

# MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MARCH 15, 1905

Number 1121

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## The William Connor Co.

WHOLESALE CLOTHING  
MANUFACTURERS

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

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

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

We Buy and Sell  
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State, County, City, School District,  
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**BONDS**

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H. W. NOBLE & COMPANY  
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Have Invested Over Three Million Dollars  
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Three Years

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to  
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The Tradesman Company  
Engravers and Printers  
ILLUSTRATIONS OF ALL KINDS  
STATIONERY & CATALOGUE PRINTING  
GRAND RAPIDS, MICHIGAN.

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### Two Vital Questions for the Retail Dealer.

Harriette, March, 8.—We are subscribers to your valuable paper and interested in all questions which arise from time to time that it is hoped are for the good of the majority of the common people.

In your issue of March 1 we were interested in a letter, entitled Strenuous Objections to the Baggage Strip Blank. It is strange that the people will allow railroad companies to pile more red tape on every year, but let us not forget a question of greater importance, because it affects the consumer, and that is the way railroad companies handle, deliver and pay for damaged shipments of goods. No one would say that railroad companies can pay all claims as presented, but if any railroad company receives a shipment of goods and delivers it all the same day and it does not reach its destination in good order, why should any railroad company be permitted to pay for such goods as are damaged or lost when they please or as much as in their judgment is right? And will someone also tell us why it is that the manufacturers and jobbers and the people of this great State of Michigan will allow railroad companies to increase their unjust treatment every year?

George Rose.

The Tradesman has had considerable experience in attempting to adjust losses and damages of this character. It has a claim against the Grand Trunk Railway ten years old, on which it has never been able to obtain any satisfaction. The claim has long ago been given up as lost, because the entire management of the Grand Trunk Railway—like the road itself—appears to be fifty years behind the times. A large claim against the Lake Shore was adjusted within a few months, no interest, of course, being allowed on the deferred payment. A claim against the G. R. & I. is always adjusted in from three to ten days—never longer than ten days. Probably a country merchant who must present his claim through

the local agent could hardly expect such prompt service, but the Tradesman receives few complaints from patrons of the G. R. & I.

The questions propounded are vital ones to the trade and the Tradesman would be pleased to receive contributions on the subject from its subscribers.

### The Grain Market.

While the wheat market the past week has been very active, covering a range in price for one day of 5c per bushel, the net change for the week shows a decline of only 1@2c per bushel. The movement of wheat from first hands is light, country roads throughout the winter wheat belt as a rule being in bad condition and, in fact, there does not seem to be an inclination on the part of holders to sell. The export trade is very small, the Government report showing total exports of wheat and flour for the month of February from both coasts at 2,600,000 bushels, as compared with exports for the same month last year at 7,900,000 bushels, and it is further stated that of the above not a bushel of domestic wheat was exported from the Atlantic coast in February, and the same was practically true of January. The export shipments have been made up from shipments of wheat and flour in bond to the Continent and Western coast shipments to the Orient.

The visible supply as reported by Bradstreet's shows an increase in wheat of 471,000 bushels; corn, 187,000 bushels, and a decrease in oats of 146,000 bushels, which leaves the present visible supply of wheat 35,094,000 bushels, as compared with 33,396,000 bushels at the same time last year; corn at 9,356,000 bushels, or 500,000 bushels less; oats at 15,727,000 bushels, or 5,000,000 bushels more than in 1904.

The corn market has been very strong and has shown an advance of 3@4c per bushel; in fact, the cash market has advanced even faster than the options. There is an exceptionally good demand for choice milling corn, and the general inclination on the part of dealers and feeders alike is to take only the better grades.

The movement of oats has been rather light, with prices unchanged to a quarter higher. The demand for oats continues fair and the market seems to be getting into a more healthy condition. There is considerable enquiry for choice seed oats; more than usual, which would indicate that the spring seeding will be well looked after.

There is a fair demand for choice hand picked pea beans and the price holds firm, with askers practically 5c per bushel above the market.

L. Fred Peabody.

### Death of the Pioneer Merchant of Berlin.

Berlin, March 15—Joseph Raymond, the most popular business man of Berlin, died Monday, March 13, after an illness of several months. Mr. Raymond was born March 10, 1842, in Port Rowan, Ontario, where he was engaged in the hardware business for a time. About thirty-five years ago he came to Berlin and had been the hardware merchant of this place ever since, with the exception of a few months spent in Hesperia some years ago.

Mr. Raymond was a Mason, having taken the Chapter degree. He belonged to the Maccabees and was also a Granger. He was married in 1872 to Miss Elizabeth L. McLean, who survives him. He leaves three children, John, a traveling salesman, who resides in Lansing; Fred M., an attorney of Grand Rapids, and Bessie, who has been her father's faithful assistant in the business. While in Canada, he took an active part during the Fenian Raid of 1866, for which the British government awarded him a medal and a grant of land.

He was honorable, kind and obliging and never too tired or busy to do a favor for anyone. His life was exemplary in every respect and he was universally loved and respected. He will be sadly missed. The funeral services were held at the Baptist church this afternoon.

### Owosso Business Men To Touch Elbows.

Owosso, March 13—The Owosso Chamber of Commerce has now been in existence over a year. It was organized to further the interests of the city and now numbers about forty members. The officers believe that a general gathering of our citizens once a year about the banquet table for general discussion of matters of importance to the growth and development of the city would result in much good. Acting on this belief they have decided to hold the first annual banquet of the Owosso Chamber of Commerce in the near future and invite all the men who are interested in our city's prosperity to meet with them. Speakers of note who are authority on their topics will respond to toasts. Lansing, Hastings, Traverse City, Big Rapids and other cities have annual gatherings of this kind and derive great benefit from them.

Much that is written to set the world on fire does help kindle the fire in the office stove.

Originality in writing is simply a new arrangement of old ideas and words.

## GONE BEYOND.

## Sudden and Unexpected Death of David Holmes.

The Tradesman of last week announced that David Holmes, manager of the mercantile department of the Mitchell Brothers Company, at Jennings, was taking a much-needed respite from business cares and responsibilities by attending the inaugural at Washington and visiting his long-time friend, E. B. Wright, at Boardman, N. C. The edition had hardly been mailed when a message was received by his friends here and at Cadillac and Jennings, announcing his death on a train while enroute from Washington to Boardman. The circumstances attending the demise were thus set forth in Wilmington, N. C., Messenger of Friday morning:

Mr. David Holmes, a prominent business man of Jennings, Michigan, died yesterday morning on a Coast Line train while en route to Boardman to visit Mr. E. B. Wright. His death was due to hemorrhage of the liver.

Mr. Holmes and Mr. Wright were old friends and met in Washington several days ago, having gone there to attend the inauguration. Mr. Wright, who is manager of the Butters Lumber Co., at Boardman, N. C., invited Mr. Holmes to visit him and the invitation was accepted. The two boarded a Pullman of the south-bound Coast Line train and left Washington on Wednesday afternoon at 3:45 o'clock. At that time Mr. Holmes was in the best of spirits but soon after the train left Washington he complained of feeling unwell. He thought but little of it at the time but later in the evening grew worse and retired to the state room which had been engaged by the two gentlemen. Mr. Holmes' condition became such that when the train reached Rocky Mount, the services of Dr. J. H. Bornemann, of the Atlantic Coast Line Relief department, were secured. After working with the sick man for some time he seemed to get some better but Dr. Bornemann thought it best to stay near his patient so he went to a berth and retired. About 6 a. m., Mr. Wright noticed that his friend was breathing very heavily and he at once had Dr. Bornemann awakened. When the physician again reached the side of the sick man he was past the point when human aid could save him. Just as the train pulled into Goldsboro, between 6 and 7 o'clock, Mr. Holmes breathed his last.

The remains were brought to this city and upon arriving here were carried to the undertaking establishment of J. F. Woolvin to be prepared for burial. Mr. Wright at once wired to the relatives of the deceased. A lead casket was ordered in which to ship the remains. It is not known yet whether the remains will be shipped to Michigan to-day or to-morrow. Mr. Wright went to Boardman yesterday afternoon, but he will be back here to-day to attend to sending off the remains.

Mr. Wright was unable to undertake the journey to Grand Rapids, owing to the condition of his health, but sent a close friend, Mr. Chadborn, who is engaged in the lumber and hotel business. The trip was made via Washington, the remains reaching Grand Rapids Sunday afternoon, being met at the depot by representatives of the Knights Templar and sorrowing friends, who accompanied them to the undertaking rooms of James McInnis.

The funeral was held in the Fountain street Baptist Church Monday afternoon, Rev. J. Herman Randall conducting the services, which were plain and simple, in keeping with the character of the deceased. Representatives of De Molai Commandery acted as pall bearers and conducted the services at the grave. The interment was in Oak Hill Cemetery, which was in accordance with the frequently expressed wish of the deceased.

Mr. Holmes was born at Syracuse, N. Y., Sept. 20, 1854. His father and mother were born in the north of

Ireland, being a mixture of English and Scotch stock. When he was five years old his parents removed from Syracuse, locating at Otisco, N. Y., where the deceased attended school until 13 years of age. Later on he went to school winters and worked at truck gardening summers, subsequently attending the academy at Onondaga Valley, being the youngest academic pupil in the institution. His first employment was with Francis Hendricks, of Syracuse, manufacturer of picture frames and photo materials. He remained with this house six years, learning the business and working in the wholesale department. He afterwards took charge of the retail department and then went on the road for a year, covering New York, Eastern Ohio, Pennsylvania and New Jersey. From this position he was promoted to the management of the wholesale department, which situation he held for two years, when his

ment of the general store in the Elk Rapids Iron Co., remaining in that capacity four years.

Eight years ago the deceased took charge of the general stores of the Mitchell Brothers Company at Jennings and Stittsville, with headquarters at Jennings. The first year Mr. Holmes was in charge of the business the sales were \$42,000. Last year the sales aggregated \$150,000, plainly demonstrating the wonderful development of the business under the guidance and control of a competent manager.

As a store manager, Mr. Holmes had few equals and no superiors. His skill as a buyer and manager was seen in every department of the store under his charge. He confined his purchases to comparatively few houses and naturally made the men with whom he dealt his personal friends. The man who presumed upon his friendship, however, never was

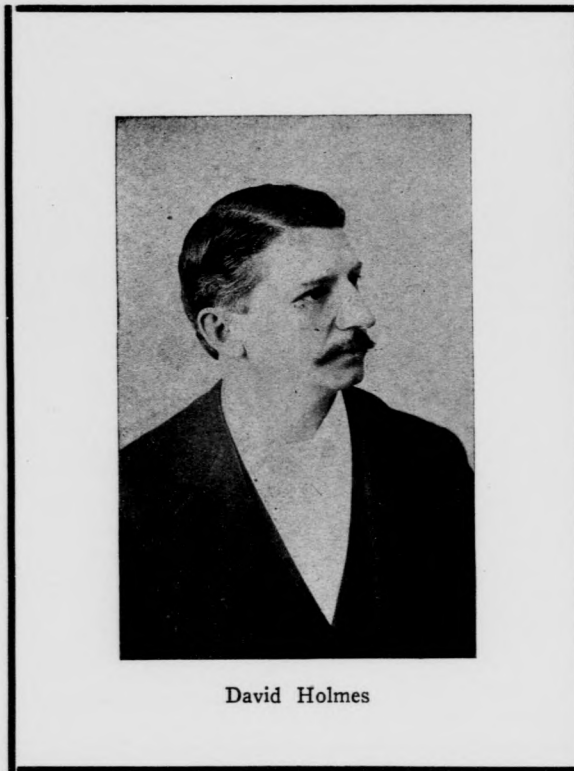
pley he was sometimes somewhat severe, exacting of them the same painstaking attention to the business which he gave it himself. His criticisms were always taken in good part by his associates, however, because they conceded that he was always just—that he did not require them to perform any duty or assume any responsibility which he would not expect to perform and assume himself if the situation were reversed. This knowledge served to make his clerks his personal friends and, as such, willing assistants and supporters.

Mr. Holmes was married June 26, 1894, to Mrs. Sarah McGregor, of Elk Rapids, and was the happy father of a daughter, Esia, who was nine years old on Jan. 30. Mrs. Holmes had two daughters by her first husband, who naturally became members of the Holmes household. The deceased treated his stepdaughters with the same respect and kindness he showed his own child and they mourn his death as sincerely as though he were their own, instead of their foster father.

While not a member of any church, the deceased was always a constant supporter of church work, and while at Woodville assisted very materially in the erection and maintenance of the Methodist Episcopal Church at that place. He supported the churches of Jennings to the extent of his resources and always cast the weight of his influence with the moral side of the community in which he lived.

The deceased was a member of all of the Masonic bodies, including the Shrine, and was also affiliated with the Elks, I. O. O. F. and Foresters. His social characteristics were well known. He had the faculty of making friends and the rarer one of keeping them. He was always cordial in manner, and enjoyed society; in fact, he carried his pleasant relations with individuals into every walk of life.

The secret of Mr. Holmes' successful career was threefold. He knew how, and loved to discover talent. Into the hands of dozens of obscure and untried men he put the key of opportunity, wholly free from notional antipathy, race prejudice or social narrowness, he measured his lieutenants by the single standard of ability to produce results. As an organizer and manager of men, his rare gifts would have brought him fame in public life. He had an eagle's eye for opportunity and an insatiable appetite for fresh enterprise in fields that remain unperceived by the dull vision of the mediocre. In the arts of mercantile construction he was a gifted architect, and to build was the darling occupation of his bold and aspiring mind. Every actuality, every present-day condition that could affect the welfare of his house was the object of his assiduous study, but his also was the rarer power to connect the present with the distant future by new lines of policy. He had the statesman's instinct for tendencies as well as realities; and when the tendency of to-day became the fact of to-morrow, it found him armed and prepared.



David Holmes

health broke down and he took up his residence in the country for a year. In the spring of 1881 he came West, stopping for a time in Detroit and afterwards at McBride's, finding employment the same season with the West Michigan Lumber Co., at Park City. He afterwards had charge of the store of Brewer & Brewer, at West Troy, and a year later took a clerkship in the West Michigan Lumber Co.'s store at Woodville. He remained there a few months, when he was given the management of the company's Park City store. The same season he was transferred to the Woodville store, and one year later was given the management of the company's three stores, remaining in that capacity for ten years.

On the closing of the stores of the West Michigan Lumber Co., due to the completion of the cut of the sawmills, the deceased took the manage-

able to secure any further orders from him. He was a close buyer and watched the trend of prices so carefully that he was almost invariably on the right side of the market. He exercised rigid scrutiny over his stock, keeping it up to an established standard, and never failed to return any goods which were not up to sample or which did not match his regular stock. He kept much of the detail connected with his business in his head, but the information thus sequestered was always at his command. He seldom had to refer to a cost book or invoice to refresh his memory on any point connected with previous purchases. The manner in which he was able to keep these matters in mind, subject to review at a moment's notice, was a matter of common comment and constant wonderment to his friends.

In the handling of clerks and em-



**Hardware Trade Brisk and Prices Firmly Held.**

Despite the difficulty that is still being experienced by hardware merchants throughout the country in making deliveries on time owing to the inadequate car supply, business in almost all lines continues brisk, while the outlook for the next few months is unusually favorable. As soon as the inefficient transportation facilities are improved and consignments are received with more regularity it is believed that the distributor with goods at hand will be rewarded with a most profitable business.

While in some quarters, notably in the Chicago market, many of the large buyers are not placing especially heavy orders because they have already covered the bulk of their requirements well into the spring, the trade in almost all parts of the East continues in good volume. The contracts which are being placed for builders' hardware are growing larger daily and the medium priced lines are especially active. There is every prospect, moreover, that the demand for large quantities of high grade goods for large office buildings, banks and public institutions will also increase greatly within the next few weeks. Many big orders of this character are already under negotiation and are causing mill agents and jobbers to submit bids in large numbers.

The recent advance in the prices of most lines of builders' hardware have not checked buying to any noticeable degree and it is not expected that they will. In fact, another advance is contemplated, as many lines are still selling at a lower level than is commensurate with the increased cost of raw materials.

Wholesale and retail hardware dealers as well as consumers are buying more freely of wire nails and other wire products as they are generally expecting another advance in the official quotations on these goods. The prices of eaves trough and conductor pipe have already been raised 7½ per cent., and all dealers are now asking and obtaining the higher figures. The policy of buying for immediate shipment to meet only the most pressing needs is gradually giving way to the desire to cover prospective requirements, and the business in hose, lawn mowers, scythes and garden implements is increasing rapidly.

**Pig Iron**—Steady and unabated buying of all grades of pig iron by the large and small consumers in all parts of the country at a new high level of prices characterized the trading in the local market last week. While the greater part of this buying was composed of a multitude of moderate-sized orders, several big contracts for round lots of foundry and basic iron were also awarded to local furnace representatives, although many of the largest tonnages were placed in Pittsburgh, Philadelphia and Cincinnati.

**Steel**—There appears to be no diminution in the demand for standard and light section steel rails. While the members of the Association are naturally booking the bulk of the

new orders, leading independents are also securing a large proportion of these contracts. The Chicago mills report that they have booked orders for 24,000 tons of standard rails within the last few days and while the Eastern mills have not recently obtained big tonnages of standard sections the business which they have taken in light sections has been phenomenally large. Many of the orders of this description have been placed by foreign railroads with narrow gauges, but the greater part has been awarded by domestic street railways and suburban lines. There is a moderate enquiry for structural and fabricated material, but most of the orders still call for small tonnages, averaging about 100 to 300 tons each. Many large contracts for building construction and new railroad bridges are under negotiation, but it is not believed that these will be placed for several days. Steel bars are selling freely for delivery in the second half of the year. While second hands are frequently disposing of their offerings of black and galvanized sheets at prices slightly lower than the official mill quotations, the general tendency of the market is upward and further advances are likely to be made in the prices asked by the leading manufacturers.

**Pig Tin**—The course of the market for pig tin during the last few days furnished a striking example of the complete dominance of the foreign interests in the trading in this city. With the available supplies far in excess of the demand and with additional shipments of considerable magnitude in transit for this country, prices of spot and nearby deliveries were not only held firmly but actually advanced by the London and continental traders who effected this singular result in this market by their operations in London.

**Copper**—With the exception of a moderate buying movement for domestic account, the local copper market continued rather quiet last week. European melters purchased but sparingly in this country, although they

covered prospective requirements extensively in the London market with standard warrants and refined metal for forward delivery. The Chinese interests, moreover, bought only a few small tonnages and then withdrew from this market.

**Fewer Castor Beans Grown.**

The growing of castor beans in Kansas has declined to a point indicating that it may shortly cease altogether. The crop of 1904 amounted to only 2,925 bushels. In 1879,

according to the State Board of Agriculture, the yield was 766,143 bushels.

Even when a woman has clocks in her stockings she can generally manage to miss a train.

Buyers and Shippers of  
**POTATOES**  
in carlots. Write or telephone us.  
**H. ELMER MOSELEY & CO.**  
GRAND RAPIDS, MICH.

**An "Eye-Opener"**

**Our Jewel—Special Roll Top Desk**



As Good  
as  
The Best

Dimensions  
50 in. Long  
48 in. High  
31 in. Deep

**Almost a Complete Office in a Single Desk**

They have no competition. Quartered oak front, hand rubbed and polished front, writing bed, curtains and deck top, heavy oak construction throughout, carved drawer pulls, roller casters, easy running roller curtain, lock drawers automatically, high-grade workmanship and finish.

Twelve pigeon hole boxes. Three Standard Letter Files covered by a neat curtain, working automatically like the large one.

For a short time only we will give this beautiful office fixture away FREE with 100 pounds strictly pure Assorted Spices for \$35.00 F. O. B. Toledo and factory. (Chair can be furnished at \$5.00 extra.)

Don't delay ordering.

**WOOLSON SPICE CO., Toledo, Ohio**

**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



## AROUND THE STATE

Owosso—Jay Fuller will shortly open a new meat market.

Port Huron—W. H. Appenzeller has opened a new shoe store.

Breckenridge—L. H. Brockway, druggist, is succeeded by H. G. Watz.

Detroit—August May is succeeded in the grocery business by Clemens F. Ricken.

Napoleon—Wm. S. Blackmar has discontinued his general store and drug business.

Scottville—Fisher Bros. are succeeded in the general store business by Perry Birman.

Fairgrove—Alfred H. Moses is succeeded by McKay & Stone in the jewelry business.

Otsego—Meyle Bros. will continue the meat business formerly conducted by John Meyle.

Sault Ste. Marie—The Arnold Brewing Co. has filed a voluntary petition in bankruptcy.

Montague—Rose & Son, general store dealers, have filed a voluntary petition in bankruptcy.

Iona—Frank E. Bradford, clerk in Fleming's grocery, has bought the grocery stock of F. N. West.

Milan—O. A. Kelley is succeeded in the hardware business by the Kelley & Loveland Hardware Co.

Detroit—John H. Guinan will continue the grocery business formerly conducted by Guinan & Butler.

Brighton—Kelley & Loch succeed Mrs. A. Merchant, who formerly did a millinery and bazaar business.

Ludington—Beaudrian & Fowler, dealers in crockery and bazaar goods, are succeeded by DeYoung & Fowler.

Saginaw—The business of Vanek & Pycha, merchant tailors, will be continued in the future by Jerome Pycha.

Richland—Milburn Bros. succeed Herbert C. Bresee, who formerly conducted a general store and meat market.

Niles—Barton Babcock has reopened a grocery store at 1106 Broadway, where he has installed a new stock of goods.

Reese—Joseph Shiller will continue the general store and hardware business formerly conducted by Shiller Bros.

Big Rapids—Robert Farrough has repurchased from O. S. Percy the grocery stock he sold to Percy a few weeks ago.

Pellston—Clarence Clapp will engage in the clothing and men's furnishing goods business under the style of C. A. Clapp & Co.

Millersburg—A chattel mortgage has been foreclosed on the stock of A. R. McKenzie, who formerly conducted a general store.

Henrietta—The John M. Fuller Co. is succeeded by John Van Horn & Son, who will conduct a general store and also carry a line of drugs.

Benton—Wm. J. Harper has removed the plant of the Columbian Cigar Co. from Detroit to this city, where it was originally established.

St. Johns—The store of Mrs. Estelle Griffin, who carried a line of millinery and fancy goods, has been closed under a chattel mortgage.

Thompsonville—Elmer B. Wareham has purchased the hardware stock of S. A. Hathaway and will continue the business at the same location.

Ionia—S. R. Rice has purchased the stock and fixtures of Geo. I. Hall & Co. and will consolidate the same with his stock of groceries, dry goods and notions.

Eaton Rapids—Amaziah Crane has purchased an interest in the produce, implement and vehicle business of his brother, J. E. Crane. The firm name will be Crane & Crane.

Lake Linden—William G. Wild and Charles Grant have formed a copartnership under the style of Wild & Grant and engaged in the confectionery and cigar business.

Montague—E. F. Peterson has sold his stock of groceries and general merchandise at Sylvan Beach to Geo. Mason, who now owns stores at both Sylvan Beach and Michilinda.

Holland—Fred Kleyn has rented the store occupied by Steketee & Kleyn, the milliners, and will open a shoe store. The millinery firm will move into the new W. C. Walsh block.

Vermontville—O. M. Folger has sold his general produce store at this place to his son, Clarence E., and N. E. McLaughlin, who will conduct the business under the name of the Vermontville Produce Co.

Lowell—The purchasers of the Ruben & Co. dry goods stock have formed a copartnership under the style of the Spencer-Welch Co. Thos. A. Welch will move here from Nashville and take the active management of the business.

Belding—Warren & Taylor, of St. Johns, have purchased the City meat market of Hale & Post and have also purchased the market of Higgins & Cottrell, located in the basement on Main street. They have consolidated the two markets.

St. Clair—T. J. Millikin is moving his stock of damaged groceries and drugs into the building formerly occupied by the Milling Co., at the corner of Jay and Second streets, and will have a fire sale as soon as the goods can be arranged.

Cedar Springs—Wm. H. Wheeler is organizing a stock company to engage in general trade here when Wm. E. Gustine moves his general stock to Sunfield. The double store now occupied by Mr. Gustine will be the location of the new store.

Iron Mountain—The creditors of the late firm of Rahm & Rylander, jewelers, have agreed to accept a settlement upon the basis of 30 cents on the dollar. The business will be continued at the old stand by the new firm of Rahm & Wills.

Elk Rapids—The hardware firm of Brett & White has been dissolved, F. M. Brett continuing the business at the old stand. Mr. Brett is a practical hardware man, and before his removal here was for several years in the employ of Hibbard, Spencer, Bartlett & Co., of Chicago.

South Haven—W. C. Burge has purchased the interest of his brother in the grocery stock and bakery business of Burge Bros. and has formed a copartnership with his sister, Mabel, to continue the business under a firm name to be decided later.

Saginaw—Sheriff Burgess has attached the stock of the Ideal Grocery, conducted by Wallace H. Peck, on Genesee avenue, in behalf of the Stewart Mercantile Co., which holds a chattel mortgage for \$4,300 on the concern. Mr. Peck was formerly in business at Sanford.

Houghton—B. T. Barry has sold his drug stock to L. H. Atkin, who will continue the business. Mr. Atkin's first experience in the business was with Harwood & Kephart, at Petoskey, his home town. Subsequently he spent two years in Manistique with E. N. Orr & Co. He has been in this place three years.

