organization in a state, there has been an honest ignorance among certain companies and individuals as to what has been and even now is to their best advantage; and this, together with a lack of education as to the duty each company owes to the other and to the general movement, has resulted in ignorance as to loyalty and honor.

Through systematic effort and searching the Bell interests have here and there found, not accidentally found but as a result of careful search, the companies and individuals unacquainted with the true conditions and facts, as before indicated. They have, by means questionable and even disgraceful in some cases, secured alliances, each of which tends to weaken our movement, at some point, to injure the community affected, and eventually to destroy the local company.

This lack of education has been, of course, the result of improper and ineffective State organization. Michigan, first in many things in telephone

history, has been a little slow in perfecting that successful organization which protects against the intrigue of our common enemy among those who should naturally and permanently be our friends.

Largely through the efforts of Mr. J. B. Hoge, of Cleveland, the independent companies in Ohio have systematically organized the State, not in name only, but the officers and members are active in behalf of the common interest. I was very glad to learn that Mr. Hoge was expected to be present to-day, for in a masterly way he could explain his method of State organization and its splendid results. I can not but believe our Michigan companies will awake to the necessity of following the success of the Ohio plan, as to the State Association work, and will promptly take steps at this convention which will quickly put said plan into active operation throughout the State. This, of course, requires work, but far less work is now required than will be later to accomplish desired results. The old motto as to a "stitch in time" is just now eminently appropriate.

Among various states, throughout our country in fact, a practical organization, businesslike rather than theoretical and social, is needed, and fortunately has already been established. The single Association provided last fall by the consolidation of the two largest Associations into the organization known as the National Inter-State Telephone Association furnishes exactly what is needed. The new body is to be composed of representatives elected by and from the several State Associations according to the number of telephones and miles of toll line circuits in operation. This should lead to securing annually a meeting of active, practical telephone men who would meet for profitable business consultation, with results that must necessarily be for the general good. We are fortunate in having Mr. J. B. Hoge for the President of this National organization. The details as to the general policy and plans of the new Association have been published and will result to our great advantage.

In conclusion, I wish simply to emphasize that, while there are occasions where mere talk is interesting and sometimes profitable, still I am impressed with the necessity of greater study and effort along lines of closer organization for the general good. This is very advantageous, therefore essential at this time for the protection of what we have, and to secure a continuation of the successes of the past. In what I have said I do not wish to be understood as expressing the slightest alarm or forecasting even limited disaster. I am more convinced than ever that our cause is right, beneficial to all citizens and bound to continue to succeed. Its growth has never been more substantial, in this and other states, than during the past year. It has proven profitable and popular. The quality of its service has constantly improved until the independent

companies by utilizing the most modern apparatus (and to which Bell companies do not have access) can furnish service recognized to be better than can possibly be given by any Bell licensee. The old Bell rates have been demonstrated to have been extortionate, and where experience has proven in a few instances that we established rates a little too low, in view of the remarkable and unlooked-for telephone development, a reasonable increase in rates has been made, with the approval of those communities affected when the facts were fully known. It is quite remarkable that the changes in the price of telephone exchange and toll rates among independent companies, during the past nine years of their existence, have been far less than in almost all other lines of business.

There is a permanency, a commercial value and general benefit in the independent telephone business, recognized by both subscriber and stockholder, which appeals to the average honest business man, and its future unquestionably is to be a Gibraltar of strength to the commercial world and an increased necessity to the home and social life of our country. This happy consummation of our hopes will be largely secured, I believe, through the proper and effective organization along the lines to which I have briefly referred.

J. B. Ware.

The Passing of a Boom.

A newspaper published at Tully, N.

Y., which is in the heart of the Onondaga ginseng regions, recently published the following about ginseng:

"The ginseng market is more than dull at this time, especially when compared with the activity of the past four or five years. The high price paid for dried root induced a few persons in this vicinity to go into the business in this section about ten years ago and the cultivation of ginseng became an actual craze. The local demand for plants and seeds actually inflated the price and the prospective growers of the wonderful root grew more rapidly than the seeds and plants, and the prices continued to climb out of all reason to actual value. Seeds sold during the past few years as high as \$1.25 a pound and in some instances \$125 and higher was paid. The prices placed upon plants were very high, while the dried root sold last fall for \$12 and even as high as \$13.50 a pound. The craze, however, is rapidly subsiding and the price for seed plant and dry root is finding its level. The dried root is now bringing \$8 to \$8.50 a pound. While a few have made money in this speculation, a large number have lost, while many will come out with just about what money they invested in plants. While there is money in ginseng, the enormous profits which speculators received for a time when the craze was at its height could not, every thoughtful person knew, hold out but a short time, yet hundreds were caught in the get-rich-quick scheme.

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.

Strenuous Rules of Storekeepers Regarding Tobacco and Drink.

Written for the Tradesman.

A few weeks ago I had something to say about a friend of mine, a Grand Rapids merchant, who stands high in the business world. What I related was the disagreeable and disappointing experience he had been undergoing in the discharge of a likely young fellow whom he had hired with the express understanding that he quit the cigarette habit within two weeks from the time he started in to work.

I repeat here that my friend the merchant is one of the worst cranks I ever knew on the tobacco question in general and the cigarette branch of it in particular. Likewise I might add that he is just as dead set against drinking, in any form whatsoever.

Most firms draw the line on hiring men openly addicted to the booze habit. They know that even men who tittle themselves don't especially enjoy being waited on by a clerk whose hand trembles painfully as he takes the pay for their purchase and whose bleary eyes and beery breath tell their own tale without any verbal assistance of their owner.

But I hardly believe that many employers of clerks bother their heads very much over the smoking proclivities of those under them, be it cigar, pipe or cigarette. They may prefer that a clerk's clothes and breath should not betray bondage to the weed, but but few of them carry the idea so far as to require a complete abandonment of the use of tobacco within a couple of weeks or so after acceptance of a position under their mercantile roof.

"They thank me for my inexorableness in this regard," says my friend when broached on the subject, "after they have worked for me a time. I've had many a young man acknowledge to me, with pent-up emotion in every tone, that he was on the downward road—if he hadn't already slid to the bottom—when he came to me and that my strict stand on the tobacco evil saved him from complete moral destruction. I've absolutely no use for smoking employees. It's my store, and it's my money that runs the business—my money that put bread and butter into their mouths—and I propose that the young fellows who work for me shall be just as clean a lot as it is possible to get together in this world of temptation and sin. I'll not dally with the matter. Any one who wants a job in my store shall choose no middle ground—'tis to be complete surrender to my rules or out they go. When a man or boy applies to me for work he is the arbiter of his own fortune. If he is what a fellow should be as regards business qualifications and keeps faith with me in his promise not to smoke, chew or drink I push him along and do my best for him financially. But, if he prevaricates to me, off goes his head—and off it stays, so far as I'm concerned. I never could abide a liar—any more than a smoker or a drink-

er. I know I'm called all sorts of agreeable epithets," my friend smiled grimly, "but each of us has his life to lead, and I'll not cast my influence on the side of wrong."

* * *

The other day—one of those bitterly cold days that make a feller wish he'd had sense enough not to venture out of his comfortable office—I stepped into one of the city's large stores to get warm. Three or four blocks lay between me and the cozy comfort of my "den," as the boys dub my private office, and it seemed as if I would freeze to death ere I could reach it. To the nearest clerk I deprecated the fact that I had not come in to buy anything but to bake my cold shins against their radiator. He smilingly acquiesced in my request to be allowed to change my temperature from zero to normal, and then we quite naturally drifted into a little conversation, his counter being bare of customers just then.

"You've been with this store quite a while," I remarked.

"Yes, it's all of seventeen years since I began to work for these people," he replied, "all of seventeen years. That's a long time to be with one house," he went on, "and I'm getting along in years, too. I shall be 62, come my next birthday."

"Sixty-two!" I exclaimed in astonishment. "Sixty-two! Why, man alive! you must have made a mistake in your calculations."

"No, I shall be 62 the 25th of next May."

"Well, certainly," I declared, "if you told others you were only 45 they'd have no reason whatever to doubt your statement."

"People tell me I hold my own well," was the observation. "Well, if I do look younger than I am I'll tell you why it is I don't show my age: I haven't any bad habits. I take good care of myself, and I always have done so. That fact makes a vast difference in a person's looks."

I glanced at the speaker and could not but wish that more young men would walk in his footsteps. Erect of figure, tall, well built, a clear eye, red cheeks—this young-old man seemed the exemplification of the idea of a "sound mind in a sound body." His hair is what is called "iron gray," and that is all that is against him as regards a youthful appearance. And yet that can no longer be considered an indication of "advancing years," for witness how many young people, nowadays, begin to have their hair "turn" before they have reached the age of 20, even.

"Yes," explained the clerk, "my years are many, but they have been years devoted to right living—not filled with all sorts of dissipation—I have conserved my strength instead of dissipating it. I take good care of myself, as I remarked. I don't smoke, chew nor drink and I keep good hours. I go to bed early and I rise with the lark—perhaps I should say, 'with the chickens,' for I live out a ways, where I have two lots and keep a flock of forty hens. I attend to these myself entirely, ex-

cepting at noon, when my little granddaughter feeds them, as I do not go home to my luncheon, there not being time. 'I look too young to have a granddaughter?' Well, but I have one, and she's the dearest little grandchild that ever romped her way into a granddaddy's heart! Caring for my poultry gives me outdoor exercise, which is what a man needs who is confined behind a counter all day long in a store.

"My mode of living has been conducive to long life. When I come to think of it, however, I don't know as I am entitled to any enormous amount of credit for my correct habits, for I never had any desire for anything different.

"But, take a fellow who has to wrestle with terrible temptations in order to be anyways decent, and he knows the cost.

"There's a man I know who keeps a drug store. That man is a hero, if ever there was one! With a natural taste for liquor, a taste coming to him by heredity, coupled with the fact that it was always on the sideboard of his boyhood home, he yet has strength of character enough to leave it entirely alone. Continually surrounded by barrels of intoxicating stuff he yet resists the consuming desire to help himself at any and all times. There is a man who deserves all the credit in the world for self-denial. No especial praise should come to the fellows who are merely negatively good, and have no desire for evil, but those are the conquerors who, through stress of utmost temp-

tation, and with which they are continually surrounded, still live for the right.

"So," concluded the old-young clerk, "you see my healthy young face is not, after all, due to any great special effort on my part."

Ph. Warburton.

Wanted the Most Fashionable Dye.

A little colored girl entered a down-town drug store the other day. "Please, suh, ah wants some dye." "Dye, eh? What kind of dye?" asked the clerk. "De mos' fashernable kind." "The most fashionable kind? Do you want it for the hair?" "No, suh." "Eggs?" "No, suh." "What color do you want?" "My maw done tole me foh to git de mos' fashernable kind." "Well, what do you want it for?" "Sick stummick." "Sick stomach? I never heard of such a thing. I guess you've made a mistake. You surely don't want dye." "Yes, suh. You see, my maw done git sick to her stummick, an' de doctah tole her she have to diet!"

To Prevent Tools from Rusting.

A good preparation to prevent tools from rusting is made by slowly melting together six or eight parts of lard to one of resin, stirring until cool. This remains semi-fluid, ready for use, the resin preventing rancidity and supplying an airtight film. Rubbed on a bright surface ever so thinly it protects and preserves the polish effectually, and it can be wiped off nearly clean, if desired; or it may be thinned with kerosene or benzine.

The Latest in Style



The
Most Comfortable
In Design
and
The Best in Value

Retailing at One Dollar

PURITAN CORSET CO.

KALAMAZOO, MICH.

CHILDREN OF CO-OPERATION. All Great Results Due To United Effort.

According to the theories of modern students and philosophers in their effort to unravel that ultra esoteric science known as psychology, man in his normal condition does only those things which he is obliged to do and, paradoxical as it may seem, he performs a majority of these inevitable, unavoidable acts unconsciously.

We sleep, eat, walk, traverse certain routes, sit down, lift or throw an object, and so on and so on through a multitude of actions involving all members of our body and requiring mental co-operation, without being conscious of the efforts, mental and physical, and, if we are normal men, we do these things because we are obliged to do them.

In other words, abandoning the complicated involutions and evolutions of the enthusiastic analysts and coming down to the forceful, plain vernacular of the street, we are creatures of habit—that is, if we are normal.

What is it that causes us to become abnormal, thus compelling us to do the things that are not necessary; that forces us to a realization of the fact that we are doing things which, if we willed it so, we might avoid?

I will answer that enquiry by asking, Yankee-like, how are we to recognize those acts which, being worthy and desirable, are unnecessary and adventitious?

Having the most profound admiration and respect for the wondrous entity we call the human mind—the soul of man—I declare to you that I know nothing of the tenets of psychology and I am just enough of a bigot to entertain the conviction that no man has lived or is living now who has solved that mystery of mysteries, that Divine force and immortal influence which sets up for our contemplation and choice the right methods and the wrong; the necessary and the unnecessary; the good and the bad. Neither am I able to even suggest the impulse, the initiative and the action which, co-operating, cause us to become, as claimed, creatures of habit. And, as I view the problem, it is not necessary that we should know intimately and accurately each one of the multitudinous processes that have developed through all the ages to the end that we shall know the right from the wrong. It is sufficient that we know! And when it comes down to a last analysis—if we who are not learned are asked to give one—we will give an adequate, correct and comprehensive reply if we charge it all to co-operation.

What is co-operation? It is harmony, fairness, unity of action, rectitude and good will at its zenith. It is inevitable, positive and all-sufficient and, unfortunately—although the most common factor in human intercourse—is but slightly compre-

hended and applauded for its worth.