Detroit—The D. Karle Co., Ltd., a partnership association, to engage in the plumbing and tinsmithing business, has filed articles with the county clerk. Those interested are Donat Karle, Joseph Karle, William Adams, Albert F. Crumhorn, Edward H. Reichle, Christian F. Fauser and Frank Eberts. The capital stock is \$15,000.

Cheboygan—The co-partnership between James Taylor, Geo. Annand, Thomas A. Martin and Geo. D. Kies, doing business under the firm name of The Cheboygan Manufacturing Co., has been dissolved, Mr. Taylor retiring from the firm. Messrs. Annand, Martin and Kies will continue the business under the old firm name.

Ionia—A. A. Knight has sold his furniture stock to Walter L. Winchell and Orin Stone, who expect to take possession sometime in April. Mr. Knight has had a most honorable business career in this place, covering forty-three years, and retires, with the universal respect of the community, to the rest which seems a necessity in his advanced years.

Jackson—The J. H. Laurim Co. has been organized to engage in the dry goods business. The capital stock is \$3,100, all paid in. The stockholders are J. H. Laurim, 150 shares; Patrick F. Dela Hunt, 150 shares; Mrs. Clara A. Dela Hunt, 10 shares. Mr. Laurim was formerly associated with Brown, Lotz & Watt and has had several years' experience in the dry goods business.

Ann Arbor—C. F. Pardon has sold his grocery stock and meat business to Joseph Hoheisel, of Norway, who will continue the business. Mr. Pardon is one of the older business men of the city, having been engaged in trade at his present stand for the past eleven years, and his retirement will be a distinct loss to the business interests of the city. For the past five years he has not spent a day away from his store.

Detroit—Johnson Bros., wholesale dealers in butter, eggs, cheese and poultry at 360 High street, East (Eastern Market), have sold out to H. A. Shiller, formerly of the general firm of Shiller Bros., at Reese, and A. J. Koffman, formerly of the gen-

eral firm of H. M. Koffman & Son, Kawkawlin, who will continue the business under the style of Shiller & Koffman. Both are energetic and progressive business men and the new firm will undoubtedly achieve its full measure of success.

Flint—The Flint Business Men's Association has been assigned an active part in the preparations for the approaching Golden Jubilee and Old Home Coming Reunion, with special reference to getting the business men's associations of neighboring cities interested in the celebration. It has also been decided to have a reunion of the old officers and members of the Flint Union Blues in connection with the celebration, and Capt. Geo. E. Childs has been appointed chairman on the committee which will have charge of this feature of the big event.

Ishpeming—The firm of William Anderson & Co. is a concern of the past. E. Edstrom, who a few months ago took an interest in the business with William Anderson and William Carlson, has bought out his partners. As soon as Mr. Edstrom closed the deal he entered an agreement with Peter Koski & Co., the business of both concerns being consolidated. The firm will be known as Peter Koski & Co. and preparations are now being made to move the Koski stock to the Finnish Co-Operative block, now occupied by Mr. Edstrom. The removal of the groceries and meats will be started next Monday, but the transfer of the dry goods will not be made until about April 1.

### Manufacturing Matters.

Hopkins—The Hopkins Canning Co. will reorganize under the style of the Union Canning Co.

Sault Ste. Marie—The Peninsula Bark & Lumber Co. has increased its capital stock from \$70,000 to \$100,000.

Detroit—The Clark Novelty Manufacturing Co. has given a trust mortgage to John A. Matthews, trustee, for seventeen creditors, whose claims aggregate about \$1,200. The largest creditor is the Martinez Havana Co., New York City, whose claim is \$407.50.

Detroit—Directors of the Peninsular Sugar Refining Co. have declared a dividend of 7 per cent. This means a distribution to stockholders of \$70,000, the capital stock being \$1,000,000. The big beet sugar plant of the company is at Caro, and the annual report showed things in a very satisfactory condition. Officers of the company are: President, G. W. Lee; Treasurer, Henry B. Joy; Secretary, Cyrus E. Lothrop.

Commercial  
Credit Co.  
LIMITED

CREDIT ADVICES  
COLLECTIONS AND  
LITIGATION

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

WE FURNISH  
PROTECTION AGAINST  
WORTHLESS ACCOUNTS  
AND COLLECT ALL OTHERS.





### The Grocery Market.

Sugar—The only change in price since the last issue of the Tradesman is an advance of 5 points on Michigan granulated in the Detroit district. Two opinions are held on the granulated market. One of them is that the price will decline—no great amount, perhaps, but enough to shake out the speculative element and get it down on a legitimate basis and then maintain a level somewhere a few points lower than at present through the first half of the year or further. This is based on the supposition that the price is still higher than the actual conditions warrant. It will be remembered that the market has declined only ten points from the highest price it has reached in years. The decline in everything except granulated bears out this theory. On the other hand there are those that predict sugar will reach 6.25 before the first of April. This is generally regarded as an extreme position, but a good many are of the opinion that the market is due to keep up where it is or better until along in the middle of the summer. The only flaw in the argument of this bull side of the question is that the refiners should now be buying their supplies for the big summer trade. In order to get these at a low price they usually depress the refined as much as possible. After the purchases have been made the refined can go a-kiting for all the refiners care—in fact, they rather prefer to have it "kiting" if they have plenty of raw. The Cuban crop is being marketed now, and naturally the refiners will want to get hold of this at the best possible price. The market for refined sugar is dull and depressed, and although prices are unchanged on the basis of 5.95 f. o. b. New York, less 1 per cent. cash, for granulated in bags or barrels, many in the trade look for lower prices during the week. There is a general absence of new orders and the call for deliveries on outstanding contracts reaches small proportions.

Tea—A fair business is being done, but that is all. The full line of desirable grades is held steady, with no concessions obtainable in anything generally wanted.

Coffee—Receipts in Brazil continue large and, now that the mask is off, a return to the former high prices seems quite unlikely. Mild coffees are steady and unchanged. Java and Mocha are firm and quiet. The general demand for coffee is quiet. So long as the package people control the lower grades, as they undoubtedly do, now, it would look as if the decline two weeks ago might have been a little coup in order to allow them to get still better a hold on the market. The chances seem to be that the coffee production for the next two years will be diminishing and it is natural that the package people

desire to cover their wants as far in the future as possible. This is one construction put on the decline. It sounds reasonable, certainly, and is further supported by the fact that the sales of green coffee were very large last week just after the drop took place. Some one was a heavy buyer.

Canned Goods—Beans and peas are in excellent demand. The coming of spring always brings out a call for the canned vegetables to be used as a substitute for the early arrivals of the green ones—which are too high and too scarce for a large part of the trade. Asparagus is in good demand. Corn is apparently plenty and is selling well. The low grade goods that were floating around some time ago seem to have been gotten rid of pretty well—at least nothing has been heard of them lately. Speculation and prediction as to the probable acreage are now rife, but they are of little value. Although there are reports from Maryland indicating that the brokers expect a firmer and possibly higher market on tomatoes, some of the jobbers say the wish is father to the thought and that there are too many of these goods on the market to allow of any material advance in price. It has been claimed that the consumption has been augmented largely by the low price, but this is also disputed. It is pointed out that tomatoes are always among the "cheap" groceries—except in very unusual years—and that the price to the consumer the past six months has not been enough below the ordinary appreciably to affect trade.

Dried Fruits—Peaches are slow and very scarce. The market is very hard. Currants are slow and unchanged. Seeded raisins show no improvement. There is no change in price and no special demand. Loose raisins are quiet and in moderate enquiry. Apricots are closely cleaned up and in fair demand. Nectarines are sold as fast as they come in, at a price several cents above normal. Prunes are in fair demand at unchanged prices. There might be said to be some indications, however, that prunes are getting ready to do a little better. Reports from the coast are that the stocks are only moderate, while prices are relatively much lower than they ought to be.

Syrups and Molasses—Glucose has remained unchanged for the week. Compound syrup is likewise unchanged and in good demand. As long as butter keeps high, syrup, as a substitute, will sell readily. Sugar syrup is unchanged in price but firm. The supply is very light. The demand takes all it can get. Molasses is in fair demand at unchanged prices. There is no indication of any change for the remainder of the season.

Provisions—Hams of all grades are in fair demand, but the receipts of hogs are still liberal and the increase in production keeps pace with the increase in demand. Stocks are fairly heavy in Chicago, and it is hard to see how any advance can occur. Lard, both pure and compound, is unchanged. The demand for pure lard is better. Dried beef is unchanged and

very dull. Barrel pork is unchanged and quiet. Very little trade is doing in canned meats.

Fish—The mackerel market is firm and higher and everything looks like even higher prices. Stocks are exceedingly light and the demand fair. Cod is still high and some fine grades are practically out of the market. The Lenten trade will, in the main, have to be satisfied with lower grades. Hake is in good supply and relatively cheap. Sardines are quiet and unchanged. Salmon is unchanged and still slow. The sales of future sock-eye salmon are reported to be heavy. White fish and lake fish are steady and fairly active.

### To Touch Elbows for Sixth Time.

The sixth annual banquet of the Grand Rapids Retail Hardware Dealers' Association will be held at the Livingston Hotel, Tuesday evening, April 4. Carl Judson, President of the organization, will act as toastmaster. The responses so far arranged for will be as follows:

Success in the Hardware Business—Geo. G. Whitworth.

Why So Many Men Fail in Business—E. A. Stowe.

Paints as an Auxiliary of the Hardware Business—J. P. Seymour.

Manufacture of Tin and Sheet Iron—W. C. Hopson.

Good of the Association—Wm. A. Dekker.

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

Buffalo, March 15—Creamery, fresh, 25@26½c; dairy, fresh, 22@25c; poor, 17@20c; roll, 22@24c.

Eggs—Fresh, 18@19c.  
Live Poultry—Chicks, 13@14c; fowls, 12½@13c; turkeys, 15@19c; ducks 15@16c; geese, 12@13c.

Dressed Poultry—Turkeys, 20@22c; chicks, 14@15c; fowls, 12@14c; old cox, 10@11c; ducks, 15 @17c; geese, 11@13c.

Beans—Hand picked marrows, new, \$2.75@3; mediums, \$2.25; peas, \$1.90; red kidney, \$2.50@2.75; white kidney, \$2.75@3.

Potatoes—Very dull. Round white, 30@35c; mixed and red, 25@28c.

Rea & Witzig.

C. L. Crosby, who was formerly engaged in the bakery business at 235 East Bridge street, has sold an interest in his business to G. L. Crosby and they will continue the business under the style of Crosby & Son. The new firm has also put in a grocery stock, purchased of the Judson Grocer Company.

E. R. Carpenter, who formerly conducted a cigar business at the corner of Canal and East Bridge streets, is succeeded by E. C. Judd.

The Grand Rapids Leaf Tobacco Co., which formerly did business at 83 South Division street, has gone out of business.

Orwant & Son, dealers in produce, butter and eggs, have filed a voluntary petition in bankruptcy.

Humility gives the level head on the lofty height.

### Arrangements for the Third Annual Food Show.

Grand Rapids, March 15—In regard to the Food Show news, please permit me to say:

The good words heard by yourself, as reported to me, might be elaborated on and mention might also be made that the third annual Food Show is, practically speaking, in charge of the same committee as before, which is a guaranty for the success of same.

In regard to voting contests for the best exhibit, an innovation has been employed which, we believe, will be a great improvement over our past two events. Instead of this matter being decided by the sale of votes at 5 cents each, thereby, perhaps, placing the exhibitor at a disadvantage who spends all the money allotted to him for the enterprise, we will have that decided by judges, to be selected as the management and the exhibitors may deem best.

Concerning the sale of space, will say very little remains and we feel sure that upon the opening day, as was the case last year, there will be demand for same, but the Committee will have none at their disposal. We would, therefore, urge through your valuable paper the need of haste on the part of those who intend to exhibit, but have not as yet selected a location.

We expect an attendance of at least 70,000 people during the twelve days of our show. That may seem to be a broad claim, but everything points in that direction. All the Committee are laboring faithfully to reach that end, feeling that through their efforts the credit of our Association and the Furniture City is at stake.

The Committee on Parade announces elaborate preparations in the form of an industrial parade, including an electrical display by the Street Railway Co.

We found by experience that on the first afternoon the attendance is very light and, to guard against that we have concluded to admit all ladies free. On Monday evening the grand opening will take place, when all grocers and meat dealers will be admitted free. The Mayor and Council will be invited and a special programme will be provided for the occasion. On Tuesday evening Melvin Trotter's congregation will be given complimentary tickets, which alone means 1,000 attendants from that source. Mr. Trotter will provide an especially elaborate programme for the occasion.

You will notice that everything consistent with business principles is being done by the Committee to attract the people, thereby making the enterprise a success and enabling us to maintain the credit and dignity of the Association we have the honor to represent.

We expect, as in the past, to receive the local support of our daily and weekly papers, because it is a local undertaking and the proceeds—if any—will be left to spend here at home.

Homer Klap,  
Secretary and Manager.



### Easter Windows Should Be Designed at Once.

With Mercury making quite frequent calls in the neighborhood of Zero, it wouldn't be wondered at if the windowmen whose lot in life is to attract the attention of eyes feminine to the results of their art in store fronts found it difficult to get up enthusiasm for showing the goods of the coming warmer season. Of course, the finest of the new merchandise is being reserved for the openings, but, while putting forth their best endeavors to dispose of winter stocks, still considerable of the new is being displayed.

At the beginning of the Lenten season the mind of the hustling window dresser should be getting busy with plans for his Easter exhibit—it is not a bit too soon. The week before that church festival there should be one trim leading up to that of the following week, and the one succeeding should still contain a reminiscence of that event. The Easter decorations need not be elaborate—many times the simplest trim is the most effective. A single bunch of the big white Easter Lilies is often more pleasing than any amount of paper flowers, from the very fact that the real in anything is always to be preferred to the artificial.

I can not understand why George Morse permits such wretched windows to be so often in evidence at his place of business. He certainly does not lack for goods, which, if not the most expensive, could yet be arranged in an artistic or attractive manner. His windows are seldom worth looking at from the standpoint of good dressing. With such a fine location and frontage he should present better work in this department.

Miles Hardware Co. has the east window devoted exclusively to pulleys—pulleys big and pulleys little, pulleys of wood, pulleys of iron, pulleys of brass. They range in size from fifteen to eighteen inches to some but half an inch across. As said, there's not another thing in the window, and every person going by throws at least a glance in their direction, if not more. This shows what may be done with a mass of one sort of article and is well for change. Such a trim is much more likely to be remembered than one of almost any other sort that might be mentioned, there being nothing of an extraneous nature to cause the mind to wander.

In line with this idea is the exhibit of collars at A. May & Son's—the Giant. Here a few black silk neckties are introduced as a foil to the collars and as an appropriate accompaniment. The cartons are used. These are all open, with a roll of

collars in the bottom and others fanned out at the top. Even far down the street the eye is not strained to distinguish the contents of this window. Also a few canes are employed, on which to drape the ties.

One interested in the beginnings of a book will enjoy studying the original drawing in the Millard Palmer Co.'s window next to the Boston Store. The picture shows the characters in Frank Baum's new book for children, "The Marvelous Land of Oz." Up in one corner is the question, "What did the Woggle-bug say?"

Fathers would do well to place in the hands of their growing sons George Horace Lorimer's "More Letters from a Self-Made Merchant to His Son."

A placard announces, "Everybody's out to-day," meaning, of course, the magazine of that name. This is a catchy card in every sense of the word, for at first thought you infer that it certainly means yourself!

Last week there was an amusing incident in connection with the wall paper display of the Harvey & Seymour Co. A picture of the President on horseback, in characteristic garb and attitude, had been laid on top of a framed picture of an entirely different subject. Underneath the former one read:

"The Rough Rider, which has gained international fame since its publication in London Punch September 25 last, has been purchased by the President. It will be hung in the White House."

The title of the picture underneath Mr. Roosevelt was announced on the frame, "Ready for Church," making it appear as applying to the roughly-dressed Ruler of the United States.

### Solomon Snooks' Burlesque on Free Masonry.

Twenty years ago the Tradesman had a contributor in the person of O. H. Richmond, whose pen name was Solomon Snooks, who purported to be a general merchant at Cant Hook Corners. The articles attracted wide attention at the time and some of them were republished all over the world. Among them was a burlesque on Free Masonry, which has been republished in nearly every country on the globe and translated into a dozen different languages. At the request of many subscription patrons, the Tradesman feels, impelled to reproduce the article exactly as it appeared a little over twenty years ago:

Cant Hook Corners, Feb. 16, 1885—One thing I like about these "Nights of the Road" is that they are great fellers for secret societies. Most all the drummers belong to everything that is going from the "Grand Nights of the Diamond Garter" down to the "Sons of Intemperance." I am quite a hand for all such mysterious things myself, so I get solid with the boys.

My old friend Crookston called on me t'other day to see if I needed any drugs and to have a visit. We had a jolly old time. While we was settin'

in the offiss a chap cum in and wanted to borrow 2 dollars, on account of a remittance not comin' to him as he expected. I told him my 2 dollars I kept to lend was in now, being sent in the day before by Johnny McIntyre, but I never lent it except to drummers. He said, "That's me." I gave him the Grand Hailing Sign of the Odd Fellers, which he tumbled to. Then I cum the great "hair in the snoot" grip of a Pythonic. He tumbled. Then Crook give him the G. B. of the Sons of Malta. He was on to it. Then I tipped him the hair poking signal of a Good Tipler. He smiled and said "H. O." This is a chemical term, meaning "water." Then Crook stuck out his hand and gave him the noted P. D. Q. sign of a Royal Arch Brick Mason. He "got thar" on that. Then Crookston examined him as fellers, to make sure he was a drummer:

"From whence comest thou, pard?"  
"From the lodge of the holey St. Johns, Michigan."

"What seek ye here to do?"  
"To take a few orders and collect a bill of Bilson."

"Then you are a drummer?"  
"I am so taken and accepted by all the boys."

"How may I know you to be a drummer?"

"By my cheek and my 50 pound sample case. Try me."

"How will you be tried?"

"By the squar."

"Why by the squar?"  
"Becos the squar is a magistrate and an emblem of stupidity."

"Where were you first prepared to be a drummer?"

"In my mind."

"Where next?"

"In a printin' offiss, adjoinin' a reglar post of drummers."

"How were you prepared?"

"By being divested of my last cent, my cheek rubbed down with a brick, a union plaster over each eye and a heavy sample case in each hand. In this fix I was conducted to the door of the post."

"How did you know it was a door, being blind?"

"By first stepping in a coal scuttle, and afterwards bumping my head against the door knob."

"How gained you admishun?"

"By benefit of my cheek."

"Had you the required cheek?"

"I had not, but Steve Sears had it for me."

"How were you received?"

"On the sharp toe of a boot, applied to my naked pants."

"What did this teach you?"

"Not to fool around merchants' wives and daughters."

"What happened next?"

"I was set down on a cake of ice and asked if I put my trust in mercantile reports?"

"Your answer?"

"Not, if I kno myself, I don't."

"How was you next handled?"

"I was put straddle of a goat made out of a 2 by 4, and trotted nine times around the room by four worthy brothers and then brot in front of

S'Kubeb, the Left Bower, for further instructions."

"How did he instruct you?"  
"To approach a customer in three upright regular steps, with my business card extended at right angles, my arm forming a perfect squar."

"How was you then disposed of?"  
"I was again seated on the cake of ice, in front of a dry goods box and made to take the following horrible and binding oath:

"I, Charles S. Robinson, do hereon and herein most everlastingly and diabolically swear, by the Great Bob Tail Flush, that I will never reveal and always steal, all the trade secrets I can, for the use and benefit of this Most August Order. And I further swear, by the Bald Headed Jack of Clubs, that I will never give, carve, make, hold, take or cut prices, below the regular rates. And I further swear by the Pipers that played before Moses, to never have any commercial intercourse with any man or his wife, sister, grandmother, old maid ant or uncle, unless they, he, she or it, is sound on the goose. Binding myself under no less a penalty than to have my grip sack slit from top to bottom, my dirty shirts and socks taken out and my reputation removed and buried in the river at Pearl street bridge whar the Salvation Army ebbs and flows every 24 ours. So help me Bob Ingersoll and keep me in back-bone."

"I was then asked what I most needed."

"What was your reply?"

"Money!"

"What did you then behold?"

"A copy of Dun & Co.'s reports, open at chapter 'Muskegon.' Upon the open book rested a pair of drug scales, in one pan of which reposed ten pounds of concentrated lye and in the other sat a small silver jack-ass."

"What did this emblem signify?"

"The scales indicated the balance between debtor and creditor. The other emblems represent lie-abilities and ass-sets of bankrupts."

"Did this teach you any lesson?"

"You bet! It taught me the fact that the former are generally so almighty much larger than the latter."

"Shake, Brother! Wil you be off, or from?"

"Both, if I can borrow money enuff to get out of town on."

"Have you any cigars?"

"I have."

"Give 'em me."

"I did not so receive em, neither will I so impart em."

"How will you dispose of 'em?"

"On 60 days' time or 2 per cent. cash, F. O. B."

"All right, begin."

"No, begin you."

"No, you begin."

"Up." "Em." "Set."

"Set-'em-up,' the word and sign are right. Bro. Snooks, he is yard wide and all wool and you can bet on him."

Bro. Crookston and I each lent the chap five dollars and he left with many thanks and kind wishes.

Now, you can see by this what a help it is to a feller, when he gets dead broke among strangers, to have these little things to fall back on.

It's a poor religion that is always talking about a bigger church and never thinks of a better city.

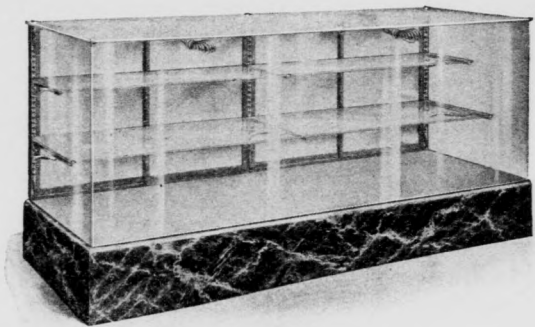
A man may be up to the latest wrinkle in style and still fall short of the glory of God.

He who hath plenty of brass hath already a gold mine.

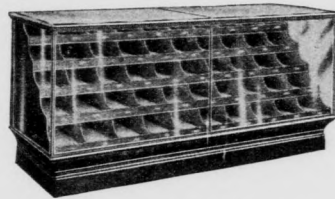


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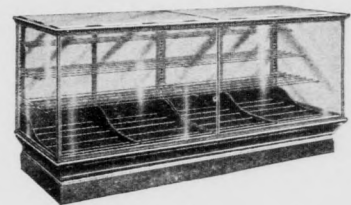
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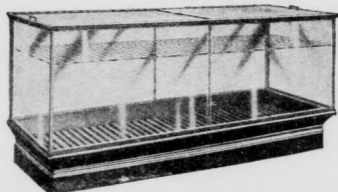
**"American Beauty" Case No. 400**  
The acme of beauty and guaranteed to be everlasting as the glass and marble of which it is built.



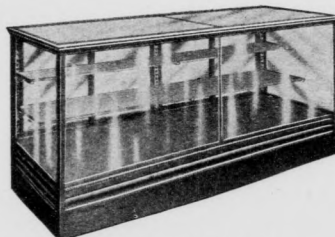
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One of the absolutely indispensable aids to the improvement of your business.



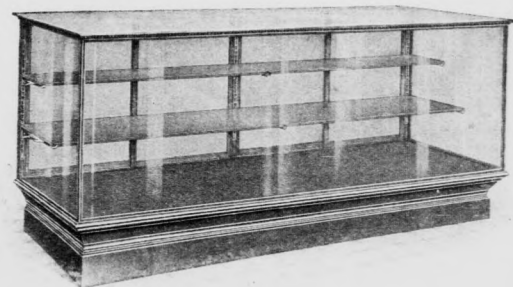
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Shows every bolt to best possible advantage.



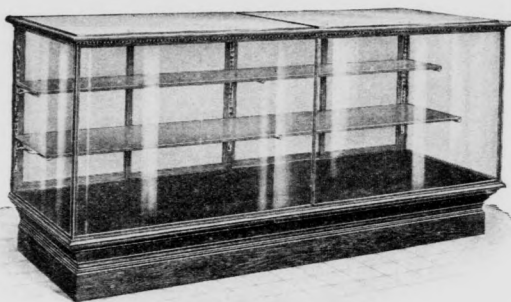
**"Crackerjack" Umbrella Case No. 91**  
Capacity unsurpassed. Every umbrella in easy reach.



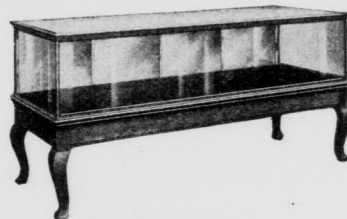
**Our "Flyer" Case No. 55**  
The absolutely best cheap case on the market.



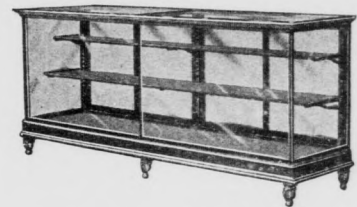
**"Michigan Special" Floor Case No. 300**  
One single light of plate for top in all cases. Not a hole bored through the plate glass, and no unsightly wood or metal back top rails.



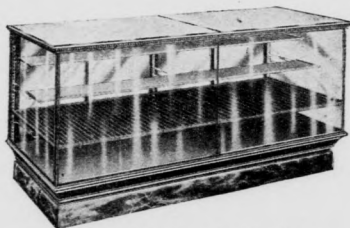
**Our "Crackerjack" Display Case No. 25**  
The **Standard** case of its price—others may try to imitate it, but their efforts are abortive—because our style and finish cannot possibly be equalled at same figures.



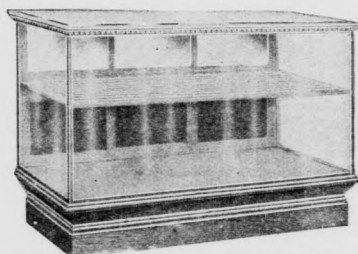
**"Crackerjack" Table Case No. 17**  
A leader in cheap jewelry cases. The handsomest low priced one on the market.



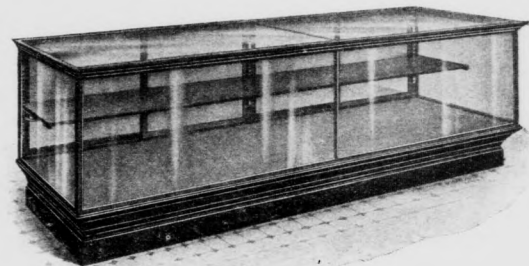
**"Crackerjack" Floor Case No. 60**  
An offshoot of our regular No. 25. Constructed with metal legs instead of wood base.



**"Crackerjack" Cigar Case No. 54**  
Displays cigars to best advantage. Every box is shown prominently.



**"Crackerjack" Cigar Case No. 23**  
The very cheapest and best of its kind ever offered.



**"Crackerjack" Dress Goods Counter No. 33**  
Combines display with serviceableness in such a manner as to render it of indispensable service in dress goods, underwear and hosiery departments.

If you are interested in any of the above cases, write us at once.

**Grand Rapids Show Case Company, Grand Rapids, Mich.**

New York Office—718 Broadway, same floors as Frankel Display Fixture Co.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, March 15, 1905

**THE SCHOOL OF WAR.**

Not in very many years, probably not in half a century, have the students of military affairs had a better opportunity to study the lessons of actual war more fully than the present war has afforded them. Never was warfare conducted on more scientific lines and on a more extensive scale. Every modern weapon, every up-to-date method and every appliance that it is possible to bring into use in facilitating the purposes of war have been given a thorough test. Transportation of troops and material has been conducted on a colossal scale, and every scientific and hygienic method for treating the sick and wounded has been employed. The best school for the soldier is war and the present war has been of the very highest type between two civilized peoples, with abundant resources capable of putting in the field and maintaining there for an indefinite period large armies equipped with every known appliance.

Just how many men the two belligerents have put in the field, from first to last, it is difficult to say, as the dates available are incomplete. It is known, however, that the total number of fighting men engaged in the battle just brought to an end by the capture of Mukden was not less than 300,000 men to each side, not including the army of men engaged in the commissariat, transportation corps, hospital service and the like. Never before in modern times have such vast armies engaged in a pitched battle. The front of the Japanese army at the time of the commencement of the fight is said to have extended seventy-five miles.

In order to maintain perfect control over such immense forces, portable railways were brought into requisition, field, telegraph and telephone lines were employed. The Russians are reported to have constructed horse tramways leading to various points along their line and temporary warehouses and storehouses were constructed for the storage of provisions and supplies. The Japanese changed the gauge of the railroad in their rear from Port Arthur to their position before Muk-

den, so that they have been able to employ their own rolling stock imported from Japan, and to make it impossible for the Russians to utilize the line in the event that it should again fall into their hands without much waste of time and labor.

The full power of the modern high-power rifle has been amply demonstrated in this war. The heavy losses have attested the great accuracy of fire of this weapon, while the great number of the wounded who recover has again shown that it is a much more merciful arm than the old musket. The great destructiveness of machine guns has fully borne out the reputation of these terrible modern weapons, but it does not appear that the destructiveness of artillery fire has been vastly increased by modern invention, except in the matter of effectiveness at longer range. Never before, perhaps, have heavy siege guns been so extensively used in the field, and the Japanese have introduced a novelty in the shape of 11-inch breech-loading mortars, the destructive and demoralizing effect of which the Russians have amply admitted.

In mere tactical evolutions and strategy there has been little really new in the present war except that everything has been carried out on a vast scale. It has been proven, however, that many implements of warfare, heretofore considered obsolete, have their use still, as, for instance, the bayonet and sword, and even the hand grenade. These latter weapons differ somewhat from their prototypes by being loaded with dynamite, instead of ordinary black powder. That these ancient weapons have done serious execution is attested by the frequency with which they have been used on both sides.

The reports from the numerous attaches and military observers that have followed both armies will prove interesting reading to the military student, and the development of the war will undoubtedly bring about many modifications in the military services of all the great powers.

Vaccination cannot be resisted when it is ordered by the health authorities. This is decided by the United States Supreme Court in a case arising in Massachusetts. The court says: "Society based on the rule that each one is a law unto himself would soon be confronted with anarchy and disorder. Real liberty for all could not exist under the operation of a principle which recognizes the right of each individual person to use his own will in respect to his person or his property, regardless of the injury that may be done to others. It is the acknowledged power of a local community to protect itself against an epidemic threatening the safety of all and to exercise that right in particular circumstances and in reference to particular persons." So when it comes your turn to be vaccinated don't think there is any law to sustain your objections.

A man who needs a lot of walking exercise should buy an automobile.

**THE AMERICAN TYPE.**

It has been said that there is no American type of race, because the American people are a mixture, a combination of races and bloods, and that the intermixture has been going on so constantly, and besides with such frequent additions to the minglings, that there has been no time for a distinct type to be evolved.

When portraits of Washington and men of his time are compared with those of the present day, it is easily seen that the chief distinctive differences are in the fashion of the clothes and of wearing the hair. Dress the Revolutionary heroes in the costumes of the present time, and array our own ladies according to the fashions which obtained in the Revolutionary period, and nothing could be found that would be made to differentiate the people of the one period from those of the other.

While clothes have much to do with the appearance of people, their cut and fashion do not make up all the peculiarities of type among the various races. They all have their distinctive features. Persons who have preserved race purity without admixture for centuries, and who have been living under the influence of the same traditions and history, and in the same conditions as to locality, surroundings and food, acquire physical peculiarities that make the people of such a nation conform to a particular type, and when these peculiarities are once known, they are easily recognizable.

Without doubt, the food people eat and the water they drink habitually go far to impress upon them physical peculiarities. The American Indians were found upon this hemisphere when it was first discovered by the Spaniards. The aborigines lived almost exclusively on a meat diet and they grew into a type of tall, thin, muscular and athletic persons. The white pioneers, who followed close in the footsteps of the savages in their efforts to conquer the wilderness, lived in the same manner and on the same sort of food with the Indians, and they grew into a tall, slender, but muscular type and that was adopted by the caricaturists of a century ago for pictorial representations of "Uncle Sam."

The American type, however, is changing. The people live on a more varied bill of fare and they drink a great deal of beer, and by consequence they are growing rounder and stouter and they bid fair to conform more to a combination of the English and German physiques, so that if there are any distinguishing features about American people, they are probably more apparent in their manners, gestures and speech than in their physical conformation. Henry Charles Payne, an art critic and writer on art subjects, in the March World To-Day, after inspecting a large number of portraits of Americans, declares that the Americans have "become too large in enterprise and mind for a geographical distinction that will really distinguish. Even in communities like some New

England ones, where the influences of soil and climate and of all that is most distinctively American in ideals have worked most singly and uninterruptedly, the distinction here sought would, if pushed very far, be confused. In our life, considered as a whole, we find the American differing from his civilized fellow of to-day only in the most superficial ways."

More than this, the mingling of races has produced a composite result which is too much like the elemental constituents so combined to create a special and peculiar type of human being. That will only come when immigration hither shall have ceased.

The people of Alaska are reported to be so incensed because Congress adjourned without providing for the representation of that territory by a delegate that they are talking of annexation to Canada. Of course nothing will result from such talk. The purpose of it is purely to show the resentment of the Alaskans. It is not unnatural that they should feel as much entitled to representation in Congress as Hawaii, Puerto Rico and other territories. There are said to be about 60,000 American citizens in Alaska. They have long complained of the neglect of Congress in reference to affairs vitally concerning them, and until they are allowed a delegate, at Washington they believe this neglect will continue. President Roosevelt recommended a delegate for Alaska, and it is difficult to perceive any good reason why the recommendation should not be adopted. Alaska is rich in natural resources and all who have visited the territory are confident that it has a great future.

It is said that Zionites are losing faith in Apostle Dowie, and that the beginning of the end is in sight. Dowie has claimed that he could cure the sick and even raise the dead, but during the past few months the grim reaper has been at work in Zion City, and a number of the most prominent residents have gone the way of the world—presumably to the Zion City above—and the faith of the faithful has been somewhat shaken. Now comes the report that Dowie himself has a cancer, and the sentiment lurking behind the cry, "Prophet, heal thyself," finds lodgment in the hearts of his followers. John Alexander Dowie has exhibited wonderful powers of leadership and shown himself to be a prince in the art of deception, but his sway over the minds of his followers does not promise to survive him, and the hopes of those who believed in the "prophet" are destined to be shattered.

Mrs. Lavonia Naylor, of Baldwinville, stubbed her toe on some pig iron left near the railroad tracks in that village. She got \$2,000 damages from the railroad company, and now her husband is suing the company for \$10,000 for loss of his wife's services. Mrs. Naylor is a remarkable woman. She was married at 13, was a mother at 14, and has given birth to twins three times.



## REMEMBERING FACES.

## It Is Commonly Regarded as a Gift.

Remembering faces commonly has been accepted as a gift rather than an acquirement. "I never could remember faces" is a common confession that a man makes to his casual friends and acquaintances, but which he would need to keep strictly from his employer in the business world. Just as the likelihood of remembering faces is decreased in the world of business, just to that extent the necessity for it is accentuated.

In two ways business at large is affected by the inability of the man to remember the face of another. A good customer may be lost for the reason that, coming in where he expected to be remembered and called by name, he is stared at blankly by the one called upon to remember him; and again in a dozen other possibilities in business the ability to recognize a face and call the name and recall the circumstances of a former meeting may serve to put the possessor of the faculty in a position of advantage that is incalculable.

Remembering faces calls into play the same general faculties that admit of the Chinese written language. In the same way the wider the face vocabulary of the man, the harder it will be to recognize and read his faces intelligently under all circumstances.

There is no doubt that the increased lists of acquaintances that come to the business man in the great cities and in the centers of rural populations are having an effect upon the old ability to remember faces. As one's acquaintances grow in numbers, the custom of introductions plays a prominent part in this decadence of a pioneer faculty. A passing acquaintance meets the man who would remember and he introduces a third person whom the man probably never expects to see again. He does not catch the name in the first place and he forgets to make a possible note of the man's features, figure and carriage. If the man to whom he is introduced feels as he does, no harm is done; if this person has a limited acquaintance or an accentuated interest in the other, however, embarrassments are sure to follow should they meet again.

There is a certain aptitude on the part of some persons in remembering faces. There are certain types of faces on the other hand that are certain to make unusual impressions upon the most casual stranger. But the duller person in receiving the impressions of faces and in connecting them with names and places and circumstances has it in his power to correct a failing that may be greatly to his disadvantage, both in a business and social way.

It is one of the certainties of the anatomist that no two persons were ever exactly of the same form and features, not excepting the most perfect of twins. Persons do "look alike" occasionally, however, and this resemblance may make trouble for the most accurate physiognomists. To avoid this possibility in resem-

blances, one of the necessities for the student of faces is that, as far as possible he make a note of the emotions as shown in the countenance.

One may say that this is expecting too much of the student. But it must be taken for granted that in those population centers where the need of cultivating the faculty is impressed upon the student, he will need no "dummy" figures to work upon. He will have need instead to consider the persons whom he meets as persons he may find it worth while to know, or persons whom he need not consider for another moment as having future interest in; it will be a matter of selection and elimination. With the person who is worth while he can afford to concern himself to the extent of studying as far as possible within his powers.

Frequently a man is introduced to another man on the occasion of great levity and good nature. The persons in the group are all laughing, lines of care and of sobriety and repose are all gone, the eyes are lighted up, and all of the poise and pose of the individual has been thrown to the winds. When these two men shall meet again the chances are all against their recognition of each other.

In the crowded centers of the world the wearing of a mustache of the average droop, size and indefinable shade does more to confuse identities in the average man than does any other one thing. This indicates how largely the lines of the mouth figure in physiognomy. When the face of the average man has been covered from below to the lower line of the eyes he is difficult of identification to his friends—much more so than if the covered portion of the face is exposed instead. It is this fact that accounts for the difficulties in recognizing one who has shaved a full beard, or who from a smooth face has grown a beard of full length. And, as indicating how sensitive is the face of the man himself to the absence of a mere mustache, a person familiar with the phenomenon is able to discover in the uncertainties of the newly shaved upper lip the fact that it has just been laid bare.

Where the necessities of remembering faces is impressed upon the student sufficiently to be taken up with seriousness, there should be an effort at connecting the face with a circumstance and a place. There is nothing that more certainly may connect the person's name with the face than will this circumstance and place of meeting.

The writer has a friend who all his life has suffered from the inability to connect names and faces. He has small difficulty in recognizing a face that he has ever seen before, but to connect the name with it is beyond him. He has lived in many cities and traveled in many countries, and with a home in New York and a connection that throws him much in public, his embarrassment may be imagined. But he has discovered a not unpleasant method of getting his bearings in the majority of cases.

"Why, where did you drop from!"

he exclaims as he grasps the proffered hand. In almost every case the acquaintance mentions the town or city where my friend knew him, and once the face is associated with the town or the environment, my friend calls the name and recalls the associations with the readiness of one consulting a gazetteer.

Most of the inability to recognize and remember faces comes from the lack of association of the name with the face. Ten persons remember the face and have forgotten the name to one person who has forgotten the face and name alike. In modern introductions in public places, and even in the streets, the names of the parties to the ceremony are seldom caught by either of them. Perhaps the person who has introduced them is talking to the newcomer and taking his attentions away from the person introduced until the moment of parting really has come. Then the man who has the least faculty for remembering a face may be at the figurative mercy of the one who walks away with the mutual friend. The mutual friend will have given the name of the third person to his companion, maybe putting some stress of interest in him for the other man, and when these newly met acquaintances come together again, one will be distressed and the other hurt.

In this matter of non-recognitions the inability to call the name is more keenly felt than anything associated with the meeting. If you can call your acquaintance plainly and surely by name he will forgive you for having forgotten where it was you met or what were the circumstances of any of your associations. But if you can remember the name you can remember the associations, and, remembering these, any troubles of feature are eliminated.

When you meet a person whom you feel you should make sure to remember catch the expression of the eyes, look at the hair, consider the height and the carriage of the person; but, above all, study the mouth, chin, and whatever characteristic play of the features may mark the lower part of the face. Connect the name plainly with these and then the topics spoken of, or the objects in the immediate environments should be fixed plainly in the mind as associated with the face and the name. You will scarcely forget the face that is looked at with such care and the recognition of the features will suggest the rest.

If the name should be missing in connection with the face, a hasty running down the alphabet for the initial often will serve to supply the one missing link in the mental process. Not infrequently the mind of the person approached has been stamped by the one making the recognition. A man will walk into the office of an acquaintance in a distant city, all unexpectedly, and when the mind of his acquaintance is leagues from him or from any of their mutual associations. He appears like a phantom out of nothing, smiling and holding out his hand in greeting, calling the preoccupied one by name.

The result will be overwhelming in most cases. It is a situation akin to that in which some one in friendly fashion jumps unexpectedly from behind a corner with a loud "Booh!" The person recognizes in the one-hundredth part of a second that it is his friend, but he may be startled out of his senses, nevertheless.

Merwin Worcester.

## A Nation of Coffee Drinkers.

Prof. Virchow attributed the "lean-ness, nervousness and sallowness" which he found characteristic of Americans to their excessive use of coffee. Physicians, dietary experts and editors of physical culture magazines incessantly din into our ears that we are undermining our own and our children's constitutions by yielding ourselves too completely to the blandishments of this seductive beverage. We heed them not. Instead, we increase the copiousness of our drafts.

A recent report of the National Bureau of Statistics shows that Americans consumed almost half of all the coffee marketed in the world last year. The total quantity marketed was 2,280,000,000 pounds; and of this Americans got 1,053,000,000 pounds. The Germans, who will let nothing supplant their precious beer, bought only 400,000,000 pounds of coffee. The English, preferring alcoholic drinks and tea, imported but 35,000,000 pounds of it, or only one-thirtieth as much as Americans. In 1830 the people of the United States used less than three pounds of coffee per capita. In 1870 they used six pounds per capita. Their average consumption last year was 13.64 pounds.

Medical authorities are pretty well agreed that the constant use of coffee tends to cause indigestion and nervousness. It is a fact, nevertheless, that while the per capita consumption of coffee has been rapidly increasing in this country, the proportion of people who suffer from nervousness and indigestion has been diminishing. If Dickens should visit our shores now to get material for another "Martin Chuzzlewit" he would find that the number of candidates for dyspeptic and cadaverous parts in his cast of characters had markedly decreased.

The improvement in the national physique is due, however, not to the increased consumption of coffee but to the increased consumption of fresh air and the increased use of dumb bells, boxing gloves, golf links, etc. Americans are getting rid of their bad stomachs and allaying their nerves in spite of their coffee, not because of it. But, at all events, coffee is less deleterious than alcohol.

The consumption of coffee is not a bad index of the national prosperity. A people that spends more than \$81,000,000 in a single year for its favorite beverage must be in pretty good shape financially.

Many a man has more gold in his teeth than he has in the bank.

No man is above criticism; not even the critic.

## FOOD AND FEEDING.

## Slow Growth of Scientific Knowledge on the Subject.

Prominent among the questions which agitate the public mind to-day are matters which refer to the subject of food and feeding. This topic must always attract a large amount of interest because of its relation to the welfare of the individual, and still more to the welfare of the nation. I have often thought that it is a curious and interesting commentary on the amount of public instruction in the matter of foods and feeding that few persons are competent to give a broad account of the substances upon which they subsist. It is the same with the air we breathe. Air is a necessity of life and of all vital action, yet only a few instructed persons could give us a clear and distinct account of the composition of the atmosphere. If it be argued that it is of no moment to most of us to know the atmospheric constituents, then the argument may take the form of the protest that, knowing nothing of what we should breathe to establish the healthy state, we must be equally in the dark regarding the causes of disease arising from air contamination. It is a dangerous form of argument to assert that ignorance of the conditions necessary to insure healthy life is the best preparation for the carrying out of a successful existence. As with air, so with food. "Nature abhors a vacuum," said the old philosophers; and many of us probably eat and fill our stomachs on his principle.

I have no intention of elaborating even a short treatise on foods and feeding. My argument is rather that of maintaining that a better knowledge of what foods we require, and of the evils which attend the excessive use of certain elements of diet, might avert a considerable deal of misery and disease—that is, provided life could be lived and regulated according to knowledge. The proof that this subject is attracting attention is found in the publication of magazine and newspaper articles on foods and feeding. As usual, we meet with the food faddist in full evidence in such contributions. He is as much in evidence as the anti-vaccinationist when an epidemic of smallpox is to the fore. There is no topic on earth that the amateur scientist finds more to his mind by way of dogmatic treatment than that of what people should eat and drink. Because he likes to live on nuts (which are highly indigestible foods to other people) he satirizes the man who takes an ordinary dietary. The man who eats a mutton chop is regarded as an immoral person, because to supply him with his nutriment an animal has to be killed. Yet this humanitarian person who lives on fruits because he regards it as sinful to kill animals for food will wear boots made of the hides of animals, and when he goes abroad will take his belongings in a leather portmanteau.

I confess, after a long period of argument with food reformers, so-called, I have lost a moiety of the pa-

tiency with which one should hear and regard the arguments of people whose views are diametrically opposed to one's own. There are limits even to patience, and when I read articles advocating for everybody systems of diet adapted only for the few, I become impatient, not with the food faddists, but with the slow growth of a scientific knowledge of food and feeding. We have to take into account a large number of facts involved in the physiological investigation of foods before we can possibly construct a rule or rules for rational feeding. The matter is not a local or, if I may term it, a parochial one. The feeding of mankind has to be determined on two series of facts. One series relates to the general laws which regulate the food of nations. The other series relates to the special dietaries which are requisite and necessary in cases of disease.

There is no question at all involved in the first of these enquiries. The food of a nation depends on that nation's position on the surface of the earth. Food is a matter of geography and climate. It must be so, because what a man requires to keep him warm (which is also a matter of bodily energy) and to build his body varies in the hot and in the cold climates. In the North he demands a large amount of fat. He can not obtain this from plants even if he could grow them. He has to rely, therefore, on animal fats to supply him with the necessary provender. This is why the Eskimo lives largely on the blubber of whales and seals. In the South, on the other hand, man becomes naturally a vegetarian. He is surrounded by fruits and other vegetable foods, and he avails himself of the food supply which nature has provided. Midway, and in temperate climes, man is a mixed feeder. He has a certain amount of vegetable food, and he takes a certain amount of animal food. Humanity thus follows the dictates of nature in the matter of its feeding. In the North, animal feeding prevails; in the South, we find vegetarians; midway, we have our mixed feeders. As these facts represent the law of nature, why should one quarrel with them?

I reply, because our food faddists are ignorant of the law. If they know it, they ignore it, and so much the worse for them. True, the law has to be modified for the cure of disease. A man suffering from diabetes, from corpulency or from other ailments in which the food is an important consideration, has to be dieted according to a special code. He has to ignore certain articles of diet and to subsist upon others. But this is not the normal and natural state of things. We are not to argue regarding generals from particulars. Because a gouty man must adopt a certain dietary in order to regain health, that is no logical argument that non-gouty persons must follow his lead. This is really the mistake which many food reformers make. They argue for the diet adapted for the diseased as if it represented the food for the healthy—"which is absurd."

Andrew Wilson.

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**Muskegon Milling Co.**  
**Muskegon, Mich.**



**BRAZILIAN COFFEES.**

**How They Are Handled at Rio and Santos.**

The growing importance of coffee as a necessity of food and commercially makes it a subject of more or less interest to everybody. The passing from luxury to necessity was easily accomplished and required little encouragement as coffee possesses unique attractions of its own which appeal strongly. Not only is it pleasing to the palate but its mild, stimulating and cheering effects make it trebly acceptable. There is nothing that compares with a cup or two of good coffee for breakfast. It sends you to work with an optimistic view of life and willingness to face the day's duties, no matter how arduous they may seem.

Of all coffee drinkers the Brazilians are probably the greatest, and it apparently does them no harm. Ten after-dinner cups of black coffee a day is not exceptional with them. Their way of preparing, however, differs greatly from ours, as they roast it very highly—almost black—and use cup for cup in making, instead of "a tablespoonful for each cup and one for the pot," as with us.

It seems a wise provision of Nature that coffee should grow only in tropical countries, where a healthy stimulant is required to offset the evil effects of the climate. Of the northern countries Holland is the greatest consumer per capita, with Germany second and the United States third. The United States, however, being the largest, is the heaviest buyer and uses about 6,500,000 bags a year out of the world's production of 16,500,000. The United States, besides being most instrumental in encouraging the consumption, was the pioneer in furnishing the consumer with coffee ready roasted, thus saving the labor and annoyance of roasting at home, to say nothing of the liability of burning or underroasting. Some of the European countries, particularly Germany, are fast adopting our methods of selling coffee ready roasted, with the consequence of a rapidly-increasing consumption and roasting plants springing up in every direction.

In reference to production: Brazil is far in the lead, that country having furnished nearly three-fourths of the world's supply in the past three years, or 12,000,000 bags a year. This leaves about 4,500,000 bags for the balance of the world, of which the most important producers are the Java Islands, Mexico, Guatemala, Venezuela and Columbia. The conditions for coffee-raising are by far the most perfect in Brazil. The soil is exceedingly rich, the climate just about right and the adaptable area almost unlimited. In addition to the tropical climate coffee also requires a high altitude, the best results being obtained at from 3,000 to 4,000 feet above sea level.

A coffee plantation, when well kept and with the trees in a thrifty condition, is a most attractive sight. The trees are about ten feet apart, set in regular rows, and are symmetrical in

shape, uniform in size and covered with bright green waxy leaves. If in addition the plantation is seen when the trees are in full bloom, or when in full bearing with the bright red fruit, it is a sight not to be forgotten. The coffee plant, for the first two years of its existence, is extremely delicate, and particularly susceptible to the heat of the sun and to the strong winds. As a protection to the young trees a plant with a strong stalk and broad leaf is frequently placed beside it. This furnishes sufficient shade, and also a break for the wind until the young tree is strong enough to go alone and requires no further assistance. At 4 years of age the tree begins to bear, but rarely in sufficient quantity to warrant picking. At 5, however, it commences to pay the planter for his patience, labor and outlay. The life of the tree is very indefinite, the writer having known trees 60 years old to bear well under favorable conditions. This is exceptional, however.