Were it not for co-operation it would have been impossible for us to enjoy the excellent feast that is this evening set before us for our delectation. The man who tilled the soil that raised the grain, the other one who fostered and cared for the fruits, and those others who made the flour and who hauled the products from the mills and factories, who constructed the vehicles upon which the hauling was done, who built the highways and the railways, the ships and the elevators, and so on through the long and interesting list down to the chef, the bakers, the cooks and the waiters who have served the feast so well—not forgetting the admirable work performed by your own local committees—are, each one, necessary factors in the beautiful story of co-operation; of doing things we are obliged to do and of doing them unconsciously—so far as is concerned their relation to the science of the mind—the science of the soul of man.

I am reminded, by my somewhat extended preface, of an eccentric colored man, Henry Clay Ford, who, after making his way from Kentucky, "befo' the wah," by means of the "underground railway," settled in Lenawee county and, during my boyhood, was known as a thrifty, easy-going and comfortable small farmer. Among his possessions was a span of mules, which he called Shadrach and Meshach, and he was particular to pronounce each name in full when addressing them. Early one summer the local authorities decided to move a district school house, bodily, about half a mile to a site more central to the school population and engaged Henry to be on hand at a certain hour with his mules to aid in the haul. The building was adjusted on logging trucks, and a miscellaneous crowd was on hand at the appointed hour to assist, but Henry and his mules were not in sight. Half an hour passed and no mules, then the wait extended to an hour, and the officers of the school district became impatient and the crowd noisy and sarcastic. Just at the point when the affair became unbearable Henry's voice was heard addressing Shadrach and Meshach, but in a direction exactly opposite from the one from which, naturally, he was expected.

Utterly serene, but with a broad and impressive grin wreathing his black face, Mr. Ford drove his mules to a position in front of the school house, the crowd bestowing all sorts of jibes and reprimands meanwhile, but Henry never once lost the great grin he wore. At last Mr. Wakefield, who was to superintend the job, said, "I've a blanked good notion to move the thing without your help, Ford. What on earth sent you way around, two miles out of your way, when you knew we were waiting for you?" "Thet's jes' it, Mistah Wakfeel; I knew you'd wait 'n' I jes' nachully thought I'd wuk Shadrach and Meshach up to knowin' they hed a big job on their hands."

You see, Mr. Ford had an adequate

appreciation of the value of co-operation.

All great results are the children of co-operation. Try as we may, we can not avoid co-operation. Even the captious and morbidly selfish and unutterably lazy individual who, thinking to wreak a terrible vengeance upon the wide, wide world, decides to become a recluse and hides himself as a hermit in some cave or bark-made shack in the forest, is unable to get away from co-operation. Your abnormal hermit, with his long hair, dirty person and vacuous mind, is like the ostrich who wriggles his head underneath the sand and chuckles over the lie he tells. And there are multifarious degrees of hermitical expressions the results of which are in exact proportion to the degree.

The business man who is suspicious, envious, jealous and petty in his estimates as to the methods and doings of his competitor or neighbor in business is a business recluse; the citizen who is eternally and sometimes peevishly differentiating between what he estimates as his portion in the public welfare and the part taken by his neighbor is assuredly hermitlike in his views. What is done by one's neighbor or by one's competitor in business is of importance only as it influences you for good, and vice versa.

For a more personal illustration of the point I hope to make—the value of co-operation, the need there is for such organizations as the Belding Business Men's Association—permit me to refer briefly to the Grand Rapids Board of Trade:

This organization is great only as its work is broad and liberal. Naturally, the efforts of the Grand Rapids Board of Trade are primarily in the interests of Grand Rapids. And this is entirely fair and right. And yet, while it is manifestly a home institution, it is one which, also, secures concessions resulting to the advantage of every town and city in Western Michigan.

For instance, this Board worked for a number of years to obtain a Chicago rate on soft coal from the Indiana coal fields. We finally succeeded in securing the concession, amounting to \$2 per car; but at the same time this concession was granted to Grand Rapids it was given, also, to every other town in Western Michigan which purchases soft coal in the markets of Indiana. Problems such as these are continually offering themselves and they may be solved correctly upon the application of the principles of harmony and united action.

It is not unusual for neighboring towns to poke fun at Grand Rapids for the effort she is making to secure a deep water channel in Grand River, but the criticism falls flat when it is remembered that, if Grand Rapids is able to secure a lower base of freight rates, every Michigan town lying in the same zone as Grand Rapids will receive the same concession at the hands of the railroads. Instead of belittling the work and undertaking to circumvent the effort

we are making for deep water navigation, we should have the support and encouragement and best wishes of every town in Western Michigan.

I was greatly pleased some weeks ago to notice that the Common Council of Belding had granted a gas franchise to a local citizen, instead of bestowing it on some stranger who might be attracted by the possibilities offered by the growth of your town to obtain the franchise and dispose of it in the money markets of the world. The franchise has no value except there are put back of it an investment of from \$40,000 to \$50,000—which capitalists are usually loath to furnish in towns no larger than your own—and experienced management which may possibly place the business on a dividend paying basis at the end of a half dozen years. The granting of the franchise to a local citizen speaks well for the broad mindedness of your Council, because it is an indication to the world that you seek to build up within yourselves and do not propose to be made a mark by tricksters and schemers and speculators.

The present agitation and assault upon private car and terminal associations—particularly upon the Armour Co.—are the result of co-operation upon the part of the associations of commission merchants throughout the United States, and prominent in that co-operation has been the Grand Rapids Board of Trade, through its Fruits and Farm Produce Committee. The evidence collected by that Committee and presented at the hearing before the Inter-State Commerce Commission in Chicago last summer was, perhaps, the most perfect and unassailable of all the great volume of evidence then presented, and all Michigan gets the benefit of the effort. So, too, have we contributed our share in defeating the uniform bill of lading proposition. I mention these things to show you that a business men's association has valuable work which it may perform other than the mere getting of new industries for its town. That is important, but most important and the greatest triumph that can be recorded by you is the development of a broad and permanent spirit of harmony and united purpose.

And so, with full faith in your broad, fair-minded and genuine appreciation of the meaning and value of co-operation, and grateful if, by what I have tried to present to you this evening, I shall have, even in a slight degree, kindled a feeling of enthusiasm for public spirit and loyalty to your town, your State and your country, I thank you for the honor you have conferred upon me and the privilege I have so thoroughly enjoyed.

Of the Many Successful Men.

Sometimes the rise of a man famous for his deeds and conspicuous in a certain walk of life reads like a romance, but usually it is observed that the successful man gets there by the force of his own efforts earn-

*Address delivered at annual banquet Belding Business Men's Association by E. A. Stowe.

estly applied. Writers and orators have a way of holding up for emulation of youth the very great and eminently successful men of the nation whom the average boy can never hope to equal or surpass.

Nature has supplied in every child just so much brains and native ability. It can be cultivated to a certain degree, no further. It is as futile to say that every school boy can become a great warrior as to assert that every boy can be a great musician, a great orator, or a great writer with a burning message to be delivered to the world and waiting only the opportune moment. The genius that is said to be closely akin to madness and that produces in its possessors the masterpieces is given to the very few. But we have countless thousands of good men of sterling integrity and robust common sense—men of affairs who daily pursue their vocations without noise or seldom or never appear in the public prints, who are not known beyond their relatively small business and social circles. But their names are "good at the bank," they pay their taxes, rear their children in an intelligent atmosphere of good citizenship, know the trend of political and economic affairs, are devoted to their families, are honest with their neighbors and with themselves.

These are the citizens the "average man," whose name is legion, must strive to emulate and when he reaches that sphere of "comfortable comfort" and independent citizenship he is fulfilling his duty in the world and is doing all that destiny mapped out for him in the beginning when the grand scheme of things was arranged. To rise with the tide and be a successful average man implies hard work, hard study, economy, thrift and sterling integrity and who pursues faithfully along these lines will achieve success. The examples are many, but they are not often disclosed on public parade.

Pointers for Salesmen.

Know the value of a good personal appearance; do not think that any detail of your attire will escape notice.

Spend wisely your spare time; count every hour golden, every moment an opportunity.

All fixtures and property of the house should be treated with the greatest care; the first scratch paves the way for carelessness.

Avoid being influenced for the wrong by other persons, have a purpose of your own, weigh counsel, but act from your own best thought.

Each day should find us doing things better than previously. Acquire the habit of promptness in every matter, large or small, which is left to your care.

Learn to show a thorough interest in a customer or any person approaching you; try to look at the matter from his standpoint as well as your own.

Make memoranda of little points while you think them; run over the various subdivisions of your work to recall any points you may have forgotten.

Hardware Price Current

AMMUNITION

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

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

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

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

Loaded Shells

New Rival—For Shotgun

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/2	1 1/4	5	12	2 70
264	3 1/2	1 1/4	4	12	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder	
Kegs, 25 lbs., per keg.	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60

Shot

In sacks containing 25 lbs

Drop, all sizes smaller than B.	1 85
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Augurs and Bits

Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes

First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	7 00
First Quality, D. B. Steel	10 50

Barrows

Railroad.	15 00
Garden.	33 00

Bolts

Stove	70
Carriage, new list.	70
Plow.	50

Buckets

Well, plain.	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought, narrow.	60

Chain

Common.	7 c.	6 c.	6 c.	4 1/2 c.
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/2 c.

Crowbars

Cast Steel, per lb.	5
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Chisels

Socket Firmer.	65
Socket Framing.	65
Socket Corner.	65
Socket Slicks.	65

Elbows

Com. 4 piece, 6 in., per doz.	net. 75
Corrugated, per doz.	1 25
Adjustable	dis. 40 & 10

Expansive Bits

Clark's small, \$18; large, \$26.	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List

New American	70 & 10
Nicholson's	70
Heller's Horse Rasps.	70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis. 70
List 12 13 14 15 16 17	

Gauges

Stanley Rule and Level Co.'s	60 & 10
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Glass

Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

Hammers

Maydole & Co.'s new list.	dis. 33 1/2
Yerkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	30c list 70

Hinges

Gate, Clark's 1, 2, 3.	dis 60 & 10
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Hollow Ware

Pots	50 & 10
Kettles	50 & 10
Spiders	50 & 10

Horse Nails

Au Sable	dis. 40 & 10
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House Furnishing Goods

Stamped Tinware, new list.	70
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.
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Metals—Zinc

600 pound casks	8
Per pound	8 1/2

Miscellaneous

Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50

Molasses Gates

Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30

Pans

Fry, Acme	60 & 10 & 10
Common, polished	70 & 10

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/2 c per lb. extra.	

Planes

Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

Nails

Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base 5
10 to 16 advance	5

Rivets

Iron and tin	50
Copper Rivets and Burs	45

Roofing Plates

14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

Ropes

Sisal, 1/2 inch and larger	9 1/2
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Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	28 00
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Sheet Iron

Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades

First Grade, Doz	5 50
Second Grade, Doz.	5 00

Solder

1/2 lb.	21
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron	60-10-5
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Tin—Melyn Grade

10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	

Tin—Allaway Grade

10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	

Boiler Size Tin Plate

14x56 IX, for Nos. 8 & 9 boilers, per lb	13
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Traps

Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

Wire Goods

Wright	80-10
Screw Nyes	80-10
Hooks	80-10
Gate Hooks and Nyes	80-10

Wrenches

Baxter's Adjustable, Nicked	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 5 gal. per doz.	5
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, ball, per doz	85
1 gal. fireproof ball, per doz	1 10

Jugs

1/2 gal. per doz.	60
1/4 gal. per doz.	7 1/2
1 to 5 gal., per gal.	7 1/2

Sealing Wax

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross
Quarts	4 25
1/2 gallon	4 40
1/4 gallon	6 00

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds

Per box of 6 doz

Anchor Carton Chimneys

Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

F

DRY GOODS

Weekly Market Review of the Principal Staples.

Cotton Fleece Underwear—Cotton fleeces and ribs are well sold for the heavyweight season, but mills as a rule are in a position to take considerably more business. Standard 12 and 13 pound fleeces are still quoted at \$3.25. The situation in standard lines is better than in sub-standard lines. Manipulation in garments is likely to have had effects later and knitters are not taking any more chances than they are obliged to. New business is not sought for where concessions in prices are intimated. In jobbing circles the spring rush is under way and a fair amount of goods is going forward. In several instances cancellations which were made some time ago are now being sought and jobbers are showing a disposition to accept goods wherever obtainable at prices they refused to accept before. On spring underwear colors are looked upon with much more favor than has been the case in several seasons. Swiss goods are selling well in blues, light tans, grays and a few brown shades. Some business was reported done for export account, which is unusual with American knitters.

Cotton Hosiery—The hosiery situation is somewhat better than it was a week ago, owing to the fact that considerable business was done in lightweight goods. On heavy goods a few late orders were placed, but little of interest can be reported regarding these lines until the time arrives for the placing of duplicates. Jobbers have a better feeling regarding the outlook for fall and winter goods and some are looking about to replace the cancellations they made some time ago, at prices higher than those they turned down. It is confidently believed that a higher scale of values will go into effect on all heavyweight goods when the duplicate season opens, and knitters as a rule have made up their minds not to accept further business at the old rates. In jobbing circles hosiery lines have shown a distinct improvement within the past few weeks and some very sizable spring orders have been booked. Orders have been placed for lace and gauze goods in blacks, whites and tans, as well as split foot and standard blacks. In half hose blacks and tans are in order.

Woolen and Worsted Underwear—Late buyers are gradually falling into line in woolen and merino underwear circles. During the week considerable business was done in the way of small orders. Knitters are firm as to values and in some cases slight advances were made. Worsted goods are practically sold up. Merino goods of the better grades continue to be pushed, many manufacturers resorting to special marks and to special advertising. Worsted hosiery as

well as woolen hosiery is sold up in fair shape.

Sweaters and Jackets—Sweater manufacturers report a very fair volume of business, but are in a position to handle a great many more orders before the close of the season. Notwithstanding the considerable increase in the cost of raw materials, prices remain the same as last season and manufacturers have been unable to get jobbers to agree to any advances. For ladies' knit jackets, in both woolen and worsted, considerable business is being done, with a promise of much activity a little later on. As regards values, jackets are in the same position as sweaters.

Stockinette and Eiderdown—Flat goods, such as stockinette and eiderdown, are in fair request from the manufacturing trades. Rubber boot makers are very active and are using large quantities of light stockinettes. The majority of eiderdown makers cut up their own goods, but nevertheless they are very busy getting in shape for what promises to be a very active season.

Carpets—There has been a fairly steady demand in evidence during the week for carpet lines, and the amount of business transacted is reported as satisfactory. New prices are being firmly maintained, while in addition to this comes the statement from certain quarters that still another advance will be announced to-day, March 8. This advance is not an unexpected one, however, since it has been looked for during the past three or four weeks. It will take place on a well-known line of goods on which advances have not as yet been named. With the opening of new fall carpet lines, now less than eight weeks away, manufacturers are naturally anxious regarding the raw material situation. With the holding up of Russian wool shipments, as announced previously, the question of supplies has assumed an even more serious phase. It is true that the amount of wool held up owing to the railroad strikes in Russia amounts to a little less than 5,000,000 pounds; but this same wool is badly needed now to fill up depleted stocks. Had the shipments to come forward consisted of worsted and not filling wool, the position would not be such a serious one. What manufacturers, as well as wool importers, are now anxious to ascertain is, how long the present strike will last and what the outlook is for future shipments. Another question which is also being asked is, What will the new fall prices be? Some are positive that there will be stiff advances, while others are just as firm in the belief that prices will stand as they are.

Lace Curtains—Lace curtain makers are busy on late orders. The season has been a very active one and on the whole a very profitable one. Jobbers are complaining of the lightness of stocks in hand, which renders it quite probable that they will be heavy purchasers for next season. Arabian and Nottingham effects are in the largest request.

Rugs—Many mills would have ex-

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.

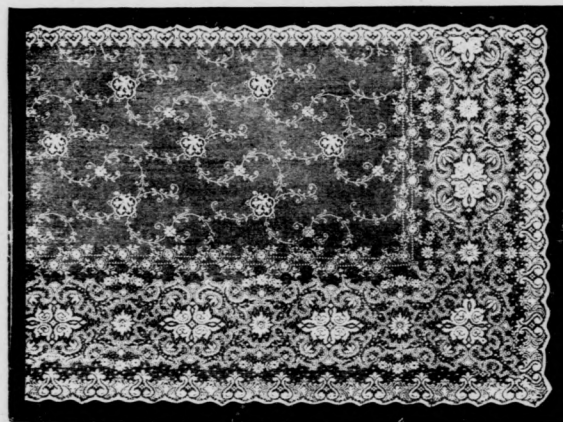
We also have a fine assortment of caps for spring trade @ \$2.25, \$4.50 and \$9.00 per dozen.

Place your order now while the assortment is complete.

Grand Rapids Dry Goods Co.

Exclusively Wholesale
GRAND RAPIDS, MICH.

Remember



House cleaning time is near at hand and there will be a demand for Window Shades, Lace Curtains and Curtain Swiss by the yard. Our stock is now complete and have them at all prices.

Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods
Grand Rapids, Mich.

perienced some big losses, but this branch of the trade has kept active at all times. The rug trade to-day has a promising future and rug weavers as a rule are sold for some months ahead. It is more possible to get advances in rugs than in carpets, and easier to manipulate qualities where raw materials have advanced beyond the basis of goods prices. On pieced rugs the trade for the season is centered. Smyrna and other cheap rugs are also in fair shape.

White Goods—Medium and fine count goods are moving fairly well. Long cloths, nainsooks and a large variety of white goods are particularly active and are well sold. The large lingerie makers have bought very freely of nainsooks, cambrics, etc., and waist makers are largely interested in goods of this fine order.

Ginghams—One of the effects of the gray goods market being firmer is an increased demand for ginghams. Buyers of the finished product during the present week have taken a larger volume of standard staple ginghams than before in an equal time since January. The forward movement of goods in the gray may be taken as a sign. It is said by agents of leading gingham mills that prices on well-known ticketed goods and on goods of reliable make generally will remain at present value for the balance of the season.

Jeweler Business Good Field for Patient Man.

To the average person the stocking of a jewelry store means the outlay of a fortune, yet there is possibly no business wherein it is so easy for the man with a good credit and small capital to embark. Not but that the stock of a well equipped jewelry store represents more, often many times more, than is usually tied up in the stocks of other stores; but with other kinds of business it is invariably necessary for the beginner to buy outright his initial stock, or, at the best, contract a short time bill, and in the jewelry line it is possible for a man to get a complete stock with only a small deposit if his credit is good.

There are several metropolitan firms who make a specialty of placing stocks of their goods for sale with retail jewelers. A time limit is fixed on their sale, at the expiration of which the retailer returns the items unsold along with his remittance for the goods he has disposed of. In this way it is possible for a person with credit to stock a complete store with little outlay. This method of beginning has the advantage of placing the retailer in no danger of stocking up with poor and unsalable goods.

"However, it is doubtful whether the young man with energy and ambition who is looking for an opening where he can whittle out his own success would be wise in going into the jewelry business in a large city," said the head of a firm of wholesale jewelers. "In fact, his prosperity and ultimate success are so doubtful that we refuse to place goods with new men in the city as we do in small

towns. We like to do business with jewelers in the city, and do do a large business here, but we can not sell goods on the same terms as we do to the man who is starting into business outside the city. We can not afford to do it.

"The reasons are many, but probably the large jewelry stores, including the pay-when-you-can establishments, are the prime ones. These and the department stores have put big holes in the trade of the small jeweler in the city. They have every advantage to help them put the small man out of business, they have the stores where goods can be shown to the best advantage, the stocks, the locations and the money that enables them to advertise and get the great bulk of the business. In prices there is little difference between those of the small fellow and the big downtown retailers; in fact, sometimes the smaller store is able to sell goods cheaper than the bigger one. But the bigger fellows have the 'edge,' they have the crowds where they can show them their goods, and this is nearly the whole thing.

"Of course, with the craze for buying on easy payments what it is today, the installment plan jewelry houses, and their name is now legion, are in a position to do more business than any one handling the same kinds of goods as they. During the holiday season one Chicago firm took in \$6,000 in first deposits on goods during one day. Then again the jewelry repair business is not what it was some time ago. Repairing of all kinds is going out of date, and with it goes the repair department of the small jewelry store. Not of course that there is no repairing in this line, but where once often it was an item that paid the operating expenses of a store and left the profits of sales as clear gain now it is nothing to be depended upon.

"Between these things the man who starts in this business in the city is going to have a hard time of it. To make the least kind of a showing with a jewelry stock he must get a good location, he must get on a central street and he must rent a good store. A jewelry stock in a poor store is like jewels in a pig sty, and there will be little trade for the one who goes into the business thuswise. He must have good fixtures and a good stock and \$5,000 in a store that is going to make any money for a man will not be oversufficient. On the whole, it can scarcely be picked as the best line for the young man to embark in."

However, there is another side to the story: On the cheaper kinds of jewelry the percentage of profit sometimes runs as high for the retailer as 150 per cent. If there is any other line where this amount may be made in the selling of goods it has not been made known as yet. The retailer in this line who can "get the trade" is sure to make money even with the large stores and easy payment houses in competition with him.

Out on the extreme edge of Chicago there is a startling example of a

jeweler who "got the business." Six years ago this man was a working jeweler in a large establishment. He was an expert workman and saved money. However, he saw that he might work a thousand years and yet not grow rich. He lived in a new and growing residence district where no jeweler had located, and he resolved that there was room for a store of this kind there. His first place of business was half of a store, the other half being occupied by a barber shop. His first stock represented a total outlay of \$500. He did not have much to begin with, and his sign read, modestly, "Jewelry and Repairing."

Now he occupies the entire store, has a stock that occupies a roomful of glass cases and shelves, and the letters on his window read, in addition to the usual lettering, "Watches and Diamonds." He secured the business, and now he is growing rich. He has a repair department, which keeps one man busy all the time, and it takes himself and two assistants to attend to the retail end of the business. His store at present represents an expenditure of more than ten times the amount he originally put into it. There are probably few men in other lines who have made more of a success in this length of time. And yet this man is not enthusiastic over the chances of the beginner in this line.

"Conditions have changed even in the short time that I have been in the business," says he. "More firms have gone into this line on the easy payment plan and more department stores have added really well equipped jewelry departments to their establishments. More people are buying goods on the easy payment plan and more people are going downtown to buy goods, especially in this line. As a consequence, it is much harder for any one to get a start in it. Even here in this location, which is unexcelled for this kind of a store, I doubt if a beginner could start to make money.

"It takes time to work up a profitable trade in this line, more time, possibly, than in other lines of retail selling. People do not go out and see jewelry in a window and buy it like they do groceries or dress goods. A purchase in jewelry often represents considerable money and the

storekeeper must have a wide trade acquaintance before enough people will know him to come to buy their jewelry to yield him a substantial profit. To get such a circle of acquaintances will take time, not a few months, nor a little advertising, but years, and a whole lot of advertising. In the meantime the storekeeper will be in the position of actually losing money or making little. When he does get his trade worked up to a paying basis he will be in clover, for the profits are most satisfactory when a sale is made. But it is a question if rewards would not come to him surer and quicker in some other line." Ernest Delahon.

"Disappointment of Success."

A contemporary relates a touching little story on the saddening disappointment of success, which, while it is interesting to read, will hardly act as a hindrance to the ambition of the youth who sees himself, in picturesque fancy, riding horseback while the multitude walk in the wide public ways. The story follows:

"You see that man over there?" said Senator Burrows, pointing to a man who was sitting disconsolate and alone in the house corridor at Washington. "Well, that's the most unhappy man in Congress and you would think he would be one of the most pleased. Only a short time ago he occupied a very humble station in life and then suddenly and unexpectedly came elevation and political preferment. But success disappointed him, as it does everybody. It wasn't near as fine as he imagined and he was never so unhappy in his life as he is now after having reached a position he never even dreamed of obtaining.

"It is a singular thing that elevation of station in life is nearly always accompanied by depression of spirits. I suppose he now is longing for a few hours in the little grocery where he used to be a clerk. It is said that Madame de Maintenon, when looking into a beautiful marble fish pond at Marly, said to her companion:

"See how languid the carp are. They are like me—they regret their mud."

"I imagine that's what's troubling this new congressman. He regrets his dirt."

Grass, Clover, Agricultural, Garden

Seeds

Peas, Beans, Seed Corn and
Onion Sets

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



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.

Ginger Talks of a Sales Manager To His Men.

The chief quality of a successful salesman is earnestness. The reason you are not selling more goods to merchants is that you haven't all sold yourselves yet. You've got to believe in your product yourself before you can make anyone else believe in it. It's no use to try to start a flame of enthusiasm in somebody else if your own mind is full of icy doubts.

Why did that man over on the avenue turn you down yesterday morning? Because he could tell by the look in your eye that you half expected him to do so. And the fellow you called on in the afternoon sized you up the same way. You didn't get anywhere near him. He listened to what you said—but it was with a cold and fishy eye. True, he nodded his head in assent as you talked—but two minutes after you started his mind was wandering. And when you came to put your finger

on him at the end to get the order signed, he was like the Dutchman's famous flea—he wasn't there.

You had lost him. You hadn't impressed him—why? Because you hadn't been impressed yourself. And he knew it. You couldn't fool him. He didn't feel any electric sparks of enthusiasm jumping the space from your mind to his. Nothing but a live wire could give him a sensation, and you were trying to magnetize him with words of wood.

You put up a smooth-enough line of talk, yes—but there wasn't any conviction back of it. It takes belief, earnestness, enthusiasm, warm human personality, to sell goods. If it didn't we'd discharge all our salesmen and enlist a force of phonographs, or a troop of wooden Indians.

Now here's our word to you: Don't you try to sell any more goods to business men. You go off around a corner somewhere, where you can be alone, and sell yourself a line of the article we make. Think over its value; realize it; burn it into your mind. Enumerate its good qualities, one after the other; get a realizing sense of each one. Consider what our product will do for a business man, the money it will make for him, the saving it will effect. Sweep out of your mind, like so many cobwebs, any apologetic feeling regarding it. You are not trying to persuade the business man to waste money. You are not trying to trick or cajole him into doing something that he can not afford to do. You are selling him something that he

needs. You are helping him to increase his profits. You are doing him as great a favor as he does you. Say these things over to yourself. Think them in your heart; realize them—they're all true. Light the flame of your enthusiasm and fan it into a good brisk blaze. Then, when you've sold yourself—when you believe in your own proposition, heart and soul—go back and tackle that same man a second time. Greet him quietly and courteously. Tell him that you don't believe you made your proposition quite clear when you saw him before—and begin again. You are in earnest this time. He'll feel the change. There'll be an atmosphere about you that will carry respect. He'll listen to you. His mind won't wander any more than the mariner's needle wanders from the pole.