In regard to the marketing of the product, it differs greatly in the various countries. With Mexico and the Central Americas the crop is generally contracted for on the trees, or, in the case of small farmers, is brought to market in small quantities and sold for cash or traded for merchandise. With Brazil all the coffee is sent to markets of Rio de Janeiro and Santos, where it is sold by commission merchants or by the planter himself. Considering that Brazil produces about three-fourths of the world's supply, and that this great quantity is marketed—and exported at and from these centers, their importance in the coffee world is easily appreciated. In these cities you will find foreign houses of various nationalities—English, German, French, American, Austrian, Italian, etc.—buying and shipping coffee to all parts of the world.

In proportion to our consumption the Americans have by far the smallest number of houses in Brazil, only two of our great roasting concerns being directly represented there. This is due to the great distance from home, the strangeness of the country, the different language, customs and business methods and the money risk involved in purchasing goods through a representative 6,000 miles away.

The advantages of buying on the ground, or direct from the producer, are very apparent when one considers the different hands coffee ordinarily passes through before the retailer gets it, and also the varied qualities of the article. With both Santos and Rio the range of quality is great, because of the difference in the elevation of the land and the great variety of soil. These distinctions of quality are well known to the competent coffee buyer, and, being on the ground or at the source of supply, he is in a position to secure the best selection and draw as fine a line on quality as he may wish.

A. J. Denison,  
Former Santos Buyer for W. F. McLaughlin & Co.

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We have been making flour in Minneapolis for thirty years and the reputation of

## Ceresota



is proof that we have learned the business. We have learned among other things

That users of flour are its best judges and that quality advertises itself.

That the best way to make flour popular is to make it good.

That the only way to retain the confidence of your customers is to maintain the quality of your flour.

That those who appreciate good flour will use it and will pay an extra price for extra quality.

It's the quality—not the price—that sells  
**CERESOTA**

**The Northwestern  
Consolidated Milling Co.**

Minneapolis, Minn.

Judson Grocer Co., Distributors

Grand Rapids, Mich.



### Offers a Prize for a Sequel to the Story.

The proprietor of the "Live and Let Live Drug Store," next door to the entrance of the village hall, and sometimes known as "The Opera House Pharmacy," was doing up a package of condition powders which he had been mixing for some time upon a large sheet of wrapping paper back on the counter, beyond the cabinet of diamond dyes.

The Live and Let Live made a specialty of condition powders. It had inherited the recipe, or formula, or specifications as it were, from the former proprietor, who had it from old Doc. Spavin, the best boss and cow doctor ever in those parts as everybody knew. Young Doc. was pretty good, and was coming on, and many employed him in preference to the new man who had set up the elaborate barn, which he called a veterinary hospital, but he wasn't the Old Doc. yet, not by a jugful, but maybe he would be in time, and perhaps this is far enough to pursue that subject.

As stated, the proprietor was doing up the powders with great care, when the wife of the champion rich man of the village came in and stood tapping her foot impatiently on the floor, close by the front showcase, which contained the fine bristle hair brushes, and leaning one neatly gloved hand thereon. (On the showcase—not on the floor—you understand.)

The proprietor at first thought that it was only a little child, who had come in to beg a bit of blotting paper, perfumed with Hoyt's German Cologne, and so he did not look up at once from his engrossing occupation, until he heard the tappings mentioned in a former paragraph. Then, when he saw who it was he started with a startled start, and hastily plunging his hands into a two-pound graduate of aqua nonexpensa, to clean them, and drying them as quickly on a piece of once-used litmus paper, which he threw down behind the counter in transit, he put on his welcome to the wealthy smile and hurried forward, coming out from behind the counter with an engaging teeter.

When nine feet and three-tenths inches from the waiting lady he suddenly paused as if his rear foot were made of steel and had suddenly pressed itself upon a powerful electric magnet.

With one foot extended and one foot back he stood there like a snapshot of "A Man Running," in the collection of amateur photographs, although it was plainly to be seen that he was struggling desperately. The lady in waiting looked alarmed. She would have been a good deal more alarmed had she known the wordless thoughts which were chasing each other through the mind of the proprietor of the "Live and Let Live." Thoughts which left blisters on his

soul as they chased each other. Thoughts which, had they been expressed in words at that moment, would have ruined the trade of the "Opera House Pharmacy," with the better element of Lasterville.

He turned purple. "One moment," he gasped to his astonished customer. "I seem to be caught."

"Rooted to the spot I should say," said the customer, who had a wide reputation for her ability to be bright under all circumstances.

With a last desperate yank, the druggist tore his foot loose and was free. In the worn floor was a clean, bright spot of the wood as it is at heart, when fresh cut and new, and the druggist walked unnaturally because a great splinter from the board was caught in the worn spot in the tap of his shoe.

But he was yet graceful as he procured the ounce of sachet powder which the customer required, did it up in a neat package, which in turn went into an envelope, and so into the lady's hand-bag in return for a sum equalling the cost, plus 125 per cent.

The proprietor held the door open for the lady with the courtly grace which was the envy of every licensed pharmacist in the village of Lasterville, and then he hurried back to the chair by the stove and yanked his shoe from his foot with muttered words of the before mentioned soul smirching import. He turned up the sole (the sole of the shoe, you understand, not the smirched soul, as aforesaid.) Yes, there was the sliver. Four inches long and an inch and a quarter wide at the big end, firmly imbedded in the sole of the shoe.

Its sharp point had entered the orifice in the outer or epidermis sole, which existed because of the abnormal condition known scientifically as wornthroughtitis, thence penetrating between the walls horizontally had imbedded itself firmly in the welterbellum region.

Without probing, the skilled prescription compounder acted promptly. Seizing the exposed end of the projectile with his bare hands, he endeavored to draw it from the wound, but so firmly had the thing secured itself that his efforts were unavailing. Just at that moment the door opened. The druggist looked up, startled, but it was only Job Lifeburden coming in for the condition powders.

The druggist had been just about to replace his shoe upon his foot, but seeing it was only Job, he placed the shoe carefully upon the floor, and hopping gracefully on his foot which was still encased in leather, and assisting himself by balancing swings of the stockinged extremity, he easily gained the back of the counter beyond the cabinet of diamond dyes. Standing on one foot he delivered the package and received Job's money therefor, and Job departed. Then the proprietor turned around to hop back when the knee of his pendulum leg encountered the two-pound graduate of water mentioned earlier in this history. Without undue haste, yet with promptness, the



None genuine without this trade mark.

## 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.

## No. 442

One of the Numbers  
of the

## Rouge Rex

line of

## Shoes for Men



Kangaroo upper, full Bellows tongue.

Solid Sole Leather Counters and Insoles, 1/2 D. S. Standard Screw. Just the kind of shoe the farmer and mechanic are looking for at this season of the year. Price \$1.60.

We make them and stand back of them.

**Hirth, Krause & Co., Grand Rapids, Mich.**



graduate toppled over on its low shelf, saturating the neatly darned stocking held so trustingly high in the air, and forming for itself a little lake on the floor, into which the startled druggist set his unbooted foot.

There was no one in the store but the druggist and the recording angel, but his remarks will not be made public, and it was at this moment that the door opened again and the wife of the champion rich man of the village entered, accompanied by two beautiful and richly dressed ladies, who were her guests, one from New York and one from San Francisco, whom the druggist had met at a social function a few evenings before, when he had his glad, or come-let-us-be-joyful duds on and flattered himself that he had made an impression of some impressiveness.

The three ladies stepped to the showcase, in front of the opposite side of the store and stood waiting while they examined the choice line of beautiful articles there displayed.

Now to any little boy or girl reader, under 82 years of age, who will complete this story in the most natural and pleasing manner, we will give a prize of a nice pegging awl and one dozen improved pegs (postage and packing \$1.32).

Remember the conditions. The ladies are standing in the front of the store on the opposite side. The druggist, with one shoe off and one shoe on is standing behind the rear counter. His shoe stands beside the chair out in the center of the rear of the store. He has on a home-knit woolen stocking, which is soaking wet, and he desires to attend upon his aristocratic customers quickly and gracefully, and make a good impression. Tell, in not to exceed twenty-five words, what you know about drawing a rather tight fitting congress shoe over a soaking wet woolen stocking. Now, children, try to do your best, and be sure to have all of your words correctly spelled.—Ike N. Fitem in *Boot and Shoe Recorder*.

#### Optimism as a Creed.

When John Richard Green, the English historian, was so poor that even in the depth of winter he could not afford a fire, he used to sit by his empty hearth and pretend it was aglow. "Drill your thoughts," he would say, "shut out the gloomy and call in the bright. There is more wisdom in shutting one's eyes than your copybook philosophers will allow."

"The man who can drill his thoughts," says "Success," "so as to shut out everything that is depressing and discouraging and see only the bright side even of his misfortunes and failures, has mastered the secret of happiness and success. He has made himself a magnet to draw friends, cheer, brightness and good fortune to him. Every one is pleased to see him. His presence is like a sunbeam on a dull day."

There is no accomplishment, no touch of culture, no gift which will add so much to the alchemic power of life as the optimistic habit—the

determination to be cheerful and happy no matter what comes to us. It will smooth rough paths, light up gloomy places and melt away obstacles as the sunshine melts snow on the mountain side.

I have just received a bright letter from a poor colored boy who is working his way through college, whose simple faith and cheerfulness, even when he has been in actual want of food and clothing, would put many a philosopher to shame. I have seen him, while struggling to get a foothold, doing all sorts of jobs—shoveling coal, sawing wood, delivering laundry, canvassing for books or magazines, often traveling long distances about the country on foot, because he did not have money to pay railroad fare—yet never a complaint of his hard lot has passed his lips. On the contrary he has radiated hope and contentment, and when I first saw him—he was then in the midst of his struggles—his face was so radiant, his step so alert, his whole bearing so joyful, that I really thought he was going to tell me that some one had solved his problem of college education by giving him money to defray his expenses. He is now in his last year in college and ranks well in all his classes, having taken first prize several times during his course.

This poor colored youth has something infinitely more valuable than money—a cheerful, hopeful, contented mind. It is the optimistic spirit that accomplishes. Optimism is the lever of civilization, the pivot on which all progress, whether of the individual or of the nation, moves. Pessimism is the foe of progress. Gloom, despondency, lack of courage, failure of heart and hope—the whole miserable progeny of pessimism—are singly or collectively responsible for most of the failures and unhappiness of life. Long live the optimist! Without him the world would go backward instead of forward. In spite of all the beauties of earth and sky, without the sunshine of his face this world would be a dreary prison. Frank Stowell.

#### Creatures Without Eyes.

Marvelous are the lives of creatures condemned to live always in darkness as black as night. One of these creatures is a very rare specimen and is styled the cavern beetle. It was first discovered some seventy years ago in an Austrian cave, the grotto of Adelsberg. One specimen only was caught, and, although its discoverer offered a prize of \$25 for another, it was fourteen years before a second was found. Brought out from its gloomy haunts into the light of the sun, it dies almost immediately. The sunlight seems to wither and shrivel up these insects, just as though they had been placed in front of a hot fire. Yet, in spite of this fact, it is known that the blind cave creatures are descended from others which originally lived in the light of day.

A man would bore even himself to death if he kept on being as wise as he was at nineteen.

## Skreemer Shoes



The most up-to-date medium priced shoes for men on the market.

We are distributors for these shoes and we want a dealer in every town to handle them. If you want to increase your business write to us and we will have a salesman call and see you.

Michigan Shoe Co., Detroit, Mich.

## You Will Need More Rubbers

You will want to keep your line filled for the heavy spring trade. We have a complete stock of

### Hood Rubbers

constantly on hand and can ship at a moment notice. Telephone or write.

Geo. H. Reeder & Co.

State Agents

Grand Rapids, Mich.

## TRAVERSE CITY.

## Advantages It Enjoys as a Distributing Center.\*

In considering the importance of Traverse City as a wholesale center and distributing point, let us first look at some of the qualifications necessary to us as business men, and as an organization if we are to be known as the distributing point of Northern Michigan and a good place to be connected with.

In order that any town may have a steady, permanent growth, its business men must be a prime factor in this growth. To inspire the confidence of the public they must be broad, liberal, unselfish in their endeavor to build up their city. Petty jealousies and narrow minded personalities must be eliminated before any great good can be accomplished as an organization. We, as members of the Board of Trade, should pull together as one man for whatever is for the best interests of the town. Working in this way, it will be easier for us to interest newcomers in our city.

There are many thriving, hustling towns all about us, but situated as we are, there is no reason why we should not become the best known and largest town north of Grand Rapids. Located on one of the most beautiful bodies of water in the world, only forty miles from Lake Michigan, we enjoy during the season of open navigation freight rates which enable us to own our own merchandise at a lower cost than any inland town.

Our railroad facilities are unequalled by any town in Northern Michigan. These roads spreading out in every direction about us enable us to reach the surrounding towns in a shorter time and at a much lower rate of freight to merchants in these towns than the cities from which Northern Michigan has been supplied in the past. Take, for instance, any town within a radius of forty miles, if a merchant in one of these towns finds he is needing goods that can be purchased in Traverse City, if he will telephone his order in by three o'clock in the afternoon it will enable the shipper to fill the order so that the merchant will have his goods not later than noon the following day. While this may not seem on the surface to be much in favor of Traverse City as a distributing point, it is an important fact. The average merchant is not carrying the stock of goods to-day he did ten or even five years ago, depending on the jobbers to carry the goods, and the transportation companies for quick service, and for this reason (especially during the winter months) he will throw his business to the nearest point.

Another thing to take into consideration is that a jobbing business can be carried on in Traverse City at a less expense than in a larger city. Rentals are not so high, you are closer to your trade, can sell the small trade as well as the large, for the reason that you are nearer and in closer touch with them, and in this way

\*Address by Howard A. Musselman at annual banquet of the Traverse City Board of Trade.

keep down your percentage of losses. Nor is the expense of reaching the trade so great, because of the difference in mileage used. Take, for instance, Cadillac. A traveling man leaving Grand Rapids in the morning can not reach Cadillac before noon at an expense of two dollars. Leaving Traverse City in the morning he reaches there at eight o'clock, has time to visit the trade and is ready to leave at the time he would have arrived had he traveled from Grand Rapids, and his mileage is only one-half the amount, one dollar.

Competition is the life of trade, and the more lines we job the larger the volume of trade coming into Traverse City and the easier to get it. While it is not always easy to turn trade into new channels, yet when a merchant finds he can buy goods just as cheap in Traverse City as elsewhere, and at the same time get quicker service and with less freight



Howard A. Musselman

to pay, in the majority of cases he will throw his trade this way. Of course I can only speak from our own standpoint, yet I can not understand why what is an advantage to us should not prove an advantage to other lines of trade.

Then, too, the wholesale grocers' territory is more limited than that of other lines of business, and I can see no reason why other lines, who can reach out so much farther than we, can not be induced to locate here and do better than in any of the larger cities. With the car ferry across from Northport to Manistique, a large portion of the Upper Peninsula would be tributary to Traverse City, thus materially enlarging the field for lines that can ship their merchandise a greater distance, at a profit, than the wholesale grocer.

The soil in Grand Traverse and adjoining counties is a sandy loam, and while being especially good for potatoes and sugar beets, it is also adapted to the growing of wheat, oats, corn and all kinds of fruit; the Peninsula is noted for the latter and, in fact, our section of Northern Michigan is acknowledged by all to be the best farming district in Northern Michigan. A prosperous farming district, with such a diversity of products as ours, furnishes a steady de-



## Our Top-Round \$3.50 and \$4.00 Shoes for Men

Our Top-Round line is what brings the customers in. After they have had one pair it is hard to sell them anything but Top-Round shoes—that easy feeling in fit—no breaking in—then that always in shape look which adds so much to a gentleman's appearance. Our shoes are made right from top to bottom. Our white oak sole leather we bought before the rise so we can supply the trade without such an advance as is talked about. Just notice the weight of our innersole—it's heavy, smooth as a smelt and will stand long after the rest of the shoe is worn out—then for lasts, we always were leaders in style without sacrificing comfort. Should you want to know more about our Top-Round Shoe for men, just drop a postal—our mailing list needs you—we also wish to send our catalogue. Write now and get the agency for your town. More next week—watch this space.

**WHITE-DUNHAM SHOE CO., Brockton, Mass.**

Greatest makers of Corona Colt Shoes in America.

## You Need These

Now is the time when you should prepare yourself for the calls you will have for

### Tennis and Gymnasium Shoes



We have every facility for promptly handling orders for these shoes in all the different grades and colors, and would suggest your writing us on the subject—or, better still, forward us your orders for prompt service.

Our stock is complete and well assorted, and the same is at your command.

**BANIGAN RUBBER CO.**

GEO. S. MILLER, President and Treasurer

131-133 Market St.

Chicago, Ill.



mand for goods unlike a country that is boomed for some rich find, which when exhausted, as in the case of some of the timber lands, leaves the towns dead.

Traverse City is most fortunate in her surroundings, but there is one thing we must consider here: heretofore Traverse City's retailers have drawn trade for many miles around, but as the railroads reach out and the country develops the smaller towns round about are improving. Only a few years ago, a great many farmers were compelled to market their products in Traverse City. To-day, striving to market his produce at the least cost and effort he will take it to the nearest station. The country merchant, unlike his predecessor of twenty years ago, is not asleep, but on the other hand is wide awake and is buying his goods as cheap as the city merchant. He (the country merchant), realizing the changed conditions, is putting forth as strong an effort to hold the trade of his community as the city merchant is to draw it away from him.

While I am not in the retail business, and have only been a resident of the city for three years, I believe there is not a retail merchant in this room who will not admit that these changed conditions do exist, and that he is gradually working into a different class of trade.

My candid opinion is that if the retail business of Traverse City is to continue to increase in the future as in the past, we must get in some manufacturing industries at once. I also believe that Traverse City, to hold her prestige in the surrounding territory, must be ready to serve the merchants in these towns.

There is no reason why, with our boat and railroad facilities, our fortunate geographical location, with a little push and energy, we should not become the Hub of the northern part of Western Michigan.

**Recent Trade Changes in the Hoosier State.**

Bluffton—Adams & Beil, grocers, are succeeded by Beil & Lesh.

Brazil—E. Barnett & Co., boot and shoe dealers, are succeeded in business by Z. T. Barnett.

Cass—Hale & Son succeed Usrey & Son in the general store business.

Farmersburg — Arthur Hopewell, clothier, has admitted Mr. Bolinger to the business. The business will be conducted under the style of Hopewell & Bolinger.

Fontanet—C. E. Wood, general store dealer, is succeeded by Jas. C. Turner.

Fort Wayne—Vandrey & Beltz succeed Mrs. S. E. Vandrey & Sons, who have been engaged in the grocery business.

Huntingburg — The business of Adam Strattman, dealer in hardware, stoves and tin, will be continued in the future by the Strattman Hardware Co.

Indianapolis—P. M. Clancy, retail grocer, is succeeded by Geo. Houreston.

Indianapolis—Martin C. Specht, retail grocer, has made an assignment.

New Albany—John N. Roberts, who has conducted a veneer mill, is succeeded by the Roberts & Conner Co.

Otterbein—J. A. Brown, of the dry goods firm of Berlin & Brown, is dead.

Rochester—S. J. Peters will continue the business formerly conducted by Peters Bros., dealers in musical instruments.

Rochester—The drug business of P. M. Shore will be conducted in the future by the Shore-Wilson Co.

Tipton—Hamilton & Budd, bicycle dealers, have dissolved partnership, J. W. Hamilton continuing the business.

Tipton—Geo. V. Haynes, of the firm of Haynes & Shook, dealers in notions and shoes, is dead.

Underwood — Houghland Bros., who formerly conducted a canning factory, will be succeeded in that business by James M. Davis.

Huntington—The creditors of Miss Mamie Collins, milliner, have filed a petition in bankruptcy.

Indianapolis—A receiver has been appointed for the Union Wall Paper Co.

Mishawaka—After years of unsuccessful effort to induce local capitalists to erect a hotel which will be a credit to the city, the business men of this place have decided to form a stock company and build a hotel. Between \$35,000 and \$50,000 will be expended. Committees have been appointed with authority to incorporate and \$15,000 in stock has already been subscribed. The proposed structure will be located in the heart of the city, a public spirited property owner having come to the rescue of the promoters.

**Recent Business Changes in the Buckeye State.**

Bowling Green—P. Anthony, fruit dealer and confectioner, has moved to Cygnet.

Caldwell—C. J. Jenne, wagonmaker, is succeeded by L. W. McElroy.

Cincinnati — Matt Ausdemmoore succeeds J. Theo. Ausdemmoore, grocer.

Cincinnati — Moses Krohn, of Krohn, Fehheimer, & Co., shoe manufacturers, and also of the Miami Valley Leaf Tobacco Co., is dead.

Coshocton—D. E. Almack & Sons, wholesale grocers, have sold out to the Mercantile Co., of Zanesville.

Dayton—Anthony Sprauer, grocer, is succeeded by Makley & Smith.

Dayton—Miss Carrie L. Veit, who formerly did ladies' tailoring, is succeeded by J. Schuffman.

Dudley—Sebach & Mosely, general store dealers, have discontinued business.

Kimbolton—S. A. Clark succeeds E. C. DeHart in the general store business.

Montpelier—The stock of the McElhenie Bros. Co., who conducted a general store, has been sold by a receiver.

New Philadelphia—The business formerly conducted by the Eureka Garment Co. will be continued in future by Albert Senhauser.

Painesville—E. E. Kintner is closing out his stock of dry goods.

South Charlestown—A. L. Webb, jeweler, has removed to London.

Akron—A receiver has been appointed for the Summit City Machine Co.

Cincinnati—Creditors of Julius Guttman, retail dealer in tinware, have filed a petition in bankruptcy.

Toledo—A receiver for the Electric Refining Co. has been applied for.

Cincinnati—The Winnes Paper Co., wholesale and retail paper dealer, has made an assignment.

Toledo—The creditors of A. J. Snell, milliner, have filed a petition in bankruptcy.

Cincinnati—The Tokio Tea Co. is succeeded by the West India Coffee Co.

**AUTOMOBILE BARGAINS**

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second-hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids

**A Safe  
10 per cent.  
Investment**

Nothing to look after except cutting off the interest coupons.

Write us

**C. C. Follmer & Co.**

Gas and Electric Bonds

811 Michigan Trust Building  
Grand Rapids, Michigan

Right  
up-to-the-minute

**"Cadillac"**

**\$1.50**

Quality—The Best  
Style—None Better  
Fit—Perfect

Stocks—Vici Kid,  
Velour Calf,  
Box Calf and  
Colt Skin



Half Double Sole, McKay Sewed.

The Best Style, Best Wearing and Best Fitting Line  
of Men's \$1 50 Shoes Offered To-day.

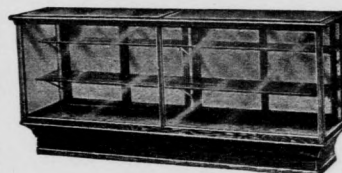
**Stock No.**

- 903 Men's Box Calf Blucher, Custom Cap toe.....5 wide
- 910 Men's Vici Kid Bals, Essex Cap Toe.....5 and 6 wide
- 911 Men's Velour Calf Bals, Lenox Cap Toe, Glove Top 5 wide
- 912 Men's Box Calf Bals, Lenox Cap Toe.....5 wide
- 918 Men's Box Calf Bals, Custom Cap Toe.....5 wide
- 920 Men's Bright Colt Skin Bals, Essex Cap Toe.....5 wide
- 921 Men's Bright Colt Skin Bals, French Plain Toe.....6 wide
- 922 Men's Bright Colt Skin Congress, French Plain Toe 6 wide

We want your business on this grade of goods. That is why we are making this low price on the line. Send us a mail order and get a good thing.

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

Mention this paper when ordering.



**High-Grade  
Show Cases**

The Result of Ten Years' Experience in Show Case Making

Are what we offer you at prices no higher than you would have to pay for inferior work. You take no chances on our line. Write us.

**Grand Rapids Fixtures Co.**

Cor. S. Ionia & Bartlett Sts., Grand Rapids, Michigan  
New York Office 724 Broadway  
Boston Office 125 Summer Street  
Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.

### Use of Automobile Practical and Sure To Come.

If there was not more spice in a plum pudding than there is in the life of the average wholesaler it would not be worth the brandy there is in the sauce. It is a life of hard application and full of strenuous effort. Ask Jim Richardson, who hustles Illinois, seeking for those who will say "yes," when he shows his samples. Harry Dudley can tell a good story of the past, considering his good looks and modest demeanor. By the way, I see Bert Atherton has taken quite a fancy to the fruits that are found in California. He always had at least one sweet discriminating tooth, even when he lived in Lynn and boarded at the Seymour. Charlie Pressey still clings to Haverhill ideas, and yet he is a progressive fellow. Oh! those boys on the road! They think no more of spending the money of their employers for railroad tickets or hotel bills than if they were able to pick it up from the retailers who give them the hot grasp of the hand, no matter how often they show up.