Make your arguments actual and personal. Bring them home to him. Stab every point into his mind so that he can't miss it or forget it. Make him feel each one.

There's as much difference between understanding a thing theoretically and having a practical sense of it as there is between a boxer's love-tap and a prize fighter's deadly punch in the solar plexus. And it takes solar plexus punches to sell goods these days. Merchants are hard-headed and thick-skinned, and they're all in training against you salesmen. You can hit as smilingly and as gracefully as you please, but you've got to hit hard to get inside an up-to-date business man's guard.

You haven't half made your point with your man if when you get through he looks upon our product merely as something he would do well to use in his business. Make him feel that he can't get along without it. Make him see that he's losing valuable time and labor in his place of business—that real dollars are slipping through his fingers every day he is without it. Many a man who won't reach out very hard for an extra dollar will grab hold mighty hard of the dollar he already has, and holler murder if anyone tries to take it away from him.

If you can once show a man that he is actually losing money, and that you can stop the loss, you won't need to supply him with any enthusiasm—he will take fire himself like a lace curtain in a gas jet. But you will have to be in earnest in making these facts plain to him. Enthusiasm—conviction—earnestness—these are the qualities that sell goods, and do everything else worth doing. "Nothing great was ever done without enthusiasm."—Worthington C. Holman in System.

One of the great changes needed in the city church is to take the exit signs off the doors and put them on the collection plates.

At least be thankful! If you didn't get what you wanted, be thankful that you didn't get what you didn't want.

There are times when it is better to be blind than beautiful.

A Case With A Conscience

COMING now to the all-plate situation, we have a story full of interesting practicalities. Divested of all technicalities, here are the reasons why our

No. 55, Crystal

made under the Murray patents, is the case you want:

RIGIDITY; steel uprights inside of each front corner take care of any tendency toward perpendicular wobbling. All side play is avoided by the locking of front and end glass to back by patent clasps.

NO HOLES. notches or incisions of any nature in the glass, nor a particle of cement or putty.

SHIPPED K. D. and easily set up by any handy man.

NOTE our handsome combination wood and marble base. You can have regular all-marble if you prefer, but it isn't as good.

NOTE ESPECIALLY the fact that this case is not an experiment, having been in practical use for three years.

DIMENSIONS: 24 inches wide (same inside measure as 26-inch wood frame), 42 inches high. Comes in all lengths from 4 to 10 feet.

Now it's up to you and we're glad to talk if you're interested.

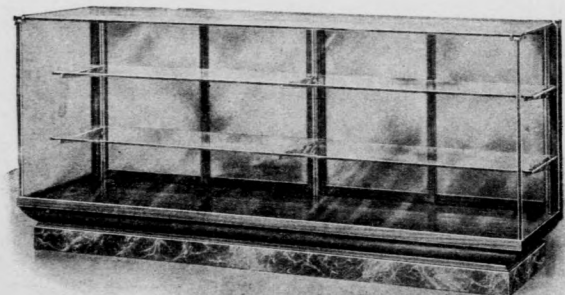
Grand Rapids Fixtures Co.

So. Ionia and Bartlett Sts.

Grand Rapids, Michigan

NEW YORK,
724 Broadway

BOSTON,
125 Summer St.



Quarterly Meeting of the Board of Directors.

Flint, March 6—At the regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip, held at Lansing March 4, all the directors were present.

Secretary Lewis reported receipts since the last meeting as follows:

Death fund\$396 00
General fund 75 00
Entertainment fund 37 00

A Committee consisting of J. A. Weston, M. S. Brown, Geo. H. Randall and C. J. Lewis was appointed to interview Jas. Houston, joint agent of the Northern Interchangeable Mileage Association, concerning the checking of baggage on Northern mileage books.

The death claims of W. T. Crane, of Detroit; Edgar C. Livingston, of Jamestown, N. Y., and Philip J. Goldsmith, of Chicago, were presented and allowed and warrants drawn to pay same.

The following bills were allowed and orders drawn to pay same:

F. J. Pierson, printing.....\$109 92
Tradesman Company, printing 20 50
C. J. Lewis, salary..... 25 42
C. J. Lewis, board meeting. 6 25
C. W. Hurd, board meeting. 5 34
Geo. H. Randall, board meeting 5 84
H. P. Goppelt, board meeting. 5 10
Jas. Cook, board meeting.... 3 98
A. A. Weeks, board meeting. 6 75
Chas. W. Stone, board meeting 6 28
W. V. Gawley, board meeting. 6 34

Moved by Brother Hurd that the chair appoint a committee to draft an amendment to the constitution instructing the President and Secretary to countersign all vouchers drawn by the Treasurer. The chair appointed as such committee H. C. Klocksien, H. P. Goppelt and C. W. Hurd.

The Committee subsequently recommended the following changes: In article 5, Section 3, in line 6, after the word "Secretary" the sentence, "All vouchers shall be signed by the Treasurer and countersigned by the President and Secretary," also in line 8 the figures \$4,000 be changed to \$6,000.

Moved by Brother Cook that the Secretary be authorized and instructed to pay M. M. Matson \$42 (\$7 per week for the past six weeks) and \$7 per week until June 1; also to pay current bills until the next Board meeting. Carried.

Moved that 5 per cent. of the death fund be transferred to the general fund. Carried.

Moved that Mr. Langley be allowed \$10 for reporting the annual convention. Carried.

The following resolution was offered by Director Weeks:

Whereas—It has come to the notice of the Board of Directors of the Michigan Knights of the Grip that methods of paying out funds of the Association are not in accordance with the best business methods, as the funds at the present time are subject to the personal check of the Treasurer only; therefore be it

Resolved—That all moneys of this

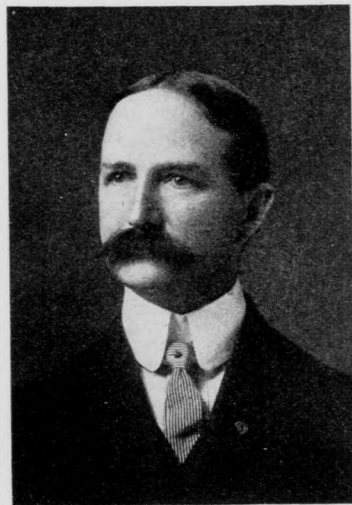
Association during the interim until our next annual convention be paid only on proper vouchers signed by the Treasurer and countersigned by the President and the Secretary of this Association.

A vote of thanks was extended to Mrs. Nellie Field for the very hospitable manner in which she entertained the members of the Board and their ladies. Carried.

The next Board meeting will be held in Hillsdale on June 10, at the same time as the U. C. T. convention. C. J. Lewis, Sec'y.

Annual Election of Officers of Grand Rapids Council.

At the annual meeting of Grand Rapids Council, No. 131, held last



Thomas E. Dryden

Saturday evening, the following officers were elected:

Senior Counselor—T. E. Dryden.
Junior Counselor—W. H. Simmons.
Conductor—John H. Taylor.
Page—John Hondorp.
Sentinel—Walter Ryder.
Secretary and Treasurer—O. F. Jackson.

Past Counselor—S. H. Simmons.
Executive Committee—Frank Simmons and George Alexander.

To Circumvent the Traveling Fakirs.

Lansing, March 7—The local grocery retailers have inaugurated a campaign against the so-called "box car" merchants, claiming that they furnish goods fully as cheap as do the "box car" merchants, when the quality of the articles is considered. Further, they say that they can furnish goods of the box car quality at a less price than these dealers charge. Comparison of prices at a near-by town bears out this statement.

The price of sugar seems to be the bait which the traveling fakirs use in attracting customers. This they place, in some cases, lower than the regular merchants are able to quote, and then make their profit on other articles.

Muskegon—The Alaska Refrigerator Co. is operating some mills and camps this season for the production of hardwood lumber.

Braggards are always laggards.

Gripsack Brigade.

A. S. Doak (Worden Grocer Co.) is confined to his house with an attack of the grip. His territory is being covered in the meantime by Perry Barker.

Harry Rindge (Rindge, Kalmbach, Logie & Co., Ltd.) left last week for the South, where he will spend about eight weeks in the interest of his house. He will cover six or eight states before he returns.

Grand Rapids Council, No. 131, United Commercial Travelers, held its annual banquet last Saturday evening. It is understood that speeches were made by Rev. J. Herman Randall, S. H. Simmons, W. S. Burns, T. F. Dryden, O. F. Jackson and Mayor Edwin F. Sweet.

Carson, Pirie, Scott & Co. write the Tradesman that they have secured A. E. Jamieson to succeed W. H. Waring, who has covered the towns on the G. R. & I. from Grand Rapids to Mackinaw City for the past four years and who recently sent in his resignation in order that he might assume the active management of the dry goods stock at Dundee which he recently purchased from Miss M. Pierce.

C. L. Lockwood informs the Tradesman that at the next meeting of the General Passenger Agents he will move that the signing of the slip by the holder of Northern mileage books in checking baggage be dispensed with, the baggage master to fill out the slips instead of the passenger, as heretofore. Mr. Lockwood says he does not know what action will be taken on the motion, but he thinks it will be adopted.

P. H. Carroll, the debonair shoe salesman, who has as many friends to the square inch as any man who ever wrestled with sample trunks, is taking a month's respite from the road and finds it about as hard to remain idle as to disport himself on the road. One thing that helps him while the time away is his wide acquaintance among the business men of the State and his ability to locate the identity and retain the names of men he has met, even casually, years ago. These qualities naturally place him among friends, no matter where he may be or what conditions may surround him.

The Thirty Traveling Men of Three Rivers.

There are thirty traveling men in Three Rivers. Their names and the houses they represent are as follows:

J. M. Shafer, Ainsworth Shoe Co., Toledo.

O. G. Bond, Duck Brand Co., Chicago.

S. C. Heimbach, Wilcox Bros., Joliet.

A. L. Walker, Western Bottle Manufacturing Co., Chicago.

Geo. R. Skeer, J. J. Deal & Son, Jonesville.

W. B. Francisco, Noyes Carriage Co., Elkhart.

W. O. Bobb, Lull Carriage Company, Kalamazoo.

O. H. Dickinson, International Shirt & Collar Co., Chicago.

F. W. Eagleton, Gray, Toynton, Fox, Detroit.

E. C. Tucker, Cotton Spinning Company, Chicago.

L. J. Knauss, Studebaker Bros., South Bend.

S. C. Amlie, Three Rivers Robe Tannery, Three Rivers.

J. H. Pratt, American Photo Accessory Co., Cleveland.

J. B. Burns, Smith Lubricating Co., Chicago.

B. R. Wheeler, Three Rivers Robe Tannery, Three Rivers.

H. P. Barrows, Initial Toe Pad Company, Three Rivers.

Sam Franklin, Three Rivers Iron & Metal Co., Three Rivers.

Duane Arnold, National Fur & Tanning Co., Three Rivers.

O. T. Avery, Three Rivers Robe Tannery, Three Rivers.

Carl Klocke, Klocke's Cigar Factory, Three Rivers.

F. A. Rohrer, Rohrer's Cigar Factory, Three Rivers.

G. W. Watkins, Watkins' Cigar Factory, Three Rivers.

F. L. Francisco, Best & Russell, Chicago.

Clark Potter, Clark Potter Company, Three Rivers.

J. F. Card, Three Rivers Electric Works, Three Rivers.

C. G. Deal, formerly with Sprague, Warner & Co., Chicago.

J. M. Pauli, formerly with Cohn Bros., Chicago.

F. A. Place, formerly with Todd, Bancroft & Company, Rochester.

E. B. Linsley, Sheffield Car Company, Three Rivers.

P. T. Caldwell, formerly with Joel Baily Davis Co., Philadelphia.

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.

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed white-wood 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.



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 Is. and, June 26 and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
 Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
 Secretary—W. H. Burke, Detroit.
 Treasurer—E. E. Russell, Jackson.
 Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; I. A. Seltzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

CRUDE DRUGS.

Interesting Specimens Prepared by Chemist Timmer.

Candidates for examination at the next session of the State Board of Pharmacy, which will be held in this city on the 21st, 22nd, and 23rd of this month, may put their knowledge of pharmacognosy to a practical test by a visit to the laboratory of the Hazeltine & Perkins Drug Co., where a collection of crude drugs will be on exhibition.

A generation or two ago the practice of pharmacy involved an intimate acquaintance with many plants and plant parts, but crude drugs in bulk no longer form so important a part of the pharmacist's stock as they once did.

Various factors have combined to bring about this change. The practice of retailing drugs in "pressed packages" has grown exceedingly of late years. This method of preparing drugs was originated by the Shaker community of Lebanon, New York, more than forty years ago. Their output, however, was limited to native herbs and leaves, such as bone-set, catnep and lobelia. The large dealers in drugs have extended this list and many roots and barks are now supplied in this form. The introduction and general adoption of fluid extracts and elixirs has been another factor, these and similar preparation having to a great extent superseded the infusions and decoctions which it was formerly the especial privilege of the pharmacist to prepare. Finally, the discovery and isolation of the alkaloids and proximate principles to which many drugs owe their medicinal activity has contributed to the practical retirement of the crude drugs from which they are derived. Many of these alkaloidal drugs were known to the ancients. Thus, aconite, henbane and conium were used by the Greeks and Romans; colchicum was known in the sixth century, and cinchona bark was, doubtless, used by the natives of Peru long before the discovery of America. But, while these drugs have for ages constituted a part of the armament of therapy, it was reserved for modern science to isolate the active principles

to which their potent activity is due. These active principles are peculiarly adapted for exhibition in the form of minute granules and tablets, as the alkaloid represents the medicinal virtues of several times its weight of the parent drug.

The various causes enumerated have combined to bring about our present era of elegant pharmacy and palatable medicines. But, while this state of affairs is, doubtless, eminently satisfactory to all concerned, it does not tend to foster intimate acquaintance with crude drugs on the part of the dispensing pharmacist.

Prior to the institution of this collection, the stock rooms of the Hazeltine & Perkins Drug Co. were frequently visited by students of pharmacy who wished to examine drugs which they found described in their textbooks. As these visitors became more numerous it was decided, for their convenience, to assemble samples of the various drugs in one room, and the present collection is the result.

ently in danger of becoming extinct. A circular recently issued by the Department of Agriculture calls attention to the scarcity of golden seal and sets forth the possibilities offered by its cultivation. The circular contains statistics proving that a crop of this plant, at present prices, would be worth about \$3,000 per acre!

The exhibit also includes a number of drugs which are not used in their natural state but are the source of oils or resins which are in common use. Among these drugs may be mentioned castor beans and chocolate nuts, the latter being the source of the well-known "butter of cacao."

A number of colored plates illustrating various drug plants in different stages of growth, etc., are also shown. Taken as a whole, the exhibit will prove interesting and instructive to an experienced pharmacist, and can not fail to be doubly so to the "pharmacists in embryo" for whose especial benefit it was arranged.



Jacob B. Timmer and G. F. Timmer Gathering Native Plants.

The collection has been assembled under the direction of J. B. Timmer, who has bestowed great care upon the selection of the specimens. Recent additions bring the total number of specimens to 250, every official vegetable drug being represented, together with many not recognized by the U. S. P. A number of chemicals are also included, while the animal kingdom is represented by beaver castor, civet, cantharides, etc. The drugs were placed in glass containers, which facilitates examination.

During the past summer the surrounding country was explored for some indigenous drug plants, and Mr. Timmer now points with pride to a number of specimens as the result of the excursions. The photograph reproduced on this page was taken during one of these botanical forays. Very good specimens of leprandia, trillium, skunk cabbage, etc., were obtained, but unavailing search was made for golden seal, a native drug plant which is appar-

To Distinguish Between Vanilla Beans.

It is a fact that but very few druggists are able to distinguish one vanilla bean from another, and why? Simply because they have never given much thought to the matter, as the amount that the druggist generally buys is small, and he thinks it is not of importance enough to study up on, said J. H. Dow, in a recent paper. But with the increasing demand for extract of vanilla the matter of buying good beans is important, and druggists should be better posted on the quality of the goods they buy. Mr. Dow had seen some rank specimens of beans sold to druggists for prime Mexican beans at high prices that were nothing but Tahiti beans. Stripping is another species of fraud. It is done by cutting the beans on the inside with a very sharp knife nearly the whole length of the bean, then laying it in alcohol for several hours. After the bean has soaked it is taken and rubbed over with oil, the incision care-

fully pressed together, more oil rubbed on, and the bean put in the center of the bundle, and the article will bring a higher price than if it had not been manipulated. Always examine your beans carefully if you have any doubts as to quality. Beans that have been split in the manner described above will open very easily by pulling slightly from both sides of the bean. Tonka beans should be used carefully. In making an extract from these beans never use it clear, as it is poisonous. It can be used as a blend in extract of vanilla.

The Drug Market.

Opium—Is less firm, but not quotably changed.

Morphine—Is steady.

Quinine—Is in a very firm position, but the expected advance has not yet been made.

Citric Acid—Has been advanced 2c per pound by manufacturers. As crude material is very firm and advancing, higher prices are looked for.

Cod Liver Oil, Norwegian—Has declined about \$10 per barrel. Lower prices will rule during the coming season.

Iodine Preparations—Are very firm and advancing.

Oil Wintergreen—Is in better supply, on account of the new crop coming into market, and the price has declined.

Linseed Oil—Has advanced.

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 SINGLY OR IN QUANTITY
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Advanced—
Declined—

Aceticum 6@ 75	Ammonia 4@ 6	Acetum 10@ 10	Erigeron 1 00@1 10	Gaultheria 2 25@2 35	Geranium 50@ 60	Gossypii Sem gal 50@ 60	Hedeoma 40@21 50	Juniper 40@21 50	Lavendula 90@22 75	Limonis 90@21 10	Mentha Piper 4 25@4 50	Mentha Verid 5 00@5 50	Morrhuae gal 50@2 25	Myrica 3 00@3 50	Olive 75@53 00	Picis Liquida 10@ 12	Picis Liquida sal 10@ 35	Ricina 92@ 96	Rosmarini 92@ 96	Rosae oz 5 00@6 00	Succinl 40@ 45	Sabina 90@21 00	Santal 2 25@2 50	Sassafras 90@21 00	Sinapis, ess. oz. 65	Tigill 1 00@21 10	Thyme 40@ 50	Thyme, opt 92@ 60	Theobromas 15@ 20																																																																																																																																																																	
Aqua, 18 deg 4@ 6	Aqua, 20 deg 6@ 8	Chloridum 13@ 15	Aniline 12@ 14	Black 2 00@2 25	Brown 80@21 00	Red 45@ 60	Yellow 2 50@3 00	Cubebae 15@ 18	Juniperus 5@ 6	Xanthoxylum 30@ 35	Balsamum 45@ 50	Copalba 50@ 60	Peru 60@ 65	Terabin, Canada 60@ 65	Tolutan 35@ 40	Cortex 18	Abies, Canadian 18	Cassiae 20	Cinchona Flav 20	Buonymus atro. 30	Myrica Cerifera 30	Prunus Virgini 12	Quillaja, gr'd 15	Sassafras 20	Ulmus 24	Extractum 24@ 30	Glycyrrhiza Gla. 28@ 30	Glycyrrhiza, po. 28@ 30	Haematox 11@ 12	Haematox, 1s 13@ 14	Haematox, 1/2s 14@ 15	Haematox, 1/4s 16@ 17	Ferru 15	Carbonate Precip. 2 00	Citrate and Quina 65	Citrate Soluble 15	Ferrocyanidum S. 15	Solut. Chloride 2	Sulphate, com'l 70	Sulphate, com'l, by bbl. per cwt 7	Sulphate, pure 7	Flora 15@ 18	Arnica 22@ 25	Anthemis 30@ 35	Matricaria 30@ 35	Folia 30@ 33	Barosma 30@ 33	Cassia Acutifol. 15@ 20	Tinnevely 25@ 30	Cassia, Acutifol. 25@ 30	Salvia officinalis 18@ 20	1/2s and 1/4s 8@ 10	Uva Ursi 8@ 10	Gummi 45	Acacia, 1st pld. 45	Acacia, 2nd pld. 35	Acacia, 3rd pld. 35	Acacia, sifted sts. 45	Acacia, po 12@ 14	Aloe, Barb 12@ 14	Aloe, Cape 12@ 14	Aloe, Socotri 12@ 14	Ammoniac 55@ 60	Asafoetida 35@ 40	Benzoinum 50@ 55	Catechu, 1s 13@ 14	Catechu, 1/2s 14@ 15	Catechu, 1/4s 16@ 17	Camphorae 93@1 00	Euphorbium 40	Galbanum 40	Gamboge 25@1 25	Gualacum 35	Kino 45	Mastic 60	Myrrh 50	Opil 25@3 35	Shellac 40@ 50	Shellac, bleached 45@ 50	Tragacanth 70@1 00	Herba 25	Absinthium oz pk 25	Eupatorium oz pk 25	Lobelia 25	Majorum 25	Mentha Pip oz pk 25	Mentha Ver oz pk 25	Rue 39	Tanacetum V 22	Thymus 25	Magnesia 55@ 60	Calcined, Pat 18@ 20	Carbonate K-M 18@ 20	Carbonate 18@ 20	Oleum 4 90@5 00	Absinthium 4 90@5 00	Amygdalae, Dulc. 4 90@5 00	Amygdalae Ama. 4 90@5 00	Anisi 4 90@5 00	Aurantii Cortex 2 20@2 40	Bergamli 2 20@2 40	Calyputi 2 20@2 40	Caryophylli 2 20@2 40	Cedar 2 20@2 40	Chenopadi 2 20@2 40	Cinnamoni 1 00@1 10	Citronella 50@ 60	Conium Mac 80@ 90	Copaiba 1 15@1 25	Cubebae 1 15@1 25	Althae 30@ 33	Anchusa 10@ 12	Arum po 20@ 25	Calamus 20@ 25	Gentiana 12@ 15	Glycyrrhiza pv 15 16@ 18	Hydrastis, Canada 1 90	Hydrastis, Can. po 2 00	Hellebore, Alba. 12@ 15	Inula, po 18@ 22	Ipecac, po 2 00@2 10	Iris plox 35@ 40	Jalapa, pr 25@ 30	Maranta, 1/4s 35@ 40	Pedophyllum po. 15@ 18	Rhel 75@1 00	Rhel, cut 75@1 00	Rhel, pv 75@1 00	Spigella 30@ 35	Sanguinari, po 24 50@ 55	Serpentaria 85@ 90	Senega 85@ 90	Smilax, off's H. 40	Smilax, M 40	Scilla, po 35 10@ 12	Synolopum 10@ 12	Valeriana Eng 15@ 20	Valeriana, Ger 15@ 20	Zingiber a 12@ 14	Zingiber j 16@ 20	Semen 13@ 15	Anisum po. 20 13@ 15	Apium (gravel's). 4@ 6	Bird, 1s 10@ 11	Carul po 15 70@ 90	Cardamon 12@ 14	Coriandrum 5@ 7	Cannabis Sativa 75@1 00	Cydonium 25@ 30	Chenopodium 80@1 00	Dipterix Odorata 40	Foeniculum 7@ 8	Foenugreek, po. 7@ 8	Lini 3@ 6	Lini, gr'd. bbl. 2% 3@ 6	Lobelia 75@ 80	Pharlaris Cana'n 9@ 10	Rapa 5@ 6	Sinapis Alba 7@ 9	Sinapis Nigra 9@ 10	Spiritus 00@2 50	Frumentl W D. 2 00@2 50	Frumentl 1 25@1 50	Juniperie Co O T. 1 65@2 00	Juniperis Co 1 75@3 50	Saccharum N E. 1 90@2 10	Spt Vini Galli 1 75@2 50	Vini Oporto 1 25@2 00	Vina Alba 1 25@2 00	Sponges 3 00@3 50	Florida Sheeps' wl 3 00@3 50	Nassau sheeps' wl 3 50@3 75	Velvet extra shps' wool, carriage 2 00	Extra yellow shps' wool, carriage 1 25	Grass sheeps' wl, carriage 1 25	Hard, slate use 1 00	Yellow Reef, for slate use 1 40	Syrups 50	Acacia 50	Aurantii Cortex 50	Zingiber 50	Ipecic 50	Ferri Iod 50	Rhel Arom 50	Smilax Off's 50@ 60	Senega 50	Scillae 50	Scillae Co 50	Tolutan 50	Prunus virg 50