I often picture in my imagination how very different the boys of my acquaintance would act if the proprietors of the houses they travel for would give each the privilege of ordering for their own exclusive use an automobile to use in traveling over the country, instead of helping to enrich the bloated railroad stockholders. Let them use their own taste and judgment in placing the orders for their autos, but it should be understood that they should hold all the samples carried, and that they should be of such construction and finish that they would be advertising cards, also.

If Jim Richardson's auto ran out of gasoline he could, and no doubt would, get down and breathe into it, and it surely would run again. Jim is not without resources. Harry Dudley would be more likely to go into a feed store, and buy some oats to coax it along. Harry is nothing if not persuasive, at all times, and in all places. What'll you bet if Bert Atherton was stalled in some place on account of injury to his auto that he would not run an awning out from the rear of it and put up a sign calling attention to his stock of fine footwear to be sold at retail, and send on to his house for a full line? And he would make a go of it, too.

And what's the matter with an automobile built just right and equipped with a good powerful engine for the ambitious, up-to-date traveling salesman, if it is provided with a body large enough and fitted with shelves for trays of samples? A tray could be taken out with no trouble, and while the mobile remained in front of the retailer's door, it could be taken in and placed on his counter so that he would be obliged to see the line anyway, even if he did not order.

There would be no waiting for trains; no tickets to buy, no porters to tip, no excess baggage or busses. The whole darn expense would be gasoline for the engine and hotel bills for the salesmen. Practical? Well, I

should say, yes! And not only practical, but sure soon to be. How do I know? Well, the Recorder recently published the experience of one salesman with an auto, and I overheard a salesman planning for one. He knew I heard it, and he knew it would be written up. He will see it in the Recorder, and in the meantime he will be hustling the makers, for he is a pusher from Pushtown.

The same methods or machines that were used for making shoes twenty years ago are not to be seen now. Progress in this branch of shoe business is great in very many ways. Why should there not be some remarkable progress in selling? Would not the use of automobiles be a step ahead of old methods? To be sure it would. And much less expensive in the long run, unless it be for those who visit large cities far apart only. The time lost in waiting for trains is always a sore trial, and although the auto may be slower, it will keep moving so that more calls can be made and expenses reduced, barring the chances for breakdowns.—Boot and Shoe Recorder.

### Reasons for Early Closing in Country Stores.

Written for the Tradesman.

In the columns of the Tradesman an article was published recently on "How Early Closing Drives Away Farm Trade," and an invitation was extended to those interested in the subject from the locality of Flint to give their ideas.

Now, I am not from Flint, but, as I am somewhat experienced in a country store, I take the liberty of expressing my ideas:

First, where is the source of the country merchant's trade? Does it lie entirely with the few people who inhabit the little village or town? No, it is the farming community that builds up the majority of towns, therefore, to the farmers we look for our trade. Second, how should we proceed to obtain that which is essential to our success? Why, by accommodating them, giving them the knowledge that we appreciate their patronage—by opening the doors of our stores to them at a time when it is convenient for them to make us a call.

The farmers, as a rule, are a very busy class of people from early spring until late fall, and to compel them to stop work for half a day in order that they may favor us with their patronage seems to me an unfair situation. We should at least meet them halfway—have certain evenings that we will be ready to receive them at late hours, or every evening at a moderate time.

During the winter months when farm work is still we see the peaceful farmer coming to town during the time when the sun is blessing us with its rays. He doesn't care to be strolling around in darkness unless it becomes really necessary. He comes early and goes early; thereby the greater portion of our long winter evenings can be spent by our fire-sides enjoying the pleasure of completing the family circle.

Therefore, I deem it necessary for

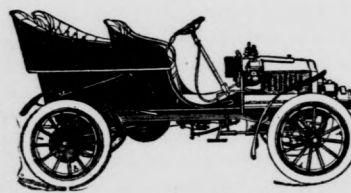
the success of country merchants that they accommodate the farming communities. If the farmers find it impossible to visit us during the day then permit them to give us a call and let us exchange greetings in the glimmer of the lamplight.

Country merchants ought not feel so particular about the closing time. We embark in the mercantile business for the purpose of supporting ourselves and building up our life's success—then why not give those who are willing to help us reach our goal the chance to do so? We are weary, to be sure, but the farmer is, also. Life is not all sunshine for others any more than it is for us, so let us be considerate.

It is to the interest of the farmer to attend to his own welfare, and the merchant his; therefore, we who lean on the farmers for support must do things which, although they are not of a pleasing nature, still effect the crowning feature of our success.

Lucia Harrison.

## New Oldsmobile



Touring Car \$950.

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

### Adams & Hart

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

### Arc Mantles

Our high pressure Arc Mantle for lighting systems is the best money can buy. Send us an order for sample dozen.

### NOEL & BACON

345 S. Division St. Grand Rapids, Mich.

## Bill the Brakeman



Bill the brakeman, who twists up the brakes

Whenever his train gets wabby and shakes,

Gladly he trumps himself from car to car

With no thoughts of danger his pleasure to mar.

Safe and sure-footed in new HARD-PAN shoes

His accident policy is no earthly use.

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

Write us for reasons why.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

## 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

## Quality the Foundation

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

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

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

### WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH.



**CLOTHING**

**Some Radical Changes in Clothing Styles.**

During the months of January and February the usual number of buyers were recorded as visiting the various clothing markets, but the first of March marks the point when the advance orders for spring and summer have all been placed. Before the duplicate orders begin to arrive the business of the season will have to develop to considerable extent. Trade has been satisfactory to wholesale merchants, as the total volume of business since November 1, which constitutes the light-weight season, will more than equal the same season last year. The demand has been for even a higher grade of garments than were purchased for wear last summer, which is considered to be a very good indication as to the trend of the trade. Stocks were sold out more cleanly than usual by retail dealers last summer, and this fact taken into consideration with the important changes in style has made a brisk demand for the garments prepared by the manufacturers.

Wholesale dealers are busily engaged in preparing the advance orders for shipment, and while many lots of clothing were forwarded to their destination in February the greater proportion of the clothing which has been ordered during the past four months will not be shipped until sometime this month. Easter comes very late this year, and this fact has tended to making the season later than usual, unless an early spring would create a demand for lightweight garments. For weeks the great clothing factories have been working overtime creating the enormous quantities of suits and overcoats, and a glance into the warehouses of some of these factories gives a slight idea as to the great bulk of clothing which is now made ready to wear. When the fact is taken into consideration that in the United States there are several hundred of these factories, some of which alone do a business counted in the millions, the enormous extent of the wholesale clothing industry can be comprehended to some degree. In value the production of clothing is now considered to be one of the most important industries in the country.

Within a few weeks designers of clothing will be busy with their preparations for next fall and winter. The purchase of heavyweight suitings and overcoat fabrics has about been completed and until the sample pieces arrive the designers will occupy their time in planning the new sample garments. This feature of the business is most important to the success of the lines and weeks of work and study in the preparation of the samples are devoted by both designers and manufacturers. Within the next two months the new lines will be de-

veloped and the samples will be ready by May 1 for the inspection of the trade.

Aside from the fact that there are several radical changes in the style of coats for the spring season, nothing radical has as yet developed. The chief difference in the appearance of sack coats, both in single and double-breasted styles, is in the length of the garment, as from two to four inches has been added to the skirts. This, of course, entirely changes the appearance of the coat, as the collar, lapels and location of pockets and buttons have to be changed accordingly. The new garments are very graceful and are so conservative in appearance that they will appeal to men of good taste. The buyers of clothing of the present day are not looking for "freaks," but for clothing which is stylish in appearance, and comfortable to wear, such as is typical of the average well-dressed man. The makers of clothing have recognized this fact, and the result is that a ready-to-wear suit can be purchased which has all the earmarks of the production of the high-class merchant tailor. The material is the best; in style it bears the mark of the expert designer and in finish and tailoring not a detail has been overlooked which will preserve its appearance and guarantee its wearing qualities. Wholesale clothiers do not copy styles, but invent them, and unless a man suffers from some physical deformity he can be fitted as well in the store of the retail clothier and equipped with as satisfactory garments as though he had his wardrobe made to his measure.

Advance orders demonstrate that the raincoat is losing none of its popularity, and, in fact, the use of this garment is becoming more general, and it is regarded among manufacturers as one of their staple garments. These serviceable coats are now shown in almost all styles, although the long coat which hangs straight from broad shoulders is the more popular. This coat is a conservative garment and is suitable for day or evening wear, rain or shine. For one whose duties take him out of doors the raincoat is an indispensable addition to his clothing equipment.

The popularity of the automobile has opened a new field for the manufacturers of clothing, which, though it was developed to some extent last season, has made enormous strides, during the past few months, in order to keep in touch with the remarkable growth of the sport. A specially designed suit of clothes must be worn by the motorist, his overcoat must also be of special design and when made to order, these garments are very expensive. The wholesale clothier, however, has been quick to grasp the opportunity, and the market now affords all styles of garments for the automobilist at a reasonable cost. Several firms are exclusively making these garments, and others are making a specialty of certain garments, for instance a rain and dust proof light-weight overcoat, or some similar specialty. In nearly every town there are several owners of motor

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**"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.

cars and the retail merchant should at once grasp the opportunity to supply their needs, and this department, though small in the beginning, will soon develop into one of size.

The season has been a very profitable one for makers of boys' and children's clothing. Nearly all styles have sold well but sailors, Norfolk and Russian styles have been the leaders.—Clothier and Furnisher.

#### Style Tendencies in Little Folks' Wearables.

Spring openings were the retail attractions for the closing week of the fortnight. Although the week was generally scheduled for the opening of new lines, juvenile departments in the big stores have had spring stock on display for upwards of a month, and on splendid days did a very fair amount of business on the new goods.

Spring shipments have not been as full as some buyers would have liked them to be, although they received enough to make a very satisfactory beginning. Manufacturers have been doing their best to satisfy everybody, and even the tardiest buyers have already received a fair portion of their orders.

Looking back over the past two months we find, according to retail reports, that gratifying gains were made in January over the same month in 1904, February held its own in the volume of business done in regions where there was favorable weather, but that in the East and West, where a great deal of bad weather was experienced, business fell behind, thus establishing a low sales record for next February, to compete against.

All attention is now riveted on March, and the hope is generally entertained that the weather will prove propitious to the selling of spring introductions. As retailers have now fairly inaugurated the new season there is not so much of a guess about indicating what will sell. There is already sufficient indication in consumers' preferences to single out the Russian and sailor blouses in Eton collar styles as continued leaders in junior sizes. Norfolk and single and double breasted jacket suits, all with belts, have been well received for boys a little older. The three-piece suit, jacket and bloomers with separate vest of different material, usually washable, which has been introduced as a revival of the vestee-suit, or middy, as it is called, is viewed by buyers as in its experimental season, and no great expectations for it are entertained by them. There is some trade gossip, however, to the effect that efforts are making to revive the Lord Fautleroy style of suit, and the middy is looked upon as a step in this direction. Buyers do not think there is any immediate possibility of the three-piece-suit coming into favor for general wear.

Even for fall the staple three-piece suit for juveniles and boys has not been exploited by makers or buyers, the former stating that they will make them only on order. Therefore, in recapitulation, it would appear that the best selling styles will

be the Russian and sailor blouse and Norfolk, single and double breasted. The best trade also introduces the yoke Norfolk, although popular houses prefer the plain.

Sellers and buyers are unanimous in favoring bloomer breeches. Even the popular line houses have laid in no other style.

Sample lines of fall styles are now ready. Manufacturers declare they were never better pleased with a new line than they are with their creations for the fall and winter of 1905-6. Quite a number of new things are shown by the representative houses, but descriptions of these are withheld at this early date, the makers preferring that they should not go out, for fear their ideas would immediately be copied into cheaper lines and thus interfere with the sale of the originals. It will, perhaps, suffice to say that there is nothing revolutionary in the new ideas. For fall the same general cheme of styling has been preserved that has existed for the past two seasons, simplicity being the chief feature.

The Norfolk is again to occupy a prominent position in fall lines, and the single and double breasted jackets, with belts and without pleats, are included. Although there has been considerable debating as to the advisability of introducing something to take the place of the Russian blouse, with its detachable Eton collar, nothing has yet been evolved that is believed would prove half so popular or continue with so good a chance of making as long a run. Besides, the continued high popularity of the Russian style seems to stand as a warning not to interfere with a fashion so universally good, and that is increasing rather than declining in favor. The fact that some objections have been raised against the Eton linen collar is no reason at all for suffering the decline of a favorite, because the linen collar may be worn or not as desired. While the white collar enhances the dress beauty of the suit, its absence does not detract sufficiently to call for condemnation of it.

There is going to be this difference between the two seasons, however, that retailers will pay more money. It is going to be harder to get sightly, snappy goods, however, at low prices, unless mercerized fabrics are selected. Good style woolens and worsteds will be obtainable, as before, but at advances. If the buyer figures that the lines he can get at \$3.50 to retail at \$5 are not as good as he has had, he will be obliged to change about and either be satisfied with less profit, if he purposes to give equal values, or else get more money from the consumer. Prices have advanced proportionately on all grades, and if the buyer is not satisfied to pay a dollar more than he paid last year for similar quality, then he will have to go to the grades advanced only half a dollar. Clothing for next fall will be like any other commodity that has advanced in value—it will command more and the retailer will be obliged to get more.—Apparel Gazette.

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Perfect Fitting

Well Made and Good Materials

Our Garments Always Handle with Satisfactory Results

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The Founder Established 25 Years.

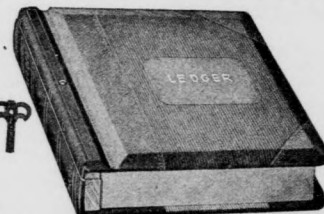
Our Spring and Summer line for 1905 includes samples of nearly everything that's made for children, boys, youths and men, including stouts and slims. Biggest line by long odds in Michigan. Union made goods if required; low prices; equitable terms; one price to all. References given to large number of merchants who prefer to come and see our full line; but if preferred we send representative. Mail and phone orders promptly shipped. We invite the trade to visit us and see our factory in operation turning out scores of suits per week.

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2-Piece Back

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

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

5-7 Pearl Street

Grand Rapids, Mich.



**Coming Fashions in Men's Headgear.**

Masculine headgear is the topmost feature in the scheme of apparel. In order to formalize more completely the stipulated evening dress, the tall or crush hat is decreed a component part of it. Thus, also, does the tall hat serve to individualize the semi-formal attire, of which the double-breasted frock coat is the distinguishing factor. As to correct fashions in hats for this spring: The tall hat has considerably more bell than the vogue of fall, and the curl of brim is lighter. The derby is very shapely, with its fuller round crown and lighter curl of brim than its predecessor. There are three different heights of crown, with conforming brims. Black is dominantly acceptable—brown and nut are the shades. The square-crowned hat, espoused principally by elderly men, is likewise fuller in crown and lighter in curl of brim.

There are four new styles in soft hats. The careless knockabout of round medium height crown and slight roll brim, which is turned down in front, while the crown can be telescoped or dented according to whim. It is in black and brown, but the nutria shade in this style will be by odds the most sought for. It is a style that will find immediate favor with collegians.

The sombrero, low-crowned and wide-brimmed, also light in weight and unlined—the costliest of the hats—is to be worn in the mountains and when camping, distinctly a roughing-it, outdoor hat, especially apropos when in contiguity with a broncho, lariat in hand. It is in a shade of light tan.

The alpine, in pearl shade, is an admirable newcomer as the soft crush hat, to be worn with the evening sack coat suit. It has already been preferred to the same style in black and brown, and in summer will have undisputed sway.

Then, what might be termed the utility hat, is of helio-tint, low round crown and turned up brim. It is of fine felt, so that being crushed to pocket size and there deposited, it can issue forth unwrinkled. It is primarily a traveling hat, but is intended for officiating as outing hat and is also worn in practice of any of the outdoor field sports.

The crush tall hat has more of height and less of bell than the silk hat. The only sanctioned version is of rep silk. The imported tall hats have more bell, and the derbies a rounder crown than the same type of domestic hats.

Synonymous in shape, crown drooping on downward peak, are the traveling, golf and steamer caps. The distinction is in the materials. For traveling, heather mixture tweeds. For golf, the clans have precedence. And for steamship both, with decided leaning to the former.

The polo cap, surfaced with heavy white silk gossamer-quartered and shaped like a halved muskmelon, pointing down at back, eyeletted on top, inside of peak faced with green cloth—it is built for service as well

as sport, and bespeaks the vigor and aristocracy of the game.

The polo helmet of heavy canvas is cork-lined, has head protector inside at back and inner side of brim is faced with green cloth.

The hunting cap of master of the hunt is of black forest, pieced in melon form, crown not so large but rounder, and has smaller peak than polo cap; caps of huntsmen similar in shape and in black silk or cloth, according to time of year.

There are two correct yachting caps: Of blue cloth with black patent leather vizor down, 45 degrees, and of white duck, with black leather band and similar vizor, also faced with green silk.

The new automobile cap is of lightweight English buckskin, with flat top, which droops over peak, and without earlaps. Another new style of dark shade cloth has straps across the wider-than-usual top, and is made with earlaps.

The low, round-crowned, turned-up-brim outing hat of white canvas is one and the same for tennis and cricket. The skating cap is a knitted toque. Those of silk are most redundant of color and therefore more in keeping with the gayety superinduced by this most exhilarating of all the sports.

**Electricity in a Rocker.**

Two Denver men have just patented an electrical device that promises to bring fame and fortune to them. They are Gaines M. Allen, an attorney, and S. M. Cawker, a gentleman who has a turn for mechanics, and their device is an electrical rocking chair. It can be attached to any ordinary rocking chair and is so arranged that the chair does not appear unlike the chairs seen in every house. Under the seat is placed a small dynamo about as large as two fists. To this are attached two brass rods, miniature walking beams, which operate the dynamo when the chair is rocked.

In other words, the rocking of the chair causes the rods to move back and forth and they set the dynamo in motion. Concealed wires lead from the dynamo to the arms of the chair and to receive the electricity one has only to rest the hands and arms on the arms of the chair.

A gentle rocking sends a gentle current of electricity through the body of the person in the chair. A more rapid rocking increases the strength of the current, but no matter how violent the rocking the current generated will not be strong enough to cause any injury. For those who need electrical treatment the chair will be a boon, for the treatment may be taken while reading or resting. Attached to the dynamo is a covered wire ending in a cylinder, which may be taken out and used to send a current through the face or any portion of the body which needs special treatment.

The inventors believe they can manufacture the chair at little more cost than an ordinary rocker and they expect soon to put it on the market.

# Wake Up Mister Clothing Merchant

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

## Superior Values with a Handsome Profit To the Retailer

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

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

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

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

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

# Grand Rapids Clothing Co.

Manufacturers of High Grade  
Clothing at Popular Prices

Pythian Temple Building  
Opposite Norton House

Grand Rapids, Mich.

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

## LOOKING BACKWARD.

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

There comes an end to all things—even the lure of tramp life and the ceaseless hunt for jobs. Having held the center of the stage for many weeks, shining the tin on myself in the role of a hobo, I will now get good and dabble in art and literature, after crowding windup of a coarser career into a paragraph.

Following the pathetic love affair at New Orleans, I returned to the canal at Keokuk, Ia., for the summer. That winter I starred as nightwatchman in a drain tile factory, toting a time clock to record my movements, and fighting off hoboes who wanted to pound their ear in the shelter of the kiln sheds. The next summer those who looked high enough could see me far up in a glass pilot house, steering the lake steamer City of Milwaukee between the ports of Grand Haven and the Wisconsin village the beer made famous. What an easy guess. Later in the season I stoked a tugboat that yanked lumber schooners in and out of sawmill towns, and then sought refuge from the strenuous life in a west side Chicago foundry. And this is where I begin to curb the nomadic spirit and grow genteel and recherche.

For quite a spell crayon portraiture, self-taught, as a side line to iron molding, did not strike me as incongruous. Nothing is that way—in Chicago—and I combined these arts with profit until a female patron put me out of the picture business. My system was to watch the death notice column in the daily papers and hustle for trade among the relatives of the deceased. One Sunday a woman on Halstead street gave me a commission. Her little girl, of whom she had no picture, passed away, and the mother asked me to dash off a life sized crayon portrait of the girl from a photograph of her small brother, whom she resembled.

"Can you make her hair long and curly and part it in the middle, with some frizzes in front?" the woman asked, eyeing my rough and calloused foundry digits in some doubt.

I looked at the photo of a boy, whose short hair and projecting ears were his only claims to beauty, and said I would extend my artistic temperament to the effort to make a girl of him.

"As for clothes," the mother went on, conjuring up a mental picture of the absent one, "I want her to have a delaine dress, moss rosebud pattern, box plaited with velvet revers, and double frounces around the bottom."

"Will you have the dress hooked or buttoned in the back?" I asked, vaguely, thinking she might not be quite up in the prevailing style.

"Pearl buttons look—but never mind," she said abruptly, it seemed "The back won't show in a front view picture."

So I took the photograph of the floppy eared boy and went away, a crushed and baffled crayon artist

right from the jump. For seven nights, after foundry hours, and for two Sundays matinees, I struggled to change the sex of that photograph. Ringlets and frizzes grew all right under the magic touch of my crayon point, and the fleecy cloud in the background was great; but the delaine dress, with velvet revers, knocked me out. In all my varied pursuits I had neglected to take up dressmaking; and that one job so disgusted me with portrait work I mailed the photo to the woman and buried my blasted hopes still deeper in the sand at Mr. Crane's foundry. Gentle females, they say, have helped man in worthy enterprises. Oh, tut, tut!

One day I met B. Arthur Johnson, of North Henderson, which place is not far from Mudville. While B. Arthur was being shoved, with honors, through our college at Mudville, I was learning the iron trade that eventually helped me into trouble in various parts of the world. When we met in Chicago in 1887 B. Arthur was a journalist on the Mail, an evening adjunct to the Times, since deceased. Kirke La Shelle, present owner of a bunch of New York theaters and a lot of other good things, conducted the literary end of the Mail. And F. P. Dunne, the Dooley man, was city editor of the Times.

Well, B. Arthur Johnson took a violent interest in my future and pestered me two years with a bold proposition to break into literature. B. Arthur stuck to me like a ton of yellow fly paper. He haunted me at my boarding house. He invited me to his hall bedroom abode and listened to the tales that flowed out of me as the contents of the pitcher flowed in. B. Arthur, Journalist, said if those yarns were written as related I needn't work in foundries. He had a softer snap for me. I was too modest and refused to believe the good news; but the faithful B. Arthur kept plugging my game from the outside, while Dunne and La Shelle, interested by the unselfish Johnson, of North Henderson, strove to yank me into the fold.

Once I was about to yield and become a journalist, when Johnson unwittingly crabbed his own proposition. We were strolling out Robey street one sloppy Sunday in winter, and Johnson, the journalist, was picturing the joys of a literary career in Chicago. Ahead was a ragged laborer. As he walked his broken shoes gaped open just above the heels, exposing warm streaks of bright red wool.

"Do you know, I envy that man," said B. Arthur.

"Why?" I asked.

"He has socks."

"All thought of invading the world of letters forsook me, and the careless B. Arthur lost just one year of missionary work. Probably he was joking about the socks. I'll give him the benefit of the doubt, but at the same time I did not yearn for a profession that couldn't haberdash itself. Finally I wrote a long story, using a short pencil, about a Mudville inventor who went broke and bankrupted his friends trying to perfect a

device to make cows come home and get milked. The Mudville cows stayed out nights, flirting with steers in the next pasture, and the invention would have been a winner had it worked.

Having seen pictures of poets and authors carrying manuscript for publication, I rolled my story into a tight little cylinder and tied a string around it. La Shelle, who had to peel my literary sausage, said afterward he could have chucked away the whole business, only he had wasted two years trying to get me started.

When this story was printed in the Sunday edition of the Times the faithful B. Arthur Johnson came panting to my beanery. Mr. Dunne, he said, was vastly tickled over my flow of language and wanted me to

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**3½ Per Cent.**

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Resources Exceed 2½ Million Dollars

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

PERFECT  
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ESTABLISHED 1852

GILLETT'S DOUBLE  
STRENGTH  
Flavoring Extracts

Produce a Perfect Flavor

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CHICAGO

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LONDON



go to work as a word hanger and draper and thought decorator on the daily staff. La Shelle and Johnson ribbed me up to tackle the editor for \$20 per week, but I would as soon have thought of asking for a job as bank president. Anyhow, the boarding house reeked with subdued excitement when the inmates discovered a Journalist in their midst. As for mine, I was scared stiff—felt like a man doomed to the scaffold the day I started to spellbind the Chicago populace—March 11, 1889.

The landlady and I held a conference that morning as to whether the ethics of my new profession permitted a journalist to carry his dinner to the job. I owned a tin pail that rated a knife and fork in a metal scabbard on the side. In the bottom was a soup subway, and above that some tin galleries for cold corned beef and pie, the whole surmounted by a jam observatory that resembled the nozzle on a \$90 camera. I actually started for the Times office lugging this pail, but got cold feet, went back, and compromised on a sandwich in my pocket. Also, I carried a full length lead pencil that had a rubber eraser at one end and a needle point at the other.

La Shelle introduced me to Dunne, who spread the salve on thickly and refrained from noticing my hands, in which pots of molten metal fitted easier than lead pencils.

"How much per week do you want?" asked Dunne.

"Same as I get in the foundry."

"And how much is that?"