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ADVANCED

DECLINED

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1	2
AXLE GREASE Fraser's 1lb. wood boxes, 4 dz. 3 00 1lb. tin boxes, 3 doz. 2 35 3 1/2 lb. tin boxes, 2 dz. 4 25 10lb. pails, per doz. 6 00 15lb. pails, per doz. 7 20 25lb. pails, per doz. 12 00	Plums Pineapple Grated 1 25 @ 2 75 Sliced 1 35 @ 2 55 Pumpkin Fair 70 Good 80 Fancy 1 00 Gallon 2 00
BAKED BEANS Columbia Brand 1lb. can, per doz. 93 2lb. can, per doz. 1 40 3lb. can, per doz. 1 80	Raspberries Standard @ Russian Caviar 1/4 lb. cans 3 75 1/2 lb. cans 7 00 1lb. cans 12 00
BATH BRICK American 75 English 85	Salmon Col'a River, talls @ 1 75 Col'a River, flats 1 85 @ 1 90 Red Alaska 1 35 @ 1 45 Pink Alaska @ 95
BROOMS No. 1 Carpet 2 75 No. 2 Carpet 2 35 No. 3 Carpet 2 15 No. 4 Carpet 1 75 Common Whisk 2 40 Fancy Whisk 1 20 Warehouse 3 00	Sardines Domestic, 1/4s 3 1/2 @ 3 1/2 Domestic, 1/2s 6 @ 9 Domestic, Must'd 6 @ 9 California, 1/4s 11 @ 14 California, 1/2s 17 @ 24 French, 1/4s 7 @ 14 French, 1/2s 18 @ 28
BRUSHES Solid Back, 8 in 75 Solid Back, 11 in 95 Pointed ends 85	Shrimps Standard 1 20 @ 1 40
Stove No. 3 75 No. 2 1 10 No. 1 1 75	Succotash Fair 95 Good 1 00 Fancy 1 25 @ 1 40
Shoe No. 8 1 00 No. 7 1 30 No. 4 1 70 No. 3 1 90	Strawberries Standard 1 10 Fancy 1 40
BUTTER COLOR W. R. & Co's, 15c size 1 25 W. R. & Co's, 25c size 2 00	Tomatoes Fair @ 80 Good @ 85 Fancy 1 15 @ 1 45 Gallons 2 50 @ 2 60
CANLIES Electric Light, 8s 9 1/2 Electric Light, 16s 9 Paraffine, 6s 9 Paraffine, 12s 9 1/2 Wickling 23	CARBON OILS Perfection @ 10 1/2 Water White @ 11 D. S. Gasoline @ 13 Deodor'd Nap'a @ 11 1/2 Cylinder 29 @ 34 1/2 Engine 16 @ 22 Black, winter 9 @ 10 1/2
CANNED GOODS Apples 3 lb. Standards 75 @ 80 Gals. Standards 1 90 @ 2 00	CATSUP Columbia, 25 pts. 4 50 Columbia, 25 1/2 pts. 2 60 Snider's quarts 3 25 Snider's pints 2 25 Snider's 1/2 pints 1 30
Beans Standard @ 1 40	CHEESE Acme @ 14 Carson City @ 14 Peerless @ 14 Elsie @ 15 1/2 Emblem @ 14 1/2 Gem @ 14 Ideal @ 14 Jersey @ 15 Riverside @ 14 Warner's @ 15 1/2 Brick @ 15 Edam @ 90 Leiden @ 15 Limburger @ 15 Pineapple @ 40 Sap Sago @ 20 Swiss, domestic @ 14 1/2 Swiss, imported @ 20
Blueberries Brook Trout Gallon @ 5 75 2lb. cans, s. piced 1 90	CHICORY Bulk 5 Red 7 Eagle 4 Frank's 7 Schener's 6
Clams Little Neck, 1lb. 1 00 @ 1 25 Little Neck, 2lb. @ 1 50	CHOCOLATE Walter Baker & Co's German Sweet 22 Premium Sweet 28 Vanilla 41 Caracas 35 Eagle 28
Clam Bouillon Burnham's 1/2 pt. 1 90 Burnham's, pts 3 60 Burnham's, qts 7 20	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 29 72ft. 6 thread, extra 1 70
Cherries Red Standards 1 30 @ 1 50 White 1 50	Jute 60ft. 75 72ft. 90 90ft. 1 05 120ft. 1 50
Corn Fair 75 @ 90 Good 1 00 Fancy 1 25	Cotton Victor 50ft. 1 10 60ft. 1 85
Extra Fine Sur Extra Fine 22 Extra Fine 19 Fine 15 Moyen 11	
Gooseberries Standard 90	
Hominy Standard 85	
Lobster Star, 1/4 lb. 2 15 Star, 1lb. 3 75 Picnic Tails 2 60	
Mackerel Mustard, 1lb. 1 80 Mustard, 2lb. 2 80 Soused, 1 1/2 1 80 Soused, 2 2 80 Tomato 1lb. 1 80 Tomato, 2lb. 2 80	
Mushrooms Hotels 15 @ 20 Buttons 22 @ 25	
Oysters Coe, 1lb. @ 90 Cove, 2lb. @ 1 70 Cove, 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 Early June Sifted 1 65	

3	4	5
Cotton Windsor 10ft. 1 60 50ft. 1 30 60ft. 1 44 70ft. 1 80 80ft. 2 00	Marshmallow 16 Marshmallow Cream 17 Marshmallow Walnut 17 Mary Ann 8 1/2 Malaga 11 Mich Coco F's'd honey 12 Milk Biscuit 8 Mich. Frosted Honey 12 Mixed Picnic 11 1/2 Molasses Cakes, Scol'd 9 Moss Jelly Bar 12 Muskegon Branch, Iced 11 Newton 12 Oatmeal Crackers 9 Orange Slice 16 Orange Gem 9 Penny Assorted Cakes 9 Pilot Bread 7 Pineapple Honey 15 Ping Pong 9 Pretzels, hand made 8 1/2 Pretzettes, hand m'd 8 1/2 Pretzettes, mch. m'd 7 1/2 Revere 15 Rube Sears 9 Scotch Cookies 10 Snowdrops 16 Spiced Sugar Tops 9 Sugar Cakes, scalloped 9 Sugar Squares 9 Sultanas 15 Spiced Gingers 9 Urchins 11 Vienna Crimp 8 1/2 Vanilla Wafer 16 Waverly 10 Zanzibar 10	Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80 FLAVORING EXTRACTS Foote & Jenks Coleman's Van. Lem. 2oz. Panel 1 20 75 3oz. Taper 1 00 1 50 No. 4 Rich. Blake 2 00 1 50 Jennings Terpeneless Lemon No. 2 D. C. per doz. 75 No. 4 D. C. per doz. 1 50 No. 6 D. C. per doz. 2 00 Taper D. C. per doz. 1 50 Mexican Vanilla No. 2 D. C. per doz. 1 20 No. 4 D. C. per doz. 2 00 No. 6 D. C. per doz. 3 00 Paper D. C. per doz. 2 00 GELATINE Knox's Sparkling, doz. 1 20 Knox's Sparkling, grold 0 Knox's Acidu'd, doz. 1 20 Knox's Acidu'd, gro 14 00 Oxford 75 Plymouth Rock 1 25 Nelson's 1 60 Cox's, 2 qt. size 1 10 Cox's 1 qt. size 1 10 GRAIN BAGS Amoskeag, 100 in bale 19 Amoskeag, less than bl 19 1/2 GRAINS AND FLOUR Wheat Old Wheat No. 1 White 1 16 No. 2 Red 1 16 Winter Wheat Flour Local Brands Patents 6 20 Second Patents 5 80 Straight 5 60 Second Straight 5 20 Clear 4 60 Graham 5 20 Buckwheat 4 65 Rye 4 25 Subject to usual cash discount Flour in barrels, 25c per barrel additional Worden Grocer Co's Brand Quaker, paper 5 70 Quaker, cloth 5 90 Spring Wheat Flour Pillsbury's Best, 1/4s 6 60 Pillsbury's Best, 1/2s 6 50 Pillsbury's Best, 3/4s 6 40 Lemon & Wheeler Co's Brand Wingold, 1/4s 6 60 Wingold, 1/2s 6 50 Wingold, 3/4s 6 40 Judson Grocer Co's Brand Ceresota, 1/4s 6 50 Ceresota, 1/2s 6 40 Ceresota, 3/4s 6 30 Worden Grocer Co's Brand Laurel, 1/4s, cloth 6 80 Laurel, 1/2s, cloth 6 70 Laurel, 3/4s & 1/2s paper 6 60 Laurel, 1/4s 6 60 Davenport Co's Brands Golden Horn, family 6 25 Golden Horn, bakers 6 05 Pure Rye, light 7 00 Pure Rye, dark 4 55 Calumet 5 90 Dearborn 5 75 Meal Bolted 2 50 Golden Granulated 2 60 Feed and Millstuffs St. Car Feed screened 19 50 No. 1 Corn and Oats 19 50 Corn, cracked 19 00 Corn Meal, coarse 19 00 Oil Meal 29 00 Winter wheat bran 18 50 Winter wheat midngs 19 50 cW Feed 19 00 Oats Car lots 35 Corn Corn, new 50 1/2 Hay No. 1 timothy car lots 10 50 No. 1 timothy ton lots 12 50 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 INDIGO Madras, 5lb boxes 55 S. F., 2, 3, 5lb boxes 65 JELLY 5lb pails, per doz 1 70 75lb pails 35 30lb pails 65 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 LVE Condensed, 2 doz 1 60 Condensed, 4 doz 3 00 MEAT EXTRACTS Armour's, 2 oz 4 45 Armour's, 4 oz 8 20 Liebig's, Chicago, 2 oz 2 75 Liebig's, Chicago, 4 oz 5 50 Liebig's, Imported, 2 oz 4 55 Liebig's, Imported, 4 oz 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra MINCE MEAT Columbia, per case 2 75