"Eighteen dollars," I feebly replied, which was raising the limit \$6, but Dunne didn't know that, and I got my price. La Shelle jumped me later for not sticking out for the \$20, but, then, I had my doubts. The idea of a lumpy galoot like me, who had lived the life of a Siwash Indian, ramming into a newspaper shop and demanding \$20 per week was a proposition that made my scalp flutter. Just the same fourteen years of ragged edge schooling on the under side of the world kept me in the business once I got started. My habit for years was to read the daily papers from top to bottom, and I was, therefore, loaded with language, spelling, padding, punctuation, syntax, wind and other essentials without knowing it.

While waiting to be sent out for the purpose of enlightening the public, I sat in the office and looked at the journalists. Old and young men slid in and out, and wrote, and spat, and cussed. One man had removed his coat and uncoupled his starboard suspender to give his ink arm freer action. A horn handled pistol stuck out of his hip pocket, and on his left bosom was a badge as big as a fried egg. I thought he owned the paper. Once I made a bluff at scribbling something, just to seem busy; but my mouth was so hot and dry and caked I couldn't get any thought juice on my pencil point.

Pretty soon the editor sent me off on a job—a baseball insurrection in an orphan asylum at Thirty-fifth street and Lake avenue; only he did-

n't tell me that. I found it out myself. Spring was coming, and the little boy orphans took to slamming a ball in the narrow confines of the asylum yard. The matron called the game on account of broken glass. A large and rebellious orphan named Bradley had spent the previous summer on the poor farm at Jefferson, where they had a forty acre field without any panes of glass in it. He led an uprising of three small orphans—one shortstop, catcher and right fielder—who ran away with Bradley to play ball on the poor farm.

At that time our beloved Uncle Anson was skating around the world on his stomach with the champion Colts and All-Americans. In a burst of inspiration little short of miraculous, I named the ringleader of the baseball insurrection Old Anse Bradley, because he was such a kicker, and spun out the adventures of the three young players he released and left stranded over night in a garbage box on Wabash avenue.

This story was turned in to a ferocious copy reader whose pipe threw off the aroma of a backyard bonfire. While he read it I sat in an adjoining room, hot and cold by turns, then moist and clammy. My first stab at journalism, right off the reel, was undergoing the test, and I suffered the torments of a fellow hung up by the thumbs. Without going into details—shining the tin on myself some more—Old Anse Bradley passed muster and I became a reporter of plain, blue, purple, old gold, green, yellow and vari-tinted facts, but never once aspired to the exalted realms of journalism.

The story of Bradley was more or less upholstered, but one day I produced a plain, true tale about a Chicago hospital for women, omitting all names and localities. While I worked in the foundry one of the girl coremakers was operated on for tumor. They employ girls in Chicago iron factories, toiling their young lives away in the dirt and gloom, so as to live and die above reproach and wear velvet plush to and from the shop. Well, the female surgeon did a neat job on the tumor, and, after sewing up the patient with silver wire, a nurse found that one of the antiseptic sponges used in the operation was missing. Much against her will, the head surgeon broke the stitches, opened the patient, and retrieved the canned sponge. In my story the lady doctor said:

"I'm glad my attention was called to this little matter, for that sponge is worth 60 cents."

Editor Dunne said I was the most picturesque liar ever lassoed in Chicago, but he liked the literary tone of the article and he printed it. Several weeks later there came a letter from the woman surgeon of a certain Chicago hospital, inclosing my sponge story, clipped from the Boston Medical Journal, the only thing she read. She was quite sarcastic, and said that, while these trifling mishaps will occur in the best of hospitals, the writer of the article showed greater familiarity with slang than

with the more delicate technique of the medical profession.

Thus did sweet vindication come my way. Editor Dunne shook my horny mitt and took back all he said about me being a prolific and tireless liar. Backed up by this indorsement, everything I write must be true. If you don't believe it ask Mr. Dooley and Rube Waddell.

Charles Dryden.

**Conservative Estimate.**

McFlub—He's worth at least a million dollars.

Sleeth—A billion? Man, your statement is wild. That's foolish.

McFlub—Foolish nothin'. Why, he pays taxes on \$2,500,000.

**Duplicate Sales Books**

Or Counter Check

**\$1.75**

Per Hundred

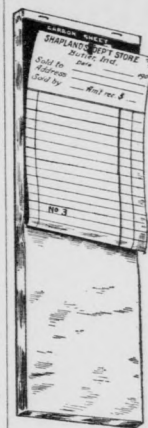
The Best Form on the market. Write for sample. State how many you use and I will save you money.

**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.



**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

**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.**



### Basis of Success of the Hardware Salesman.\*

For some years I was a pilgrim among the traveling men and learned by that experience to appreciate the broad tolerance which characterizes them as a class and I expect them to mingle charity with their criticisms of my effort.

It is no accident, or series of accidents, that places a man in that class of men who are spoken of as successful salesmen. It might help us all to better understand the real worth of such a man if we followed the course of training which he undergoes before he acquires the proud title spoken of.

At the age of 16 to 18 years he makes his choice of the business he wishes to follow, and, as we are hardware men, let us suppose he chooses the hardware business. He applies to the jobber for a position and is given an opportunity. For three or four years his work will consist of laying out orders, under a system which lets his employer become acquainted with his peculiarities. If he is punctual, his records show it. If he is rapid, another record shows that. If he is accurate, or the reverse, that, too, is shown, and by the end of say four years he has established in the mind of his employer a very correct impression as to his energy, honesty, aptness and personal habits. During this time he has either made himself a candidate for promotion to those situations which are stepping stones to a position on the road, or has shown that he is not fitted for that development. There are but a few such positions in any house, and the employer can not afford to fill them with persons who would not profit by the training they give, and here the first selection takes place. The person chosen has still from three to five years of training to undergo before he will be deemed capable of representing his house acceptably on the road, but he has now more responsible positions to fill, more care on his shoulders, more opportunities to show his individuality, judgment and tact. After a time he is permitted to wait on trade, and attention is given to the manner in which he acquits himself. Bye-and-bye a salesman is needed, and another selection is made. The one who receives this promotion has reason to be proud. It is the reward for years of application, and a guarantee that his ability has earned his employer's respect, but he is not yet out of the woods. He has enlarged his field of operation and been adjudged capable of sustained effort away from the employer's eyes, but he has a post-graduate course to take, and the question is, "Will he make good?"

Those of you, both retailers and

\*Address by F. H. Young, of St. Paul, before Minnesota Hardware Association.

salesmen, who have observed the course of events for years, know how many fail in this post-graduate course. He who would survive must be made of steel, not cast iron; he must have a physique which will thrive on exposure and hardship; he must have a disposition which will enable him to be cheerful under all circumstances whether business is good or bad.

If he has to wait over a day to get an order, being unable to obtain his customer's attention, and knowing that his time and expenses are costing the house he works for a large amount, and that he must show results for this expenditure, he must betray no impatience.

He must be able to bear bitter disappointments without complaint, he must resist temptations to do things which incapacitate him for performing his work in the best manner—temptations not hard to resist when surrounded by the influence of family and friends at home, but which become very real to a young man when removed from those restraining influences. If he avoids all of these dangers, and always maintains a high average of effort and practices the strictest honesty in all of his dealings, both with his house and his customers, he will within a few years be known as a successful salesman.

Gentlemen, I repeat, it is no accident that places a man on the road, and it is no accident that enables him to achieve success in his vocation.

From the time he first makes his appearance he is worthy of your regard, and if he stands the pace for a time he deserves your respect. He is a picked man, with qualifications far above the average. Let us give him his just dues.

While the life of a salesman has its disadvantages, it also has its advantages. He knows that his position is due to his merit and ability, which gives him a feeling of confidence in himself that can not prove otherwise than comfortable. He lives a broad existence, and meets people from every walk in life, and soon learns to believe in the brotherhood of man, and to appreciate the sincerity of others, no matter how much their views may differ from his own. Such a man makes friends, and he who has many friends is happy.

The traveling man always has the interests of his customers at heart. He has worked hard to establish their confidence in him, and he does not intend to permit this confidence to be shaken. The dealer may not appreciate this, but it comes to our notice at the office daily, when we hear our men make such remarks as these:

"Yes, I did sell him small quantities. I suppose I might have made them larger, but John has used me right and I didn't want to send him more than I knew he needed," or,

"I did not want to press the sale of (referring to some new specialty we had put in) where I was this week. The towns are small and they would not be able to sell such an article as that."

Sometimes we wonder if he ever

thinks of our needs. We generally conclude that his position is right—that we do not want to sell the trade what they do not need; but I want to say that we do want to sell them all the goods we can that they do need, and we confess it worries us sometimes when our man gets an order on one trip for a quarter dozen each of—well, say some agricultural wrenches—and we subsequently hear that when he goes around next time he finds that some smooth specialty man—all honor to his ability—has loaded this customer up with six or eight dozen of each size of the same thing, and at the same price, a quantity our man would have thought too large for his customer's needs, and hence would not have tried to sell him.

## Robes, Blankets and Fur Coats

We carry the most extensive line in the State.

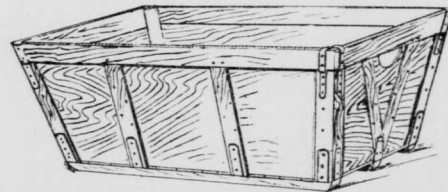
Would be pleased to have you look over our line, or to send list and prices.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

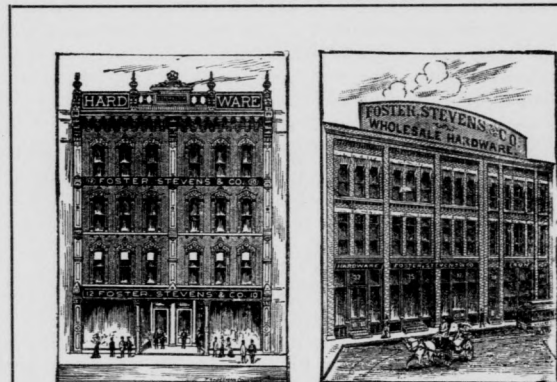
## The Wilcox Perfected Delivery Box

BUILT LIKE A BATTLE SHIP



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

Manufactured by Wilcox Brothers, Cadillac, Mich.



# FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

# GLASS

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

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

Grand Rapids Glass & Bending Co.

Factory and warehouse, Kent & Newberry Sts.

GRAND RAPIDS, MICH.



**If You Fail in One Business Try Another.**

"My only son must be a banker—like his father," said a proud mother. The little boy was wholly absorbed in putting the works of a clock together, and he did not hear her.

As the years passed she said it so often, however, that the child heard and grew to look upon this future as his inevitable doom. And his doom it became, for with his mind ever on the wheels and cogs of machinery and his attention automatically given to his duties at the bank, he made a failure of his life.

The attainment of success demands the heart, the mind, and the body. If you do not love your work you are in a wrong position and will not succeed as you would in the line for which nature intended you.

There are so many professions of modern birth, so many recognized lines of industry, that if one has a predilection for any one thing he may be quite sure that somewhere in the world there is a demand for just that thing. And where he finds it, it will pay him better and open up more opportunities than any other line to which he might give his attention.

"Necessity is the mother of invention" in professions as elsewhere. To-day we have professional window trimmers commanding large incomes, with books, magazines and schools devoted to their requirements; these are the young men who, yesterday, were called "handy" about the house, who had a taste for arranging draperies, pictures, furniture. People smiled a little at their so-called femininity and said they were "not good for much."

We have professional heraldists and genealogists, who make excellent incomes preparing family histories and tracing ancestry. This is now a recognized profession, but yesterday it was only a fad, followed by those who loved to stir up the ashes of a forgotten past.

Advertising is now a profession governed by well understood laws; yesterday it was a "knack."

And so it is, throughout, I might say, hundreds of lines. Where once there was a small number of professions from which to choose, to-day there are dozens commanding such varying qualifications that almost any "hobby" can be found of practical value. Thus it is not in the least necessary to remain in a business for which one has no natural aptitude, even although one has spent some years mastering it.

Modern inventions and applications of electrical power have done away with many old time "jobs," but they have created new demands and new openings, calling for a higher order of ability and special training; thus the field for money making is wider, more diversified, and more interesting than ever it was.

Many a man in a rut only needs to "pull out" and take a new road. He may find it rough driving for a time, but eventually it will smooth out, and even the clods and stones can not make the trip disagreeable when he is driving the way he wants to

travel. What is the use of driving with all one's might in a direction contrary to inclination? The road to smooth and easy, but of what avail is this if Jonesburg is the point of interest to you?

In many cases a man finds himself in a business or profession for which he has no aptitude before he has had experience enough to determine what line he would like to pursue; and then he hesitates to make a change, fearing the charge of failure; but experience proves that those who have recognized their mistake and have taken steps to remedy it have in many cases succeeded beyond all expectations.

A man who had been annoyed by having to live in inefficiently managed hotels grew exasperated and went into the business himself. He made a gigantic success of it, because he knew so well what the majority of hotels lacked.

A minister who had never had a prosperous pastorate became interested in helping a country editor get up his paper. He took a real pleasure in the work and found that this was his right niche; past 40, he changed occupations—became prosperous, influential, and is to-day accounted one of the most successful of men.

P. T. Barnum was a country storekeeper limited to the usual storekeeper's small profit. He had a restless disposition and loved travel, change and excitement. He gave up the safe business of storekeeping and became manager of a small museum in connection with a traveling show. He eventually made a fortune in the show business and at 50 lost every cent of it, but after this he created a second fortune.

James Harper was one of the best printers and pressmen in New York. This would have satisfied many a man, but he desired to become a publisher. He saved a few hundred dollars and started the publishing house now known as Harper & Bros. He succeeded from the outset.

No man should hesitate to change occupations if there is another line of work for which he has a decided taste.

Most of all, no man should be influenced by the wish or advice of others in this matter. He has his own life to live and he must live it as his best instincts dictate.

What would John Jacob Astor have amounted to had he become only a butcher, as his father earnestly desired?

Think what the world would have lost had the artist Turner followed the advice given him to become a barber. Who would ever have heard of Daniel Defoe had he remained a merchant and factory manager instead of turning to literature and producing "Robinson Crusoe?"

A. S. Monroe.

A certain country editor, in writing a local, spoke of the aspiring author as "our budding young poet," but the printer, with apparent maliciousness, corrected the paragraph thus: "Our butting young poet."



**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

**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.

## COLLECTING BILLS.

## It Tends To Make a Man an Optimist.

Eight years' experience as a collection agent for all kinds of claims has not affected seriously my conservative optimism. More and more I pledge myself to a consideration of the individual as good or bad or indifferent, realizing that in all circumstances there have been reasons for his being the character that he is and that in no small degree his fellow men have had to do with his making.

But taking men of all kinds as I have come in contact with them, I have to say that the creditor who comes to me with a bill for collection is no better, no more scrupulous, and no more to be depended upon than is the average debtor from whom he is bent upon taking money for value received. Yet while I prefer as a business method to look upon every man and every account for collection as something apart from every other individual and every other account of the kind, there are classifications and types in abundance.

Of all collections through agencies, 25 per cent. of the debts are due from honest people who would pay if they could; 25 per cent. of the claims are upon persons who are hoping to escape the small claims through some statutory exemption, while 50 per cent. are the "dead beats" that we read about. Of those dead beat types against which we get judgment, 15 per cent. are not execution proof, and we get some sort of satisfaction out of them under pressure.

In these figures I have dealt with the average small claims that come within the jurisdiction of the justice courts. There is another class of debts where some business house takes exception to a certain portion of a bill rendered, and still another class in which a building contractor is a party to a suit because some subcontractor has not filled the letter of the specifications. In these larger cases there is hardly more than a misunderstanding and when the diplomacy and judgment of the collector have been exerted such bills are nearly always settled out of court.

In the small collections from the John Joneses and the Bill Smiths on bills rendered by the John Does and the Richard Roes, however, I should expect to find quite as many debtors pay their debts out of court as I should expect to find creditors who, collecting unknown to me as agent, would still come forward honestly and pay me the commission to which I am entitled under the contract of collection. As many small creditors are to blame in the bringing of these collection suits as there are debtors to blame, and one kind of man isn't much more likely to be honest than is another kind.

The creditor, who may be the small grocer, or druggist, or doctor, or saloonkeeper, or what not, frequently is to blame because of an undue extension of credit in the first place. He may have connived at having the person go into debt beyond the point at which the person would have stop-

ped if let alone. Then, when the bill is due and the creditor has asked for his money, not infrequently he gets mad and has succeeded in working the debtor up to a point of personal assault before he thinks of coming to us with the collection. In this manner we have on our hands a person who at the best figures that to some extent he has been bunkoed into the debt in the first place, and that in the second place he has had scant courtesy from his creditor. Out of this mood he is prompted to say to us that he will see us in the antipodes before he pays a cent.

But of all the small cases as they run, from \$2 to \$200, there will be 25 per cent. of the debtors willing to settle without suit, 25 per cent. will settle after judgment has been obtained, and of the other half of the cases, perhaps 15 per cent. will satisfy the claims through a court execution and the constable's seizure of personal property in the house. Of the unaccounted 35 per cent. of these cases, all track of a great many will be lost and the others will be settled upon as dead.

These figures are not destructive of optimism in a man. With these results approximated, it must be taken into consideration primarily that the figures deal with contested claims, taking no consideration of the thousands of debts that are paid without a question; and in the second place, it must be remembered that many of these cases are brought by creditors who are by no means as scrupulous as they should be. One of the greatest temptations of the small dealer who finds that he has extended credit unwisely is to decide upon a suit and then to increase the actual amount of the bill by enough to approximate the commission to the collector. Thus many times when we have proceeded to collect an account of, say, \$7, it has been proved that the real account was only \$4, perhaps, and that the \$3 was added to cover costs and trouble of collecting.

Often, too, a bill brought in for collection proves to be only a sand-bag method on the part of a crooked grocer or saloonkeeper to get even with somebody. One has to judge of the creditor quite as closely as of the debtor.

There are several kinds of collection agencies, of course. From some of these the creditor finds it harder to get collected money than he found it in the case of the original debtor. At the same time, however, the collector who does business as legitimately as does any other business man, and who is the client of reputable business men and business houses, gets an undeserved reputation at the hands of the public.

He is in a hard position. Naturally the business man who wants a collection made feels it a hardship that a commission must come out of the face of the claim. The debtor must pay the court costs, but the creditor must still pay the collector's commission. Frequently after the collection agent has notified the debtor that he holds the claim for collection the debtor will go to the creditor, "blow

him up," perhaps, and pay the claim into the original creditor's hands. Then there is a class of business man which finds it hard to live up to its contract to pay over to the collector the commission that is so unquestionably due, anyhow.

There are dishonest creditors who go to dishonest collection agencies and between them they "cook up" suits to be brought at out-of-the-way places in the county, getting judgments by default, and afterward seizing the household goods of the more or less innocent citizen. But these cases are few.

I will say for most collection agents and for most of the county constables that they do not look forward to such seizures with any pleasure, nor do they consider them save as a last resort. But the truth is that half of the people sued for bills have contracted those debts with the intent never to pay them if they can escape payment in any way. This is the situation that we are facing when the bill comes to us. Perhaps we never have seen or heard of the client before.

The claim is accepted, a docketing cover in blank is prepared, numbered consecutively, with the name of the parties to the claim on the outside, and a notice is sent to the debtor that we hold the certain bill for collection and would like to hear from him. A copy of this notice is filed away in the cover. If we don't hear from him in a week we send another notice and file another copy of it in the cover. Still if we don't hear we send a collector in person to the address to make personal enquiries. His report and all other matter referring to the claim in any way are kept in this cover for reference at any moment.

Considering the class of debtors that we proceed against, stories of the villainies of the constables and the heartless collectors might in all justice be taken with a grain of salt.

As a matter of fact, when we have brought to the attention of the honest person a claim that he can not pay, we never fail to hear from him at once. He may come in and ask for a little more time, and in nearly every case he gets it; and in every case on a just claim from a decent collection agency he gets all the consideration that can be extended. He never sees the heartless constable of the public fancy; his wife is never dragged down the backstairs by the hair of the head, while the constable walks over the baby's face with a piano under one arm. As a matter of truth, those householders who do see the constable with the execution have mighty little sympathy due them.

Ordinarily, the house at which the constable has to call is shut up tight, and the family on watch. Frequently he gets in only after he has threatened to break down the door. At the doorway he shows his star and reads the execution. The wife is there, hysterical, perhaps, and a big, ugly husband may be glowering and bullying. The husband doesn't care a blank for any court, and will break the constable

over his knee if he or any other constable in the party lays a hand on a thing in the house; the stuff isn't worth the amount which the statutes exempt from seizure, and he will make it warm for the constable if a stick of furniture is touched! The constable has his duty to perform, and he has help enough to perform it; it may be only a family "bluff," but he must call it.

Then, when some neighbor looks in a few moments later, and finds the mother of the three or four children hysterical, the children crying, and the father probably under arrest for assault, while most of the furniture is going out at the front door—why of course the constable, and the collection agent, and the creditor who originally brought suit are all villains of the same detestable stamp.

As an example of the manner in which a tolerably decent debtor is treated by the decent collector, I recall an experience of my own a year ago. I received a collection from a Detroit grocery house for \$58 directed against a man living in the poorer quarter. I had to go out in that direction a day or two later, and I called at the address, discovered it to be in the basement of a rear house, with the only outlet in the alley. The one room was indescribably filthy and poverty stricken. I asked the woman some questions and she said they had just moved there from Detroit, and that her husband was then out looking for work.

That afternoon in sorting up collections for disposition, I tried to lay this Detroit collection for \$58 into the pile that was to be returned as impossible. Instead I made a mistake and put it with those upon which suit was to be brought. Two days later the woman whom I had questioned in the basement came in and told me she wanted to pay that bill, and she did pay it right there out of a roll several times bigger than the amount of the debt.

You may put it down as a fact scarcely to be questioned in any circumstances, that the decent, well disposed debtor seldom suffers at the hands of creditor, collector, or constable. It is always safe to reserve sympathy in the case of the average justice court procedure on a debt. I have been criticised, for instance, for taking most of my cases to north side justices of the peace when the downtown justices are so much nearer. The reason for this is that the downtown justices are overcrowded with work, while some of those north, west and south have scarcely anything to do.

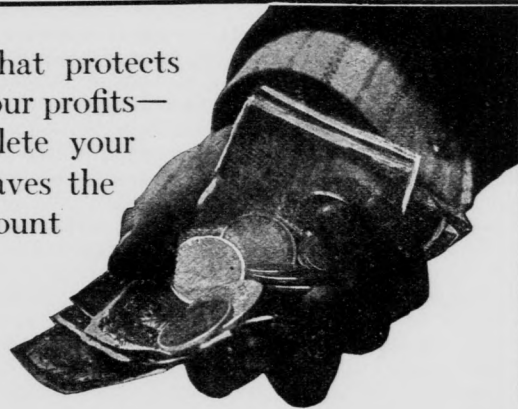
Perhaps the collection agent always will have a hard name with the general public, but enough of the general public has to be sued for its debts to insure this. But it is safe to say that if a person owes an honest debt and an honest collector can bring about the payment of it, the rest of the world ought to have mighty few kicks coming.

The professional beggar is always looking for succor—but he doesn't spell it that way.



# Increase Your Bank Account

PLACE in your store a system that protects your customers, your clerks and your profits—a system that enables you to complete your bookkeeping before the customer leaves the store, and gives you a detailed account of your day's business.



## A National Multiple Cash Register

Not merely posts your accounts to the day, but to the minute. You are able to tell which clerk made the mistake, as this register combines

## Six Cash Registers in One

Our registers are reliable and fully guaranteed, and are sold 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

### MENTAL LAZINESS.

#### Worst Handicap in the World of Endeavor.

No one thing in a business man more quickly appeals to those associated with him than does that man's unquestioned knowledge of his own business.

All through the present age of the material, there has been a growing disposition to deprecate specializing in all its forms. Specializing in many of its aspects is bad; in many other lights it may be even good. But between this good and bad specializing there has been an unquestioned influence upon all men more or less to disregard a clear, sound, basic knowledge of their professions and businesses. These effects are bad for the business and professional man who to this degree is in the position at all times of showing possible incompetence, or worse, of leading the public to suspect it unjustly and unearned.

In contrast to some of the ways of the business world in general the scientist is affecting accuracy and a thoroughness of research and knowledge of his subjects which the business world at large would call extravagance of time and money. As, for instance, when an English society of investigation, recently sounded the bottom of a new principle in physics, proving the discovery after long investigation and research, and passing by unanimous vote a resolution congratulating the society that by no possible means could the discovery be of any practical and pecuniary benefit to the world! Accuracy of discovery and determination was sufficient to the pathfinders.

But while physics, mechanics and the associated arts and sciences are schooled in the knowledge of fixed principles productive of certain conditions and results, the average man of affairs virtually has forgotten the relations of everyday cause and effect. One business may have so merged into another, or into others, as to have only a coglike possibility to the man most interested in knowing, and yet not recognizing this necessity of knowing.

Ten years ago a friend of mine having the management of a specialty appealing to the manufacturers of railway locomotives gave me an interesting bit of information. It was apropos of the manner in which science was exploding some old ideas, and, in brief, it was the assertion that while it was once thought that a locomotive should be built low in order that it should hug the track under great speed, experience had taught that the taller and heavier the machine the safer it was in service.