6	7	8	9	10	11
MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 3 00 OLIVES Bulk, 1 gal. kegs ... 1.00 Bulk, 2 gal. kegs95 Bulk, 5 gal. kegs90 Manzanilla, 8 oz.90 Queen, 19 oz. ... 2 35 Queen, 23 oz. ... 4 50 Stuffed, 5 oz.90 Stuffed, 8 oz. ... 1 45 Stuffed, 10 oz. ... 2 30 PIPES Clay, No. 216 ... 1 70 Clay, T. D., full count ... 85 Cob, No. 385 PICKLES Medium Barrels, 1,200 count ... 5 50 Half bbls., 600 count ... 3 25 Small Barrels, 2,400 count ... 7 25 Half bbls., 1,200 count ... 4 25 PLAYING CARDS 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 POTASH 48 cans in case ... 4 00 Penna Salt Co's ... 3 00 PROVISIONS Barreled Pork Mess ... 13 00 Fat back ... 14 00 Back fat ... 14 50 Short Cut ... 13 00 Bean ... 11 50 Pig ... 18 00 Brisket ... 13 50 Clear Family ... 11 75 Dry Salt Meats S P Bellies ... 8 1/2 Bellies ... 8 1/2 Extra Shorts ... 8 1/2 Smoked Meats Hams, 12lb. average ... 10 Hams, 14lb. average ... 10 Hams, 16lb. average ... 10 Hams, 29lb. average ... 10 1/2 Skinned Hams ... 10 1/2 Ham, dried beef sets ... 10 Shoulders, (N. Y.) ... 10 1/2 Bacon, cleared ... 9 1/2 @ 10 1/2 California Hams ... 7 Picnic Boiled Ham ... 11 Boiled Ham ... 16 Berlin Ham pr's'd ... 8 Mince Ham ... 10 Lard Compound ... 5 Pure ... 7 1/2 80lb. tubs, advance ... 7 1/2 50lb. tubs, advance ... 7 1/2 20lb. pails, advance ... 7 1/2 10lb. pails, advance ... 7 1/2 5lb. pails, advance ... 7 1/2 3lb. pails, advance ... 7 1/2 Sausages Bologna ... 5 Liver ... 6 1/2 Frankfort ... 7 Pork ... 6 1/2 Veal ... 8 Tongue ... 9 1/2 Headcheese ... 6 1/2 Beef Extra Mess ... 9 50 Boneless ... 10 50 Rump, new ... 10 50 Pig's Feet 1/4 bbls. ... 1 10 1/2 bbls., 40lbs. ... 1 75 3/4 bbls., 60lbs. ... 3 75 1 bbl. ... 7 75 Tripe Kits, 15 lbs. ... 70 1/4 bbls., 40 lbs. ... 1 50 1/2 bbls., 80lbs. ... 3 00 Casings Hogs, per lb. ... 26 Beef rounds, set ... 15 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... @ 10 Rolls, dairy ... 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast Beef ... 2 00 @ 2 50 Potted ham, 1/4 ... 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 RICE Screenings ... 2 @ 2 1/2 Fair Japan ... @ 3 1/2 Choice Japan ... @ 4 1/2 Fair Louisiana hd. ... @ 3 1/2 Choice La. hd. ... @ 4 1/2 Fancy La. hd. ... @ 5 1/2 Carolina ex. fancy ... @ 6 1/2 SALAD DRESSING Columbia, 1/2 pint ... 2 25 Columbia, 1 pint ... 4 00 Durkee's large, 1 doz. ... 4 50 Durkee's small, 2 doz. ... 2 50 Snider's small, 2 doz. ... 1 35 SALERATUS Packed 60 lbs in box Arm and Hammer ... 3 15	Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 L. P. ... 3 00 Wyandotte, 100 %s ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100lb cases ... 1 00 Lump, bbls ... 75 Lump, 145lb kegs ... 35 SALT Common Grades 100 3lb sacks ... 1 95 60 5lb sacks ... 1 85 28 10 1/2 sacks ... 1 75 56 lb. sacks ... 30 28 lb sacks ... 15 Warsaw 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 Solar Rock 56lb. sacks ... 20 Common Granulated, fine ... 80 Medium fine ... 85 SALT FISH Cod Large whole ... @ 7 Small Whole ... @ 6 1/2 Strips or bricks 7 1/2 @ 11 Pollock ... @ 3 1/2 Herring 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 Scaled ... 15 Trout No. 1, 100lbs ... 7 50 No. 1, 40lbs ... 3 25 No. 1, 10lbs ... 90 No. 1, 8lbs ... 90 Mackerel Mess, 100lbs. ... 13 50 Mess, 40lbs. ... 5 80 Mess, 10lbs. ... 1 65 Mess, 8lbs. ... 1 35 No. 1, 100lbs. ... 12 00 No. 1, 40lbs. ... 5 20 No. 1, 10lbs. ... 1 55 No. 1, 8lbs. ... 1 28 Whitefish No. 1 No. 2 Fam 100lb ... 8 50 3 50 50lbs ... 4 50 2 10 10lbs ... 1 00 50 8lbs ... 82 44 SEEDS Anise ... 15 Canary, Smyrna ... 7 1/2 Caraway ... 1 00 Cardamom, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cuttle Bone ... 25 SHOE BLACKING Handy Box, large 3 dz. ... 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rappie, in jars ... 43 SOAP Central City Soap Co. Jaxon ... 2 85 Boro Naphtha ... 4 00 Johnson Soap Co. Ajax ... 1 85 Badger ... 3 15 Borax ... 3 40 Calumet Family ... 2 35 China, large cakes ... 5 75 China, small cakes ... 3 75 Etna, 9 oz. ... 2 10 Etna, 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 ... 2 30 Scotch Family, 100 ... 3 00 cakes, ... 3 80 Weldon ... 2 85 Assorted Toilet, 50 car- tons ... 3 85 Assorted Toilet, 100 ... 7 50 cartons, ... 7 50 Cocoa Bar, 6 oz. ... 3 25 Cocoa Bar, 10 oz. ... 5 25 Senate Castle ... 4 00 Palm Olive, bath ... 10 50 Palm Olive, bath ... 11 00 Rose Bouquet ... 3 40 J. S. Kirk & Co. American Family ... 4 05 Dusky Diamond, 50 8oz ... 2 80 Dusky D'nd, 100 6oz ... 3 80 Jap Rose, 50 bars ... 3 10 Savon Imperial ... 3 10 White Russian ... 2 85 Satinet, oval ... 2 15 Snowberry, 100 cakes ... 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes ... 2 85 Naphtha soap, 100 cakes ... 4 00	Big Master, 100 bars ... 4 00 Marseilles White soap ... 4 00 Snow Boy Wash Pwr ... 4 00 Proctor & Gamble Co. Lenox ... 2 85 Ivory, 6 oz. ... 4 00 Ivory, 10 oz. ... 6 75 Star ... 3 10 A. B. Wrisley Good Cheer ... 4 00 Old Country ... 3 40 Soap Powders Central City Soap Co. Jackson, 16 oz ... 2 40 Gold Dust, 24 large ... 4 50 Gold Dust, 100-50 ... 4 00 Kirkoline, 24 4lb. ... 3 90 Pearline ... 3 75 Soapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 50 Armour's ... 3 70 Wisdom ... 3 80 Soap Compounds Johnson's Fine ... 5 10 Johnson's XXX ... 4 25 Nine O'clock ... 3 35 Rub-No-More ... 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots ... 9 00 Sapolio, half gross lots ... 4 50 Sapolio, single boxes ... 2 25 Sapolio, hand ... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes ... 1 80 Scourine, 100 cakes ... 5 50 SODA Boxes ... 5 1/2 Kegs, English ... 4 1/2 SOUPS Columbia ... 3 00 Red Letter ... 90 SPICES Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Canton ... 15 Cassia, Batavia, bund ... 28 Cassia, Saigon, broken ... 40 Cassia, Saigon, in rolls ... 55 Cloves, Amboyina ... 18 Cloves, Zanzibar ... 16 Mace ... 15 Nutmegs, 75-80 ... 45 Nutmegs, 105-10 ... 35 Nutmegs, 115-20 ... 30 Pepper, Singapore, blk. ... 15 Pepper, Singap. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 20 Ginger, African ... 15 Ginger, Cochon ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 18 Pepper, Singap. white ... 20 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1lb packages ... 4 @ 5 3lb packages ... 4 @ 5 6lb packages ... 5 @ 5 40 and 50lb boxes ... 3 @ 3 1/2 Common Corn 20lb packages ... 5 40lb packages ... 4 @ 7 SYRUPS Corn Barrels ... 22 Half Barrels ... 24 20lb cans 1/2 dz in case ... 1 55 10lb cans 1/2 dz in case ... 1 50 5lb cans 2 dz in case ... 1 65 2 1/2lb cans 2 dz in case ... 1 70 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 India Ceylon, choice ... 32 Fancy ... 42	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 34 Hiawatha, 5lb pails ... 56 Hiawatha, 10lb pails ... 54 Telegram ... 30 Pay Car ... 33 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 44 Tiger ... 40 Plug Red Cross ... 31 Palo ... 35 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 Heidsick ... 66 Boot Jack ... 80 Honey Dip Twist ... 40 Black Standard ... 40 Cadillac ... 40 Forge ... 44 Nickel Twist ... 52 Mill ... 32 Great Navy ... 36 Smoking Sweet Core ... 34 Flat Car ... 32 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kila 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 Plover Boy, 3 1/2 oz. ... 39 Plover Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 1/2 oz. ... 38 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 30 Good Indian ... 25 Self Binder, 16oz, 8oz 20-22 Silver Foam ... 24 Sweet Marie ... 32 Royal Smoke ... 42 TWINE Cotton, 3 ply ... 20 Cotton, 4 ply ... 20 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 VINEGAR 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 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels, wide band ... 1 25 Market ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large 7 00 Willow Clothes, med m 6 00 Willow Clothes, small 5 50 Bradley Butter Boxes 2lb size, 24 in case ... 72 3lb size, 16 in case ... 68 5lb size, 12 in case ... 63 10lb size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60 Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross bx ... 55 Round head, cartons ... 75 Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in. ... 65 Cork lined, 9 in. ... 75 Cork lined, 10 in. ... 85 Cedar, 8 in. ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2, pat. brock ... 75 12lb cotton mop heads ... 40 Ideal No. 7 ... 90	Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 65 Mouse, tin, 5 holes ... 80 Rat, wood ... 75 Rat, spring ... 75 Tubs 20-in., Standard, No. 1 ... 1 70 18-in., Standard, No. 2 ... 2 60 16-in., Standard, No. 3 ... 3 00 20-in., Cable, No. 1 ... 7 50 18-in., Cable, No. 2 ... 6 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 50 Single Peerless ... 2 75 Northern Queen ... 2 75 Double Duplex ... 2 75 Good Luck ... 2 75 Universal ... 2 65 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 1 25 17 in. Butter ... 2 25 19 in. Butter ... 4 75 Assorted, 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 3 1/2 Wax Butter, short cut ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz ... 1 15 Yeast Cream, 3 doz ... 1 00 Yeast Foam, 1 1/2 doz ... 58 FRESH FISH Jumbo Whitefish ... 11 @ 12 No. 1 Whitefish ... @ 9 Trout ... @ 9 1/2 Black Bass ... @ 9 1/2 Halibut ... 12 @ 12 1/2 Ciscos or Herring ... @ 5 Bluefish ... 11 @ 12 Live Lobster ... @ 22 Boiled Lobster ... @ 23 Cod ... @ 12 1/2 Haddock ... @ 8 No. Pickler ... @ 9 Perch, dressed ... @ 7 Smoked White ... @ 12 1/2 Red Snapper ... @ Col. River Salmon ... 13 @ 14 Mackerel ... 15 @ 16 OYSTERS Cans F. H. Counts ... Per can Extra Selects ... 2 00 Selects ... 1 75 Perfection Standards ... 1 50 Anchors ... 22 Standards ... 1 30 Favorites ... 19 Bulk Oysters F. H. Counts ... 2 25 Extra Selects ... 2 00 Selects ... 1 65 Standards ... 1 50 Perfection Standards ... 1 25 Clams ... 1 25 Shell Goods Per 100 Clams ... 1 25 Oysters ... 1 25 HIDES AND PELTS Hides Green No. 1 ... 8 1/2 Green No. 2 ... 7 1/2 Cured No. 1 ... 10 Cured No. 2 ... 12 Calfskins, green No. 1 ... 12 Calfskins, green No. 2 ... 10 1/2 Calfskins, cured No. 1 ... 13 1/2 Calfskins, cured No. 2 ... 12 Steer Hides, 60lbs, over 10 1/2 Pelts Old Wool ... Lamb ... 90 @ 2 00 Shearlings ... 25 @ 80 Tallow No. 1 ... @ 4 No. 2 ... @ 3 Wool Washed, fine ... @ Unwashed, medium ... 22 @ 27 Unwashed, fine ... 14 @ 20 Washed, medium ... @ 32	CONFECTIONS Stick Candy Standard ... 8 Standard H. H. ... 8 Standard Twist ... 8 1/2 Cut Loaf ... 9 Jumbo, 32lb. ... cases Extra H. H. ... 8 Boston Cream ... 10 Old Time Sugar stick 30lb case ... 12 Mixed Candy 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 O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 11 Starlight Kisses ... 10 San Blas Goodies ... 12 Lozenges, plain ... 9 1/2 Lozenges, printed ... 10 1/2 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Eureka Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 9 Moss Drops ... 9 1/2 Lemon Sours ... 9 1/2 Imperial ... 9 1/2 Ital Cream Opera ... 12 Ital Cream Bon Bons ... 12 20lb pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Topazolas ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 55 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Bitter Sweets, ass'd ... 2 25 Brilliant Gums, Crs. ... 60 A. A. Licorice Drops ... 90 Lozenges, plain ... 55 Lozenges, printed ... 55 Imperial ... 55 Mottos ... 60 Cream Bar ... 55 G. M. Peanut Bar ... 55 Hand Made Cr'sms. 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 ... 6 00 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize ... 18 Gold Medal Chocolate Almonds ... 18 Chocolate Nugatines ... 18 Quadruple Chocolate ... 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails ... 13 1/2 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 100s ... 50 Pop Corn Toast, 100s ... 50 Cracker Jack ... 3 00 Pop Corn Balls, 200s ... 1 20 NUTS-Whole Almonds, Tarragona ... 15 Almonds, Avica ... 15 Almonds, California sft shell, new ... 15 @ 16 Brazil ... 13 @ 14 Filberts ... 13 Cal. No. 1 ... 14 @ 15 Walnuts, soft shelled. Walnuts, new Chili ... 12 Table nuts, fancy ... 13 Pecans Med. ... 10 Pecans, ex. large ... 11 Pecans, Jumbos ... 12 Hickory Nuts pr bu Ohio new ... 1 75 Cocoanuts ... 4 Chestnuts, New York State, per bu ... Shelled Spanish Peanuts 6 @ 7 Pecan Halves ... @ 42 Walnut Halves ... @ 28 Filbert Meats ... @ 25 Alicante Almonds ... @ 33 Jordan Almonds ... @ 47 Peanut Fancy, H. P. Suns ... 6 Fancy, H. P. Suns, Roasted ... 7 Choice H. P. Jbo. ... @ 7 1/2 Choice, H. P. Jum- bo, Roasted ... @

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case 45
1/2 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

ROYAL



10c size. 90
1/4 lb. cans 135
6 oz. cans 190
1/2 lb. cans 250
3/4 lb. cans 375
1 lb. cans 480
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

Arctic 4 oz. ovals, p. gro 4 00
Arctic 8 oz. ovals, p. gro 6 00
Arctic 16 oz. r'd., p. gro 9 00

BREAKFAST FOOD

Wah-De-Roo So.'s Brands



Sunlight Flakes
Per case \$4 00
Wheat Grits
Cases, 24 2 lb. pack's . \$2 00

CIGARS



G. J. Johnson Cigar Co.'s b'd.
Less than 500 \$3 00
500 or more \$2 00
1,000 or more \$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case . 2 60
35 1/2 lb. pkg. per case . 2 60
35 1/2 lb. pkg. per case . 2 60
16 3/4 lb. pkg. per case . 2 60

FRESH MEATS

Beef

Carcass 4 @ 7 1/4
Forequarters 4 @ 5 1/2
Hindquarters 6 1/2 @ 8 1/2
Loins 9 @ 16
Ribs 8 @ 14
Rounds 5 1/2 @ 6 1/2
Chucks 4 @ 5
Plates 3 @ 3
Dressed 6 @ 6
Loins 8 @ 8 1/4
Boston Butts 8 @ 8
Shoulders 7 @ 7 1/2
Leaf Lard 7 @ 7
Mutton
Carcass 7 @ 7
Lambs 12 1/2 @ 12 1/2
Veal
Carcass 5 1/2 @ 8



CORN SYRUP

24 1 lb. cans 1 84
12 2 lb. cans 2 30
6 4 lb. cans 3 50

COFFEE

Roasted

Dwinell-Wright Co.'s Bds



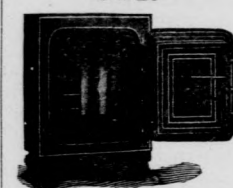
White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel
Bay City; Godsmark, Du-
rand & Co., Battle Creek
Fielbach Co., Toledo.



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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

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Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
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Ltd.

\$.50 carton, 36 in box. 10.80
1.00 carton, 18 in box. 10.80
12 1/2 lb. cloth sacks . . . 84
25 lb. cloth sacks . . . 1.65
50 lb. cloth sacks . . . 3.15
100 lb. cloth sacks . . . 6.00
Peck measure 90
1/2 bu. measure 1.80
12 1/2 lb. sack Cal meal . 39
25 lb. sack Cal meal . . 75
F. O. B. Plainwel, Mich.

SOAP

Leaver Soap Co.'s Brands



1. cakes, large size . . 6 50
50 cakes, large size . . 3 25
100 cakes, small size . . 3 25
50 cakes, small size . . 1 50

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

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sell them
all at the
same price
irrespective of
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or
denomination.

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send you samples
if you ask us.
They are
free.

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Grand Rapids

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There are something like 85,000 com-
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ful and some are not.

Ours is a successful one. In fact it is
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catalogues or any 400 traveling salesmen
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chandise in the world.

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entirely by catalogue.

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Knox, 1902 Winton phaeton, two Oldsmobiles, sec-
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tance with top, refinished White steam carriage
with top, Toledo steam carriage, four passenger,
dos-a-dos, two steam runabouts, all in good run-
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Department
of the
Tradesman

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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.

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For Sale—Stock general merchandise in one of the best Southern Michigan towns of 800 population. Stock clean and up-to-date, consisting of dry goods, groceries, boots and shoes, notions and gents' furnishings. Best of reasons for selling, other business occupying my time. Store room, 120 feet deep, well lighted, best of location. Value of stock about \$7,000. Reasonable rental. Only one other general store in the town. Address "C," care Michigan Tradesman. 344

Young lady desires a position as bookkeeper. Best of references. Address No. 342, care Michigan Tradesman. 342

For Sale For Cash—Small stock of hardware and tinners' tools. Will invoice about \$2,000. Will discount to suit purchaser if sold at once. Reason for selling, other business. Address No. 341, care Michigan Tradesman. 341

For Sale—Good paying drug store in Grand Rapids. Centrally located, invoices about \$3,800. Daily average cash sales for February, \$23. Expense of store for rent, telephone, light, heat, insurance, taxes, etc., \$2.75 per day. Stock in good condition. Reason for selling, have other business. A bargain. Address No. 338, care Michigan Tradesman. 338

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Wanted—I can sell your business or real estate for cash. If you want to buy, sell or exchange any kind of business or real estate, no matter where located, I can save you time and money. Strictly confidential. Write to-day. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 336

Long Island Cabbage Seed—Spring, Summer, Fall and Winter. Catalogue and sample free. Four 10 cents. Francis Brill, Hempstead, N. Y. 334

For Sale—Clean stock of general merchandise with fixtures. Railroad town. Population 400. Good country trade. Must sell at once. Address No. 331, care Michigan Tradesman. 331

Bakery—The best bakery, ice cream and candy plant in the state of Kansas. Address James P. Divine, Salina, Kas. 330

For Sale—One of the best located drug stores in Grand Rapids. Cash price \$4,000. Address "Druggist," care Michigan Tradesman. 314

Wanted—Parties with moderate sums to join me in ground floor proposition in drilling several oil wells on 800 acres in famous second sand deep-pay oil fields near Muncie, Indiana. Am an experienced oil producer. This land will prove very rich. 20 acre tracts in Muncie field have proven bonanzas, paying 50 to 100% per month. This 800 acres will pay better still. Address Charles E. Russell, LaPorte, Ind. 328

Druggist with small capital wants to purchase drug stock. Address "Stock," care Michigan Tradesman. 321

For Sale—Small stock dry goods and groceries. Cash business past six years. Located best corner in town and best town in Western Michigan. Address Lock Box 114, Hart, Mich. 327

For Sale—Soda fountain, 24 syrups. Has been run four summers. Cost about \$3,000 complete, will sell for \$2,000. Address Johnson Drug Co., Traverse City, Mich. 326

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 324

For Sale—\$2,000 drug stock in summer resort town on Lake Michigan, only 63 miles from Chicago. Two railroads. No competition. Reason for selling, ill health. Address Lock Box 53, New Buffalo, Mich. 323

Parties having \$100 to \$500 to invest in ground-floor oil proposition should correspond at once. I have option on 500 acres of splendid oil leases in the great Muncie, Ind., deep-pay or second sand oil field, one piece being entirely surrounded by big 150 to 300 barrel wells; my purpose is to organize a syndicate to take over these leases, drill two wells and then organize a stock company, to whom the syndicate will sell the improved property at a large profit; I am an experienced oil operator; am positive this deal will make big profits for all the syndicate members. Address for full particulars, Operator, 307 Faurot Blk., Lima, Ohio. 329

For Sale—A well equipped saloon in the liveliest town in southern Michigan, the home of the Round Oak Stove; population five thousand. If interested, address B. 111 Commercial St., Dowagiac, Mich. 322

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

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, Toledo, Ohio. 299

"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; \$16 per acre, \$5.50 per acre cash, rest on crop land. Address Lock Box 327, Sabula, Ia. 303

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; 11½ acres, level and without doubt one of the best locations as to shipping facilities that could be desired. J. W. Douthett, 351 Spitzer Bldg., Toledo, Ohio. 291

Oklahoma Farms—For sale in Comanche county, from \$1,000 to \$3,500 for 160 acres. Write for list and descriptions of same. M. A. Wert, Lawton, Okla. 290

Big Money—\$10 buys, puts or calls on 10,000 bushels wheat; no further risk; movement of 5 cents makes you \$500. Write for circular. The Standard Grain Co., Cleveland, Ohio. 289

For Sale—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

For Sale—Drug store, Northern Indiana at a bargain if sold by March 15. A snap. Address No. 282, care Michigan Tradesman. 282

For Sale—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 Lucas & Co., Oelwein, Iowa. 317

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. 359

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. 900

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

Cash for your stock. Our business is closing out stocks of goods or making sales for merchants at your own place of business, private or auction. We clean out all old dead stickers and make you a profit. Write for information. Chas. L. Vost & Co., Detroit, Mich. 250

For Sale—The only American meat market in the city of Mexico, with over 14,000 English speaking people. Sales \$300 to \$500 per day, 25 per cent profit. Special car orders from \$300 to \$1,000. Established 15 years. \$15,000 required. The California Market, 2a Independencia N. 1, Mexico, D. F. 267

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 mine operations, for a stock of general merchandise, drugs or hardware. Value \$5,500. Address 53 Duffield Ave., Galesburg, Ill. 277

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

560-acre improved farm; price right; title good. Address owner, Ira D. Smelser, 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 county 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

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

\$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

Want Ads. continued on next page

Our Experience Your Gain



I. 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.

AN APPEAL TO REASON!

Are you in trouble?
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Are you in disgust?
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Are you ready to quit?

We are ready to help—with the BEST Service.

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We are always short on promises, but long on results. Write to-day.

A. W. Thomas Auction Co.
477 Wabash Ave. Chicago



THE AUCTIONEER WHO NEVER HAS HAD A FAILURE.

We get the ready cash you need in your business and do not lower your standing in the community.

Write to-day.
R. B. H. MACRORIE
AUCTION CO.,
Library Hall, Davenport, Ia

Death of Mrs. W. B. Holden.

The sympathy of the fraternity will go out to Wm. B. Holden in consequence of the death of his wife, which occurred on March 3, after a lingering illness. The funeral was held Monday forenoon at the family residence, 763 South Lafayette street, the interment being in Fulton street cemetery.

Grand Rapids, March 6—"To know her was to love her" might most fittingly be said of Mrs. Anna Dettman Holden, wife of W. B. Holden, who departed this life March 3, 1905.

Born and reared in this city she had won many friends who, with the bereaved family, mourn her death.

Hers was a sunny nature that shed its beautiful rays upon all with whom she came in contact.

Her last illness was of long duration and the patience with which she bore her great suffering might be a lesson to us all.

A faithful friend, a loving sister, a devoted daughter and a helpful and affectionate wife—truly hers was the highest type of womanhood whose sweet influence can never die.

Mrs. Holden was confirmed in the German Lutheran church and was educated in the school of that denomination.

She leaves beside her husband, a father and mother, a sister and two brothers.

W. S. Burns.

Grand Rapids, March 6—At a meeting of Grand Rapids Council, No. 131, U. C. T., the following resolutions were unanimously adopted:

Whereas—It was the will of the Almighty God and Supreme Counselor of the Universe to take from the home and fireside of our esteemed brother, Past Counselor W. B. Holden, his dearly beloved wife; therefore be it

Resolved—That we as a Council and as individuals extend him our most sincere and heartfelt sympathy in his hour of great sorrow and sad bereavement, hoping that we may help to brighten his desolation by a warmer grasp of a friendly and brotherly hand and contribute by some word and deed some ray of light and comfort to him in this his darkest hour.

Resolved—That a copy of these resolutions be sent to our esteemed brother and to the Sample Case and Michigan Tradesman, and the same be transcribed on the records of the Council.

O. F. Jackson,
Wilbur S. Burns,
John G. Kolb.

The Boys Behind the Counter.

Kalkaska—Oscar Forsberg, of Manistee, an experienced dry goods and clothing salesman, has been engaged to succeed Upsall Hobbs at Palmer & Hobbs Co.'s store.

Jackson—Benjamin Stern, who has conducted a general store at Leslie for the past twelve years, has made a ten year lease of the three-story block formerly occupied by the McConnell Hardware Co. and will open a department store as soon as the stock can be purchased and installed.

Cadillac—Elmer A. Anderson has

resigned as the manager of the Cadillac Pharmacy and will leave, as soon as his successor comes, for Newberry, where he will become the manager for the Perry & Bohn drug store.

Bay City—Leo Miller, formerly with C. R. Hawley & Co. in their carpet department, has taken a position with M. L. Milner & Co., of Toledo.

Charlotte—Weaver Bros. have secured Walter Jones to manage their new drug store. Mr. Jones clerked in the Morton House Pharmacy in Grand Rapids for a period of six years and the past year he has been manager in the drug store of Frank Heath of Middleville.

Traverse City—Frank E. Oyer, manager of the cloak department of the Boston Store and an all around salesman for the past eight years, will in a few days resign his position. Mr. Rosenthal is closing out and in the cloak department the sales have been so rapid that there is not enough left to keep a salesman busy.

Pellston—Clarence Clapp, who for some time has been in charge of H. D. Judkins' general store, will be retained as manager of the store.

Adrian—Claudia & Meyer have secured a new clerk for their hardware store in the person of E. S. Beadle, of Auburn, Ind.

Ishpeming Business Men Getting Together.

Ishpeming, March 6—There was a meeting of the business men of the city last Friday evening, when the matter of completing the organization of the Ishpeming Business Men's Association was taken up. The by-laws committee had its report in shape and it was a most excellent report, the committee having gone over the ground in a careful manner and decided on a very excellent set of by-laws. They were read before the meeting and, while they were not finally adopted, they were practically approved by the meeting and at the next meeting there will be no opposition to their adoption with the few amendments which were made.

The matter of a credit box or report on trading qualifications of the people of the city was made by the Secretary; he outlined an excellent plan and one which it is believed will work better for the community than the one which is in use in Marquette and Negaunee. The Secretary was instructed to arrange for carrying out the system as outlined by him.

A committee was named to consider the matter of entertaining the business men of Negaunee and Marquette. While this invitation will be extended for an early April date it was thought that it would not be too soon to get the matter under way and make everything as it should be for the proper reception of the neighboring townspeople who just prior to the holidays put so much enthusiasm into the Ishpeming business men at Negaunee.

J. R. Dumont has opened a grocery store at Mears. The Worden Grocer Co. furnished the stock.

Death of Frank W. Bedee, of Chicago.

Frank W. Bedee, who had been a familiar figure at the office of W. F. McLaughlin & Co. for many years, died Feb. 26 and was buried on March 1.

Mr. Bedee was born at Joliet, Ill., May 18, 1845, and removed to Freeport a few years later. He went to Chicago when 14 years old and worked for G. W. Flanders & Co., corner of Wabash avenue and River street. He afterwards was taken into partnership in the firm. He went with W. F. McLaughlin & Co. nearly thirty years ago and continued with them until his death, which was caused by la grippe.

Mr. Bedee is survived by a wife and daughter.

Those who knew Mr. Bedee knew one of the choice spirits of the earth. He was one of the most genial of men, as well as one of the most devoted of Christian followers. His life was an example of uprightness without bending, and yet was totally lacking the austerity of the Puritan. He was kindness itself to all those with whom he came in contact, and many a poor family has excellent reason to feel thankful for his having lived.

In the home Mr. Bedee was the ideal husband and father, wrapped up in the interests of his family. His good humor was irresistible; his gentleness marvelous; his steadfastness in high ideals exemplary and admirable.

From Firm to Corporation.

Geo. H. Reeder & Co. have merged their business into a stock company under the same style, with a capital stock of \$50,000, all of which is subscribed and paid in in property. Mr. Reeder holds 450 shares; Harry L. Keyes, 25 shares and J. Wesley Baldwin, 25 shares. The officers of the corporation are as follows:

President and Treasurer—Geo. H. Reeder.
Vice-President—Harry L. Keyes.
Secretary—J. W. Baldwin.

Peter Jaspers, formerly engaged in the grocery business on Plainfield avenue, has opened a grocery store on Grand avenue. The stock was furnished by the Worden Grocer Co.

Light heart seldom goes with a light head.

Business Wants

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

For Sale—Clean stock of general merchandise in one of the best business towns in Michigan; population 1,000. Stock invoices \$6,000. Must sell at once on account of failing health. Address Lock Box 6, Manton, Mich. 271

For Sale—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.

Registered pharmacist wants position, city and country experience. Address C. L. Smith, 63 S. Division, Grand Rapids. 348

Wanted—Situation at once by an experienced drug clerk now at school of pharmacy. Address No. 343, care Michigan Tradesman. 343

Wanted at Once—Position by experienced registered pharmacist, best of references. Address Ichthyol, Box 332, Lowell, Mich. 335

Wanted—Position as salesman in general store or on road. Best of references. Address J. Rodgers, 216 1st Ave., Manistee, Mich. 332

Wanted—Position in general store. I have had three years' experience with good references. Address R, Box No. 106, Barryton, Mich. 325

HELP WANTED.

Wanted—An experienced shoemaker, bright young man, single, who can assist in the store also. Good wages. Address No. 346, care Michigan Tradesman. 346

Wanted—Competent all around dry goods clerk with some experience in cloak and carpet lines. Young man preferred. State salary and experience had. Address Lock Box 28, Alma, Mich. 340

Salesman to carry a good side line that will pay traveling expenses. Sells to house furnishing, general and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill. 339

Wanted—Successful established salesman, now working city groceries and general store trade in Nashville, Tenn., could handle several other good accounts on commission. Have thorough knowledge of credit and standing of the trade, ample storage room and the best delivery facilities. Can furnish all required references. John C. Quinn, 158 North Market St., Nashville, Tenn. 333

Wanted—Carpet salesman. Young man 21 to 30 years old, strong and vigorous. One who has had considerable experience in selling carpets preferred. Address Business, care Hudson House, Lansing, Mich. 345

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—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. Armitage Mfg. Co., Richmond, Va. 309

\$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

All merchants that are overstocked should write us at once, relative to our plans for conducting 10 day stock reduction sales. Our methods must be right and results satisfactory or we could not refer you, by permission, to Chicago wholesale houses, such as: Wilson Bros., Cluett, Peabody & Co., John G. Miller & Co., Sweet, Dempster & Co., and many others. When writing give estimate on size of stock. C. N. Harper & Co., Merchandise Sale Specialists, 210-87 Washington St., Chicago, Ill. 347

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

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 3 1/2 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