The idea was just novel enough to me to cause me to repeat it on a good many occasions where the statement was relevant, and goodness only knows how far the information had traveled before I was brought up with a sharp turn by a locomotive expert, who explained that the only reason for the height of the modern locomotive was the necessity for greater power and speed, which naturally forced the building of taller machines,

as they could not possibly be built any wider. My friend of the years before had not been interested in locomotives further than in the exploiting of a certain brand of packing, but I had a certain friendly grudge for years that he had not learned more of the general business than to misinform me so in locomotive structure; and I have wondered whether if I had been a purchaser of his packing at the time of enlightenment, he would not have lost a customer on the strength of it.

Mental laziness has been declared to be the worst handicap of men in the world of endeavor. This presupposes that the inertia is in the brain before it is in the body, and that physical laziness is the child of the other. However the classification, few people will challenge the assertion.

Yet this laziness which affects the masses never was more intolerant of the mentally lazy man of business who does not know the things he is supposed to know. The fact that the public would burden its own brain less with the details and necessities of its own economy makes it more exacting of the man who would cater to it, and more dependent upon his knowledge.

To-day one of the unpardonable confessions of the business man is "I don't know"—this and its equivalents which may take so many forms and phases. But if this confession by word of mouth is received so ungraciously, the proof of ignorance in act or inaction may become tragedy.

Specializing, the prolific cause of all forms of menacing incompetence, came about through the public's own demand for a short cut to results. But it is defeating itself in many ways. It may be an excellent thing that a physician in a city of half a million population devotes himself wholly to diseases of the eye, but if this practice after years shall make him incompetent for other work in the profession, this oculist's presence as a physician in a hundred other possible places and emergencies would be inciting almost to mob law.

This tendency of specializing is lessening a man's obligations to himself to know more of his business. It is making hundreds and thousands of incompetents whose work in the world will be the carrying out of the orders and plans of the dozen or the score of men who will not stop with the learning of the one specialty to which their hands and brains were turned in the beginning. The money captain of the present did not come about through his out-of-hand determination to become a money captain; he was evolved through the necessities of a great army of privates rising up and inviting a commander.

Years ago a barber made a fortune out of his barber shop. He did not do it with his own razor and shaving mug, but he saw the overwhelming numbers of journeymen barbers seeking a chair, mirrors, lights and towel supplies at which they might work for a percentage of the charge for shaving and hair cutting. He opened a shop that was the talk of the world, marshaled his men who did

not know their business, and there taught them, making a fortune out of the venture. To-day the ordinary barber shop having six to ten chairs comes from the fact that so few barbers know how to shave beards and cut hair. How much do you know of the business at which you are working? Many there are who know too much about a certain business to embark in it; tens of thousands know so little of it as to be unable to succeed under any conditions.

John A. Howland.

#### Narrow.

"Do you believe in the whipping post for wife-beaters?" asked Mrs. Henpeck. "I hope so. I don't see how any man with a spark of gallantry in him can help favoring it."

"Yes," replied Mr. Meekton. "I think it would be a good thing," and then looking around to assure himself that they were alone he added: "I'm also an enthusiastic advocate of the ducking-stool for husband squealers."

She turned her back upon him with contempt, saying she had always suspected him of being one of those nar-

row-minded persons who could see but one side of the question.

**45 Highest Awards**  
in Europe & America

**Walter Baker & Co.'s**  
**COCOA**  
—AND—  
**CHOCOLATE**



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**Cost of Snuff Annually Consumed in This Country.**

It costs the great American public something like \$7,000,000 annually to square its snuff bill. More than 16,000,000 pounds of this article are each year used in this country. And we are not prominent as a race of snuff users, either.

The idea that is prevalent that the snuff custom has been relegated to the past would seem to be in need of serious revision in the face of these figures. Although the snuff user is no longer ubiquitous, as was the case 100 years ago, there must be a considerable portion of our population addicted to the habit of snuffing to consume each year the amount quoted.

The figures are taken from the internal revenue reports, so they can not well lie. Taxes are paid annually on 16,000,000 pounds of snuff in this country. At the average price of 45 cents a pound, which is a low estimate, the nation's snuff bill will foot up perilously near to \$7,000,000. And the custom of snuff using is steadily growing; snuffing is becoming popular.

Even greater in proportion than the increase of the population is the annual increase in the snuff bill. Modern American life has brought with it, among many other things, a wholesale craving for stimulants on the part of the people, and along with the other stimulants that have jumped into popularity or increased considerably is snuff. Snuff is a stimulant, producing essentially the same effect as tobacco, and when once addicted to its use a person requires it with the same regularity and frequency of the man who is a slave to the good cigar or to chewing tobacco.

Contrary to general opinion, snuff using is not confined, or even exceptionally prevalent, among the foreign element. According to one man who has made snuff in Chicago for half a lifetime, it is the native born American of the Southern States who buys most of the snuff sold in this country. The foreign born snuff user is not so numerous, nor does his weakness for the stimulant cost him so much as it does the Southerner of the larger cities.

The great bulk of snuff manufacturing, as well as consuming, is done in the South. As the snuff is made almost exclusive from the leaf grown in that section, it is a matter of economy to have the factories there. But there are two or three snuff factories in Chicago, one of them an enterprise of such size as to occupy its own factory building. Also, here in this factory is made snuff that quite equals the imported article as to quality and even as to price. Other industries besides that of the snuff dealer have found it advisable to get their imported goods in this country.

The snuff made in this country is manufactured principally from Virginia, Tennessee, or Kentucky leaf tobacco. The best is made from the

product of the Tennessee or Kentucky tobacco fields. The quality of the tobacco used compares favorably with that put into the best plug tobaccos. The leaf used is particularly ripe, as unripe leaf will spoil after making. Aside from the actual tobacco used, the other ingredients used in the composition of snuff are of a much higher grade than those used to help make plug tobacco a condensed article of commerce. The prices of the two are nearly the same.

Rose oil, oil of rose geranium, claret and honey are used to give flavor and aroma to the product generally, with tamarinds and St. John's bread ground in, if it is to have a fruit flavor. One has only to go through a snuff factory to be convinced that the entire process of snuff making, from the moment when the leaf is received to when the finished product is put into jars, is one where the doctrine of cleanliness is scrupulously observed. The user of American snuff gets a clean product; this much he may be congratulated on. It is explained that the cleanliness of the factory is not entirely due to a desire to give the users of snuff a clean article but also because any foreign substance in snuff greatly decreases its keeping qualities.

The first process in snuff manufacture is the grinding or pulverizing. Occasionally a manufacturer ferments his leaf before grinding, but the accepted method is to first grind, then ferment. The grinding is done mostly in what are termed "snuff mulls." These mulls are apothecary mortars on a large scale, with power run mill stones for pestles. The capacity of a mull is about 150 pounds of leaf tobacco. The tobacco is ground into three grades—fine, medium and coarse. The finest is used for the manufacture of the higher grades of snuff, the Scotch and Maccaboy brands.

From the grinding room the leaf goes to the fermenting rooms, where the leaf is subjected to fermentation at from 90 to 140 degrees of temperature, according to the degree of fermentation desired. The fermentation takes from twenty days to three months. In this process the common ground tobacco is transformed, through the process of fermentation, to a compact, cohesive mass more akin to lampblack than tobacco in any form. When it is ready for the mixer the snuff is taken from the fermenting room, and the other ingredients, the flavors and perfumery properties, are kneaded in.

Occasionally a little salt is added to give the snuff more zest and taste. Then it is packed in jars, tins or packages, and is ready for shipment. Snuff is still packed, for the most part, in stone jars as it has been from time immemorial. No modern method has been found for packing it that will allow it to retain its coolness and moisture as well as does the old fashioned stone jar. Tins are used for small packages and some paraffin cardboard cartons and glass bottles are also utilized. Neither of these forms of packing answers the

purpose with entire satisfaction. The stone jars hold from one to twenty pounds. Snuff packed in this manner and kept hermetically sealed will retain its flavor and aroma indefinitely.

Whatever may be said against the use of snuff as a habit it is certain that it is coming to the fore as a custom, and the day may yet come when the snuff box will be a recognized article in general use at social functions.

The work of making the snuff is nearly wholly in the hands of men. Girls are employed to do the packing. The men who stick at the work for any length of time invariably become addicted to the use of the article they manufacture. It is seldom that a girl is found who does not abhor it; although among the people who are addicted to snuff as a national habit, the women are not far behind the men as users.

Seventy-five per cent. of the snuff manufactured in this country is made for what is termed "dipping," or snuff chewing. The "snuff dipper" carries his snuff in a receptacle with a small brush, or stick with the end smashed so as to hold tiny particles of the stimulant. The brush or stick is touched lightly to the nostrils, the user "snuffing" in the meanwhile. The snuff chewer uses snuff much as plug tobacco is used. A small wad is rolled and placed between the gum and the upper lip. It is allowed to lie there much as a piece of tobacco is tucked into the cheek. This is the principal manner of snuff consumption in this country. Francis Quin.

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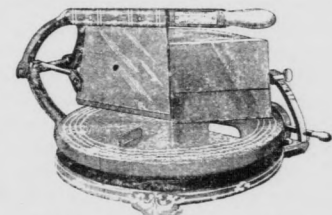
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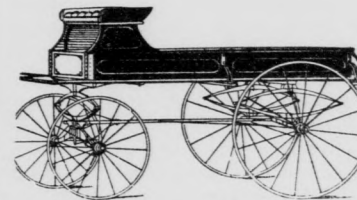


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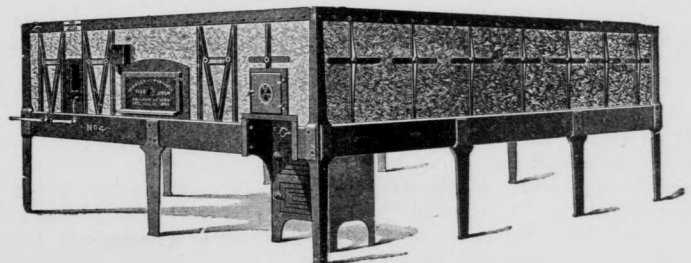


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### Some Reasons Why Married Life Is Dull.

Marriage, as we see it illustrated in everyday life, is generally a failure.

It brings happiness to the very few, misery and disenchantment to the many.

It is a dull plain of dreary monotony, stretching from the altar to the grave, on which love yawns itself to death as soon as the honeymoon is over.

There is never the slightest difficulty in picking out any married couple in a public assemblage.

If on the street you see a man walking about two feet ahead of a lady and letting her drag along as best she may over the crossings, you know the woman is his wife.

If at the theater you see a couple sitting up between the acts in frozen silence or reading the jokes in the back of the programme, you know they are husband and wife.

If you hear a woman tell a story and a man sarcastically observe that he heard that anecdote in the Ark during the Flood, you know the gentleman is the lady's husband.

If you see a couple treat each other with an absolute disregard of every canon of decent social intercourse, you do not have to be a Sherlock Holmes to deduce the fact that they are married.

Now, nobody marries to achieve this kind of fate. Every youth and maiden believe that the wedding ring is the circle that bounds paradise, and when they marry they expect to be perfectly happy.

They see that other married people are bored and weary and disgruntled, but that does not deter them from taking the fatal step, for marriage may be best described as the final triumph of hope over other people's experience.

The most terrible thing in the world is the disillusionment of matrimony, and that the tie which is the closest and the holiest bond that can be forged between two human beings, in the majority of cases, becomes merely a ball and chain that fetters them together like prisoners, and that you can hear clank as they walk.

Why is it that a man and woman who have sacrificed everything for the privilege of each other's society begin to gape in each other's faces the minute they find themselves vis-a-vis at their own hearthstone?

If marriages were arranged by the parents, as in Europe, or if people generally married for money or position, one could understand why matrimony from the point of view of promoting happiness is so often a failure.

Marriages, however, in this country at least, are almost universally love matches, and it is a cynical commentary on the brevity of affection that the country that leads the world

in love matches also leads the world in the number of divorces.

But it is not of divorces I would speak here.

The acutely miserable marriage generally finds its own cure.

The average married couple's sufferings are not active.

They are merely the dull ache of disappointment, of a romance that has turned to prose, of an unsatisfied longing for something they wanted and never got.

Yet these people were once in love with each other; they once idealized each other; they once entranced each other.

They married in order that they might spend their lives together; and the greatest problem of civilization is why, when they started out with so much material for happiness, they so soon came to bankruptcy.

It is easy to say that the reason nobody realizes a lover's paradise is because lovers expect too much.

No couple could keep keyed up to the high C pitch of sentiment of their courting days.

No woman can remain forever young and beautiful, nor can any man really enjoy holding a lily-white hand for forty years at a stretch.

It is naturally a blow to a young couple to find out that they have to live in a world that is full of bills, and cooks, and sickness, and colicky babies, instead of one that is all thrills and kisses, but even this does not account for the decline and falling off in domestic happiness.

All life is different from the way we imagined it, but it is only married life that bores us.

Married life is dull because, as a general thing, it is lived amidst unattractive and uncomfortable surroundings, where one hears nothing but the creaking of the domestic machinery and the groaning of the operatives.

And environment is everything.

The difference between bill-stickers' paste and sauce Hollandaise is that one comes in a bucket and the other is served in a china dish.

What makes a dinner of beefsteak and potatoes gay at a restaurant and dull at home?

It is the pink-shaded candle and a woman who smiles at you in one place and a sickly gas jet and a wife who nags in the other.

The earliest disillusionment of matrimony comes from women not understanding the business of making a comfortable home.

Ninety-nine times out of a hundred the very first inkling that a young man gets that marriage is a failure is when he discovers that the angel he has espoused does not know the first principle of how to run a house, and the young wife ascertains that the romantic hero of her dreams has to be fed night and morning, like the animals in a menagerie, to keep him in a good humor.

Before a man is married he thinks of possessing a home as a goal toward which to work.

He looks forward to it as a place of peace and rest where he will go to throw down the troubles of life

and be soothed and comforted.

He sees himself sitting down to daintily prepared and served meals, opposite a cheerful and neatly-dressed wife.

When, instead of this, he finds himself returning home at night to an ill-kept, ill-managed house; when he sits down opposite to a frowzy woman to a dinner of over-done meat and under-done bread; when, in place of the peace and rest he expected, he finds that he has added all of the multifarious worries of housekeeping to his own business cares, all of his ideals of marriage and home and love are shattered at one fell blow.

He has struck the up-grade of matrimony, where it is just one long, lifeless, spiritless pull.

It is to the everlasting disgrace of woman that it is her hand that oft-est first plucks the illusion from matrimony.

To women this is a sordid view of a romantic subject, and the thing that they never can forgive man is that he can not be satisfied to live on love and soda crackers.

They forget that sentiment is the outcome of a full stomach.

Nobody ever felt like making love when he was hungry.

No man was ever romantic when he was uncomfortable.

There are times when dinner is bound to take the precedence over kisses.

These are sad facts, but they are facts nevertheless.

Doubtless a man ought to be able

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to so see his wife through the eye of affection that she will look as much like an angel to him in a slouchy dressing jacket as she does in dainty chiffons.

Doubtless he ought to be able to eat leathery pie and watery potatoes and lover her still, and bless heaven for having bestowed a treasure upon him.

Doubtless he ought to look forward with joy to returning home at night after his hard day's work and help get the dinner.

Doubtless he ought to find it enchanting to spend his evenings listening to his wife's tales of the domestic mishaps of the day and of what a martyr she is.

The only trouble is he does not.

This is not what he married her for.

It turns love's young dream into a nightmare.

It changes what ought to be a picnic into a dull, dreary, deadly level grind.

And this is all that only too many men ever know of married life, for there are plenty of men who never eat a good meal or spend one peaceful and happy hour in their own homes.

Every woman who marries faces the question of the kind of a home she will make, and decides it.

She can always keep the glamour of poetry and romance about it, or she can make it as bald and prosaic and monotonous and uninteresting as an alkali desert.

She can make it a place that is

the most loved spot on earth to a man, or the one that fills him with the greatest sense of weariness and repulsion—a place to fly to, or one to fly away from.

Of course to make a home that is always full of charm takes work and thought, but it is worth the price.

For a woman not to succeed in that is for her to be a failure as a woman.

It may be a woman's misfortune never to be loved and married, but once to have been loved and married and then to lose her husband's affection is her shame.

A man does not love a woman primarily because she is a good cook and a competent manager, but if he keeps on loving her after he is married to her it is because she is.

Show me a woman's housekeeping, and I can tell you to a mathematical nicety how long she will keep her husband's love.

The first great danger of married life becoming dull consists in its being lived in unattractive and uncomfortable environment, and this is a catastrophe that every woman has it in her power to prevent if she will.

If the first snag that a young couple strikes in married life, and that jolts the romance out of matrimony, is the wife's total inability to wrestle with the household problem, the second is the money question.

The first disillusiones the man.

The second smashes the woman's ideals into smithereens.

Somebody—doubtless a matrimo-

nial promoter—once announced the cheery theory that marriage was a real economy because two people can live cheaper than one, and most men are taken in by this fallacy.

They even marry on it, and when they find that it is not true—that it takes twice as much food for two as one, and four times as much house rent, and ten times as many clothes when the other one is a woman, it gives the man a shock of surprise from which he never recovers as long as he lives.

He was not prepared for it.

He had expected sportive cupids to play about his pathway, and instead of that the bill collector camps upon his trail, and it makes him grumpy, not so much because he is not willing to pay as because he did not expect to have to pay.

It is sentiment with a price tag on it, and he grumbles at the price. For the woman the disillusionment is even more complete. Nobody but a woman ever knows the agony of the hour of enlightenment when she gets the first intimation that she and the household expenses she represents are considered a burden.

This is not what she married for, either.

During the days of courtship the lover lavished every luxury upon her.

The husband complains at supplying her with the necessities of life.

While he wooed her he swore that he asked no greater privilege of heaven than the pleasure of providing for her. As soon as they are

married he talks of having to support her.

Before they were married he delighted in bestowing gifts and treats upon her.

After they are married he scrimps her on street-car fare.

As a girl she had thought of the position of a wife as being one of honored independence.

When she is married she finds that she is a dependent who has her dependence continually thrown in her face.

She had pictured matrimony as an elysium in which she would be taken care of and protected from the world by a husband who would be a Prince Bountiful.

She finds it the only situation in life in which a woman has to beg for the money she earns.

Practically every wife works harder for a husband than she could be hired to work for any employer, but not one wife in a thousand gets anything for it but her board and clothes.

She has no separate allowance.

She has no money that she can spend on personal gratification.

Every cent must be accounted for, and when the monthly bills come in the average husband acts precisely as if she had eaten every mouthful of the food charged on the grocery and butcher bills, and had worn all of the clothes on the dry goods bills, and had absorbed every particle of the heat and light on the coal and gas bills.

Is it any wonder that married life

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**Moneyweight Scale Co.**

47 State St., Chicago

that is set to the tune of the husband's complaint over the family expenses gets to be the dead march of a woman's soul instead of the glad, sweet song that she had expected it to be?

It is man's attitude on the financial problem that strips the glamour from married life for women and turns it from poetry into prose, and if there were no money question in the home we should hear very little of the divorce question.

If men would state their position on the matter as candidly before marriage as they do after marriage, there would be precious few weddings.

If a man would say to a girl that if she married him she would have to ask him for every dollar, and wheedle and cajole him out of it; that every time she bought a new dress, or a new hat, she would have to endure his sarcastic comments on her extravagance, and that the arrival of the monthly bills would provoke a storm that would scare her out of her wits, the girl would say "no" every time.

She would prefer to earn her own living in some easier and more peaceable way.

The position that men take in regard to their wives and money is the most illogical and unreasonable thing on earth. Every man worthy of the name expects to support his family. Probably he wants to do it, since it is wholly a self-imposed obligation.

Yet when he has to do it he does it with the groaning and moaning of a martyr. It may be that men's complaints, public and private, over what their families cost them are merely a little pleasantry to call attention to their virtues, but it is a joke that effectually spoils married life for the woman who is the object of it.

When men and women acquire enough intelligence to settle the money question before marriage instead of afterward it will do more to infuse happiness into matrimony than anything else.

No man should marry a woman until he has thoroughly familiarized himself with grocery bills, and coal bills, and butchers' bills, and drug bills, and doctors' bills, and millinery bills, and dressmaking bills, and all the other bills and ills to which matrimony is heir.

And no woman should marry a man until she has an ironclad contract for a definite allowance for her own personal expenses and household needs.

There is just thirty times less friction in getting money out of a man once a month than there is in getting it from him every day.

The reason that most married couples have not time to talk sentiment is because they are haggling over money.

That source of discord has to be eliminated if the course of true love is to flow smoothly.

The third reason that married life is dull is because the curse of commercialism is upon it.

The one deathless passion of the

American man is the passion for making money.

He loves his wife, but he loves his business better.

He gives one thought to how he can make her happy where he gives hours of concentrated study to trying to devise new ways of extending his trade.

He expends his amiability in jollying his customers, not in paying compliments to his wife.

He exhausts his diplomacy in dealing with difficult clients, not in trying to get along harmoniously with his wife.

His witty stories, his entertaining conversation, his suavity and politeness even, are for those who can bring grist to his mill. They are too precious for home consumption.

The best of himself, in mind and manners and body, he gives to his business, and all that many a woman ever sees in her husband is a man that comes home at night with wrecked nerves and a temper that hushes the children's prattle as if they were stricken dumb, and makes the cat take to the cellar.

No woman marries to get this sort of a matrimonial bargain.

She marries for a companion, not to get a patent adding machine or human cash register.

She expects to have some one to talk to, some one who will be interested in her and sympathize with her, and make life brighter and happier for her.

She finds that she is united to a man who grunts out replies to her over his coffee and rolls in the morning because he is so busy looking over the financial column in the newspapers he has no time to talk.

As soon as breakfast is over he gives her a perfunctory peck on the cheek in place of a kiss, because his

mind is too absorbed in planning the business of the day for him to realize her existence, much less to be conscious of any thrill of love or regret in parting from her.

At night he returns too tired to talk, too tired to go to any place of amusement, too spent with the efforts of the day to even think of such a thing as amusing or entertaining his wife, and with the only desire to be left undisturbed to peruse the financial edition of the evening paper, when he does not go out to meet other business men and plan for the morrow.

If his wife dies, he regrets it, but he consoles himself by plunging deeper and deeper into business.

He does not commit suicide over her grave. He only blows out his brains when his business goes to smash.

Is it any wonder that a woman married to a man utterly absorbed in his occupation finds married life dull?

This is a mistake. Women require something more than money to make them happy. They are not willing to trade off love for a fine house, and their husband's companionship for a diamond brooch.

It is a nice, thrilling, exciting sort of existence, is it not, for a woman to spend her days trying to make a comfortable home for a man who is too busy to notice her efforts to please him, and to pass her evenings in the society of one who is buried in a newspaper?

Of course, men say that the reason they work so hard is because it requires so much money to support their wives.

To this women may well retort that the reason that their husbands have to furnish them so much money

is because they give them nothing else.

When a man is disappointed in his wife he generally takes to drink.

When a woman is disappointed in her husband she takes to extravagance.

Many a woman goes out and buys imported gowns because she feels neglected and miserable, and is trying to stifle her heart by covering it up with chiffon and velvet.

Many a woman would joyfully exchange her automobiles and sables for a certainty that she could raise the same sort of a heart thrill in her husband that a five point rise in stocks does.

A man thinks that he can make a woman happy by giving her the things that money buys. Hence he has a clear conscience in absorbing himself in business as long as he lavishes luxuries upon her.

A man who wants to make his wife happy and to make married life interesting to her must put her first in his heart, and his business second. If he will do that he will find that he does not have to work so hard, and that it does not require so much to support a wife.

One of the chief reasons why married life is dull is because it is all work and no play in the family circle.

Dorothy Dix.

A woman can pick the lock to Paradise with a hairpin.

Friendship's funeral baked-meats are cold shoulders.

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The up-to-date department store detective does not go about peering in everybody's face or making her presence apparent. In fact, she is rather retiring. She is generally young and pretty. One of the cleverest store detectives in New York could do the rounds at the horse show or the opera and be taken for a member of the "Four Hundred." Yet in the big Twenty-third street store where she works for her living six days a week she gets her three or four shoplifters every day and never makes a mistake.

Her name is Evelyn Pryor. You see her to-day in a tight-fitting tailor-made of black cheviot, with a jaunty, plumed hat, a gold-mounted shopping bag fitted with her monogram, a gold-handled umbrella and shining rings on her fingers. To-morrow she is tricked out in a light jacket, mauve calling costume, smart little winter toque and bag and purse to match her costume. Next day she is a young widow, and the next day after a schoolgirl, with her hair in a coil on her neck, a short skirt and perhaps a natty little package of books on her arm.

Yet in that shopping bag is a record such as no other woman detective in New York can boast. In a little ivory-bound note book is a list of captures she has made that would put many a man sleuth to blush. Many of her captures have been men whose pictures are in the rogues' gallery. Others have been women with criminal records in half the big cities in the country. She is a girl of medium size, pretty as a picture and perfectly self-possessed.

"Yes," she said, "we do get a good many here every day. I average three or four shoplifters a day. It runs higher during the holidays when the store is crowded. Many of the Sixth avenue stores run up higher than that during the holidays. One store counts on ten shoplifters a day. And only a moderate percentage of them are professionals. We get swell women here very often just as we get professional criminals.

"Once we had the wife of a supreme court justice. Another time I caught one of our wealthiest customers stealing right and left. Her credit was good for any amount. I suppose she thought she could get something for nothing, but she found she had made a mistake.

"I never dress the same way twice in succession. I always keep on my hat, and on cold days my wraps. I wander from counter to counter buying things occasionally and stopping where I feel that something is wrong. Of course I have an account here, and whatever I buy is ordered charged and is regularly sent to the wrapping counter for me. It never gets out of the store, however.

"It is easy to catch the amateurs. The professionals give us harder work. Professionals have big shoplifter's pockets set in a seam in their skirts, and they can drop even a roll

of silk into them without the salesman's seeing. One of the rules in all well regulated stores is to have no roll silk laying on the counter unopened. If a yard or two is allowed to spread out it is far harder for the thief to get it away unseen.

"Other women have a set of hooks hanging to their garters to which they suspend their loot. Once I caught a shoplifter so clever that she stood over the article she wanted after she had carelessly knocked it over on the floor, picked it up with her feet and held it between her knees while she walked away as dignified as you please.

"This woman had stolen a sable boa. She got it between her knees and walked out of the store. When she reached the street I asked her why she was taking away that boa without paying for it. 'I have no boa,' she rejoined quickly; 'how dare you?' For an answer I pushed her. This threw her off her balance, and to recover herself she put out her foot. Then the boa fell and I picked it up. She got six months."—New York World.

**Nineteen Hundred and Five To Be a Comb Year.**

Some kind of bow, pin, hook or clasp has always been a necessity for the keeping in place of a woman's hair. The articles made for this purpose were at first designed strictly for purposes of utility. But women had something to say on the subject, even in early times, and so it was not long before use began to be more or less subservient to the idea of beauty. While the notion of use has from the nature of things always been present, the idea of beauty seems to have grown with the passing years more and more prominent, rising and falling in styles and fashions of its own, until at the present day the number of objects made for this purpose are rivaled only by their general intrinsic beauty—and also matched frequently, it must be owned, in the matter of cost.

There can be no real beauty in goods of this kind, the majority of which are mainly decorative, without a considerable element of cost. The manufacturers report that every year the public taste in this respect is becoming educated to the higher grade of goods—those which possess more intrinsic merit from an artistic point of view, and which naturally sell for the highest price. This is in accord with the general tendency noted in other departments to seek the better grades, on the theory that what really pleases is worth the having, even if the cost be greater.

The newest material used for combs, and one over which Paris is now raving, is tinted horn, says the London "Mail." It is difficult to connect a material so uncompromisingly tough and utilitarian with the delicately lovely ornaments fair women place in their tresses, yet to see is to admire the almost transparent pieces that are tinted in wonderful opal shades, showing in some lights sea-shell pink, in others a faint blue.

Horn looks as lovely, or almost as blond as tortoise-shell, and it will not break, a characteristic in which it is superior to tortoise-shell. The best dressed women always keep for morning wear a set of the plain tortoise-shell combs to match their hair in color, either dark or blond, reserving their jeweled combs for the evening. It is not quite good taste to wear many combs of a conspicuous character in the afternoon, even with the gown of ceremony, but just one low casque, as it is called, set with diamonds, may embellish the back of the coiffure from the nape of the neck to the summit, or a Spanish comb with a trelliswork of precious stones at the top may hold the loose locks of the "hind hair," as our ancestresses called their back locks, in a close embrace.

While combs of all colors and shades will be worn this season, late showings continue to be distinctly decorative in character. Prices range from 10 cents to \$2,500, so the range is certainly wide enough to take in every taste as well as every pocket-book. As fashion now declares that the well-dressed woman's head, unless it is graced by a tiara or an aigrette is incomplete without a comb, all the dealer has to do is to select his styles and sell his goods. It will be a comb year.

The pessimist believes that he laughs best who laughs least.

It is better to be penny wise than altogether foolish.

Send Us Your Spring Orders

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**John W. Masury & Son's**

**Paints, Varnishes and Colors**

**Brushes and Painters' Supplies of All Kinds**

**Harvey & Seymour Co.**  
Grand Rapids, Michigan

Jobbers of Paint, Varnish and Wall Paper



This is a picture of **ANDREW B. SPINNEY, M. D.**, the only Dr. Spinney in this country. He has had forty-eight years experience in the study and practice of medicine, two years Prof. in the medical college, ten years in sanitarium work and he never fails in his diagnosis. He gives special attention to throat and lung diseases making some wonderful cures. Also all forms of nervous diseases, epilepsy, St. Vitus dance, paralysis, etc. He never fails to cure piles.

There is nothing known that he does not use for private diseases of both sexes, and by his own special methods he cures where others fail. If you would like an opinion of your case and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply.  
**ANDREW B. SPINNEY, M. D.**  
Prop. Reed City Sanitarium, Reed City, Mich



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- Copy It! 2
- Post It! 3
- And then make an Itemized Statement of It! 4

**BOSH!**

Don't you get tired of all THAT WORK? Nights—Sundays—and Every Minute you can get, working to keep your accounts Posted?

Why, it's ABSOLUTELY FOOLISH to Waste so much Time, when your Accounts can be Kept on THE McCASKEY ACCOUNT REGISTER with

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Manufacturers of the Famous Multiplex Counter Pads.  
Also the Single Carbon and Folding Pads.

## CLERKS' CORNER

### Loyalty To His Employer Is the Clerk's Cue.

"The hardest thing to be learned by the clerk?" repeated one of the most expert of employment agents before answering the question. "Make the answer good and strong and I will tell you: It is to learn to carry out as it should be the detail instruction of his employer."

This labor expert has an interesting process of reasoning in accounting for the condition in store, office and factory. It is that the American people especially are a lawless people at heart—lawless especially in the small way to make each person have the slightest regard for the liberties and rights of others; the children of these people have not the training that they should have, and discipline sits lightly upon them; lacking nearly all semblance of loyalty for the employer, these young Americans are keeping employers awake at night in the effort to solve ways and means for bringing them into the full position of employes, owing their bread to their opportunity to labor.

Considering the applications for the wide range of clerkships it is the opinion of the employment expert that the applicant has small recognition of his opportunities and that he appears utterly asleep to the conditions upon which his employment or failure of employment may rest.

A business man wishes to hire a clerk for the reason that there is more work to do in the house than can be done by the present force. This means that the employer is a busy man who probably will have little time to give to the consideration of an application. Not only is this true, but in the case of the average business man in search of help, he depends greatly upon the first impressions which a candidate may make. If the truth might be discovered it probably would be that the busy business man in receiving an applicant has sized him up while the applicant has been crossing the room.

This value of a first impression can not be overestimated, and if the candidate for a position knew just how little will serve to upset a young man's chances with an employer, he would consider the first appointment to be the supreme test. As a matter of fact, most choices of employes are made at this first meeting, or are definitely refused. I know an employer who turned back a young man who came into the room with a lighted cigar in his fingers, although the employer himself was smoking, and I know another one who refused another applicant for the reason that he came into the employer's private office and sat down there with his hat on while the employer was uncovered.

Going back to the lack of training in regard to the details of a work in hand, you might safely say that if

these two young men had possessed that knowledge from proper training they might have had the place they applied for. This training would have prompted them to be on the lookout for any of the small observances of etiquette in business, and they could not have offended in either way. But it was the old front of the times which our young people seem to have assumed, lacking the spirit of loyalty and regarding the proprietor as one who is necessarily in the way, and from whose presence the employe needs to get away home or to his pleasure as soon as work can be dropped without fear of reproof.

One of the commonest disqualifications of the clerk is his inability to write a good hand. Training counts here again, for the reason that a person knowing himself to be lacking in handwriting can take it up at home, if necessary, and equip himself with the best penmanship. A life insurance company calling on an employment agency for two men the other day caused the agency to search through more than 100 applications in order to find one man whose penmanship was up to the standard.

In one of the big auditing offices of the country the complaint is that a lack of a good business hand is the chief obstacle in the way of the office's getting help. This inefficiency with the pen is laid to the public school system, almost without exception. It is the one shortcoming of nearly all beginners in clerical positions, and, aside from personality, it is the thing of first consequence to the average employer. In the order of necessity on the part of the applicant he should rank in penmanship, be accurate at figures, and should have a personality that would stand the test, whether impressionistic or lasting.

As to the personality of the man or woman there is nothing calling for handsome face and figure, considering the average call for help. Work accomplished is of first consideration, and neatness and dignity are all that will be required by the most exact-

ing. It is possible that even a shabby suit of clothes, well brushed and showing care, might produce a better effect upon a would-be employer than the newest and flashiest clothes could do. But at the least the young man can be well brushed and his shoes can be shined.

The applicant for the average clerkship regards his position too lightly. Maybe he feels that no contract binds him to his place and that there are thousands of others in the streets outside who would be glad to wrest his place away from him. Yet I know a wholesale firm here which employs nine book-keepers, and five of these nine have been with the firm more than ten years. This is a credit to the book-keepers no less than to the discrimination of the persons who may have employed them. Considering that now after ten years one of the positions should become vacant, the person who would be chosen to the place might expect to be pretty well suited to the employer in order to be allowed to step into one of their pairs of shoes.

Perhaps if the average clerk appreciated his position more his sense of loyalty and his attention to details of his work would be naturally greater. There are no needed things in a man's work so slight in importance

as to admit of their being inconsidered, and when an employer has discovered an employe to be regardless of the wishes of his employer in disposing of the merest routine work that employer's confidence in that employe has been overturned past all reinstating.

If I were coaching all the possible material for clerkships in the city I would say to every personage of them to come with a greater disposition to study and prove loyalty to the employer, and in coming I would charge them with the importance of the first impression made upon the employer.

If an employe once have loyalty toward his employer, all else may be added unto him. Henry Dawson.

## 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.

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Both Phones 87.

Pat. March 8, 1898, June 14, 1898, March 10, 1901.

## YOU CAN'T FOOL A BEE

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

# Karo

CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.





**PAYS TO LOOK WELL.**

**Men Profit by Neatness in Personal Appearance.**

This is not a beauty article. But the language of the beauty article is none too strong to apply to the army of the employed when it says that it is both a positive and a paramount duty to look well. So strong is the value put now on personal appearance, that it is true more than ever that only the rich can afford to disregard the way they look.

This does not mean mere physical attractiveness in either man or woman. "Send me a good looker," was the telephone message which came to a large agency for a book-keeper and general office woman. "I don't mean pretty, you know, but one that knows how to dress—the tailor made kind who visits the hairdresser and the manicure. Of course, I know it costs, but we are willing to pay for it."

So great a stress does one of the large stores lay upon the details of toilet that it prints a little booklet, which it distributes to all employes, that has useful hints as to the care of hair and nails, the wearing of tasteful and fitting dress, and with many little hints as to the proper day costume of both men and women.

It is not only inside stores and offices, or with the better grade of employes now, however, that careful dress is insisted upon. A large Eastern house has recently put its boys who carry parcels from the wagon to the door in a complete and stylish uniform, matching that of the drivers upon the wagon, and which is kept in as neat and even more perfect condition.

"After all, it is only business," says the manager of the house. "It pays to please the eyes of customers. The goods our messengers deliver are enhanced in value by the fact that the boy who hands them in is well set up and well dressed. The venders of proprietary articles, the chemists and druggists, taught the world a lesson when they hit upon the idea of putting their wares up in tastefully designed boxes, wrappers and tins. As with packages, so with persons. The becoming exterior tells. You are glad to see it again."

As an advanced example of the working of this tendency there is the "bureau of neatness" of one railroad. This company now issues definite regulations intended to improve the appearance of the staff all along the line. All conductors and trainmen who come into actual contact with the traveling public are served with circulars requesting them to be as particular as possible about their personal appearance. It does not end with requesting, however. The "bureau of neatness" is an actual institution, maintained by the company, and tickets issued on the first of each month entitle men to its privileges. The vouchers thus supplied enable their holder to have his "regulation" trousers pressed and renovated twelve times, and other articles of apparel six times. It also provides that his shoes shall be blacked twenty-five times.

The general manager of another road in a recent address to the staff concluded with the following order, upon which he enlarged with much emphasis: "All men who are employed are expected to assist the directorate in making the line as attractive as possible by themselves cultivating 'smartness' and a certain degree of good style, as well as neatness in the matter of personal attire." In both these roads these innovations have already helped decidedly with the employes making a better appearance than they formerly did.

"I may have my little fads, but experience has taught me that good and suitable attire has its economic value and certainly its moral effect on those who see it," asserts a certain foreign ambassador who has been at several large capitals of the world. He has always lived up to this teaching himself and also goes on a little tour every morning to informally inspect the appearance of his attaches. Many a little hint is said to drop privately which proves a help. A man who would appear unshaved was advised to cultivate the habit which the ambassador has himself. It is that of shaving the night before when the stress of work is great for fear that he will sleep a little later than he expected in the morning.

"Your cablegrams have informed me that you were unable to gain the concessions we asked for."

"That is so, sir," admitted the returned emissary who had failed.

"Were you, may I ask, wearing that waistcoat?" with a thumb jerk in the direction of the crumpled garment in question.

"I was."

"Then," said his chief, "I do not marvel at your lack of success."

As already suggested, this question of the neatness of personal appearance of their staffs is now being taken up by employers of labor of all kinds. "The slovenly and the slipshod simply advertise to one and all the shortcoming of your establishment," says one employer. Among many others this increased care as to good appearance is noticeable in waiters and waitresses, theatrical attendants, laborers in public parks, the motormen and conductors of street cars, the drivers of public cabs, and even in the bootblacks who are employed in the large or exclusive bootblacking concerns.

One peculiar outcome of this increased cultivation of good appearance has become evident. In some vocations, even when uniform is not actually worn, men employed in various ways to wait upon the public are urged to dress becomingly, and all more or less after the same pattern. With women in the great shops this is not only obligatory, but for the better uniformity the changes from winter to summer wear are requested to be made upon a certain date. As, for instance, the change from black waists to white is made on the 15th of April, and back again on the 15th of October. This has resulted in such good taste being followed that these employes have a prestige

among their own class both outside as well as in the store. There is a satisfaction in claiming acquaintance with people who have this apparently superior look, which is not lost upon friends or relatives of the opposite sex, whether men or women. They come to these shops to buy all they can, and, according to the superintendent of one of them, this rule helps greatly to increase the marriage rate.

Even the foreign organ grinder, pulling his heavy instrument, reads the lesson. Said one the other day, in English so broken as to be better suggested than repeated: "I haf my regular round. My patrons know me. I business man. I want please my patrons. I say, 'Who is the most popular man in the street?' Why, ze

policeman. He looks a gentleman. I take my leaf out of his volume."

Robert Modler.

**He Learned Something.**

"You may talk about the quietness and the bore of country life," said the man with the double watch chain, "but I want to tell you that it's the place to get posted after all."

"Posted on what?" was asked.

"On most everything."

"But what particular thing?"

"Well, I have lived in town for thirty years and didn't know there was anything new to learn, but in three weeks' stay in the country I found out that old-fashioned sticking plaster was the best remedy known for a sore heel, and that all country sausages are made by the butchers in cities."

**"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.

**Koneta Chocolates**

These chocolates are made with almost any flavor and put up in five pound boxes. You will find them your best sellers. Include some of them in your next order or ask our salesman about them.

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



**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.



#### Observations of a Gotham Egg Man.

The conditions lately prevailing in the egg market, while unusual at so late a date, are not very uncommon in the late winter, and not unprecedented early in March, although the pinch just experienced carried prices to a higher point than for many years past in the first spring month.

Whenever we have a very light winter production, and when the approach of spring supplies induces a close clearance of eggs in trade channels, if the quantity immediately available is not greater than can be consumed at winter prices the market is always subject to just such sharp breaks of value as occurred at the close of last week.

Last year the last of the extreme prices came on February 20, when Western firsts were selling at 34c—seven days afterward the market was 21c, the greatest break in any one day being on February 24, when the price fell from 31c to 26c.

In the winter of 1903 the spring decline was more gradual, there being ample stocks at all times and a lower range of February prices, that month opening at 23c and closing at 16c.

In 1902, however, we had conditions somewhat similar to those just experienced. The market was very lightly stocked in February of that year and fresh were selling about Washington's birthday at 30c; reports of increasing collections forced a decline to 27c, but the goods did not come forward as fast as expected, the market ran short and prices jumped to 30c again during the first four days of March. When the break came, a little later, it was sharp and sudden, firsts falling from 30c on March 4 to 17c on March 10, the greatest break for any one day being on March 8 when the market slumped from 25c to 19½c.

In 1901 and 1900 we had ample supplies and low prices during February, so that the market slid down easily and gradually into the spring basis.

The most exciting and erratic egg market of recent years was in February, 1899. That year we had a liberal stock of refrigerator eggs and a very mild January—a combination that resulted in low prices during January and early February—the latter month opened at 19½c, but the weather became extremely bad in February and production was cut down at a time when most of the reserve stock was sold out. From the 8th to the 14th of February in that year our market jumped to 30c and afterward we had rapid fluctuations under conditions quite similar to those recently experienced; fresh goods fell back to 23c by the 20th, but expected supplies failed to materialize and there was another boom to 35c by February 24, under an actual shortage—just such as we experienced last week. This

lasted a couple of days when after a slight drop of 34c the market broke to 26c (a drop of 8c in one day), went on down to 23½c on the first day of March, jumped back to 30c on March 2, fell to 26½c March 3, recovered to 28c March 4, and then finally slumped for good, reaching 14c by March 11.

I recall these old experiences because it has been quite common to hear the remark that we never before—for many years at least—had such a dearth of eggs as last week at so late a date; also to show how hard it is, under conditions such as we have lately had, to judge of the future probabilities of the egg market, and to carry prices from the high plane of great scarcity to the flush of spring—which often comes a few days later—without radical and sometimes extreme fluctuations.

Our market opened the current week with a remarkably close clearance of stock in all channels of trade. The practical exhaustion of reserve stock in receivers' hands ten days ago threw the consumption wholly upon current arrivals and the light working stock in the hands of jobbers and retailers, and almost every egg was urgently needed. The reports of larger supplies coming caused a disposition to sell everything and the small receipts permitted it. When the market broke to 26c last Saturday it was not because of a surplus but merely the fear of it, and a desire to get prices where losses would not be incurred on goods that might come in late and have to be carried over Sunday. At this writing increased arrivals by express are coming to hand, but the market is so bare in distributing channels that it is absorbing the goods like a great dry sponge; everybody is hoping the arrivals may increase fast enough to keep all demands filled and permit a gradual decline to the spring basis, but there is some fear that there may be a gap between the express and freight shipments during which it may be difficult to supply all wants.—N. Y. Produce Review.

#### Trouble in India.

Speaking about envelopes, there are some of the embossed-stamp envelopes sold in Calcutta which are made of such white transparent paper that the writing can be read through them, and in order to prevent their love letters and other communications being read, people have to put an inside cover over their letter, which of course adds materially to the weight. Now all this annoyance could be obviated by the simple common sense plan of having the envelopes made of opaque paper. This could be done without any additional cost in the manufacture. It may again be looked upon as a trifling and insignificant thing, but I can assure the authorities it is worth doing. It is these little things that count in smoothing the details of daily life. Opaque envelopes, please.

The people in the primary of life are always the first to show the graduates how to do it.

## Butter, Eggs, Poultry and Veal

We want daily shipments. Write or wire for prices f. o. b. your station.

F. W. Brown, Detroit, Mich.

370 High St. East

Bell Phone Main 3979  
Co-Operative 254

Eastern Market

## 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.

W. C. Rea

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## 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

## Use Tradesman Coupons





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

Special Correspondence.

New York, March 11—We have had a fairly steady spot coffee market this week and, while the transactions have not been especially large, they aggregate a good total. Spot invoices of Rio No. 7 are quoted at 7 3/4c. In store and afloat there are 4,200,311 bags, against 3,167,681 bags at the same time last year. Receipts at Rio and Santos have fallen off somewhat and this, it is claimed, has occasioned a firmer feeling here. In store and afloat there are 4,200,311 bags, against 3,167,681 bags at the same time last year. A steady market has been noted for mild grades and values are well sustained. Good Cucuta, 9@9 1/4c and good average Bogotas are held at 10 1/2c. East Indias are steady at recently prevailing rates.

In refined sugars we have a comparatively quiet market, as the trade seem to be at the moment well stocked up and there is some anticipation of lower rates, as raws have declined. Sales are of small lots and, as a rule, consist of withdrawals under old contracts, new business being very quiet indeed.

The offerings of teas of certain sorts have been larger this week and there is a more friendly feeling between seller and buyer, so that some fair transactions may be looked for—fair as to size. Formosa teas remain firm and the statistical position seems rather to favor the seller.

Quietude prevails in the rice market and transactions are of small moment. The views of millers seem to be higher than those of the trade and matters are likely to simply drag along in this way until warmer weather.

A little trade is going on in the spice market and, perhaps, the week shows up better than the previous one; but there is still room for improvement and prices are demoralized to some extent. Singapore pepper, 12@12 1/4c; Amboyna cloves, 15@15 1/2c.

There has been a steady trade in grocery grades of molasses, although about all the business has consisted of withdrawals under old contracts. Quotations are well sustained. Low grades are in light offering and are firm. Syrups are steady and showing little if any change.

Active efforts are being made by holders of canned goods to work off the accumulation and it is likely that some very attractive bargains could be picked up. Buyers, however, are not seemingly much interested and the situation is about unchanged from last week. It is said that quite a quantity of cheap corn has been disposed of here at 45c a dozen, and New York State pack, at that. This is the sort the department stores—some of them—are advertising at 5

or 6 cents per can. Tomatoes remain at 62 1/2c and holders are very firm at this, although it is rumored that some stock has changed hands at a figure below this.

More activity prevails in dried fruits and this welcome state of affairs is promptly acknowledged by sellers who are trying to boost prices. They may succeed, but no marked advance is anticipated.

There is a firmer feeling for butter. Supplies are not excessive and, with a pretty good demand, the situation is in favor of the seller. But Western creamery is held at 25@25 1/2c; seconds to firsts, 22@24c; Western imitation creamery, extras, 23c; firsts, 21@22c and seconds, 20c; Western factory, 19@22c; renovated, 20@22c, with extras 1c more.

Cheese is firm and best New York State small size full cream is worth 14c. Large size, 1/2c less. The market is pretty well cleaned up and every day sees a firmer feeling.

The arrivals of eggs are disappointingly light and, with a good demand, which appears to increase every day, the situation favors the seller right along. Freer receipts are looked for next week, but they will have to be very liberal to force much decline. Warmer weather, however, will certainly have an effect. Fresh-gathered Western, 26c; seconds, 24 1/2@25c; inferior, 22@23c.

**How a Millionaire Saved.**

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

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

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

**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

We want you to make us regular shipments of

**E G G S**

Write or wire us for highest market price f. o. b. your station.  
**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 5 3/4 cents F. O. B. Chicago  
Can make immediate shipment

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

Citz. Phone 3365

Bell Phone 2265

## RENOVATING THE STORE.

## It Is Sometimes Accomplished by Wifey Influence.

Written for the Tradesman.

Little Mrs. Ferd Dodge remarked at an informal family dinner party, at which Mr. and Mrs. Dawning were the only guests, that as long as she and Mrs. Dawning had both certain amounts invested she couldn't understand—which meant she didn't intend to understand—why they shouldn't have something of a say in the general management of the business carried on in the Grandville store.

With that as a sort of ice-breaker Mrs. Dawning hastened to remark so nearly on the heels of that statement as to take off a piece of skin, thereby precluding the possibility of a single masculine word, that from her point of view the Grandville store was a spiritual and a visual proof that the establishment was and had been suffering from an insidious dry rot and that unless prompt and immediate measures were at once taken to remove the evil the store and the neighborhood were going to the bows—

"And," broke in Mrs. Dodge, "I think that a store, if it's what it ought to be, is largely responsible for the good name of its patrons. I don't believe, for instance, that Mandy Palmer would ever wear to meeting that bonnet that she got five years ago without so much as a fresh ribbon on it—"

"And I know if she had had anything decent to select from that Amy Roberts would never again be seen outdoors with that faded and turned old Henrietta on that she had when Adam was a baby."

"And you needn't deny it, for I know better, half of the general tumble-down at the Ridgeby's is due to the demoralizing influence of the Grandville store. Did you ever see such a looking dooryard in all your born days? From demoralized gate to boundary fence, Mrs. Manton says—they are neighbors you know—it's one ruin—"

"That's it exactly and we"—the word was pronounced with much emphasis—"are to blame for it. Now I believe the time has come to start in over again. I think we can get a better looking crowd together on Sunday morning. It's about time to start in. The Episcopal Ash-Wednesday is gone and I fancy by making a good commercial use of Lent we can all of us blossom on Easter and be all the better for it.—You needn't put on that little sarcastic sneer"—this, of course, to her husband—"you haven't the gumption or the enterprise of a rabbit, or you'd have done it yourself long ago. The idea of being the center and a contented center of hay-seeds; that's what hurts me. Now we propose to—"

"Butt in!"

"Well, if you want to use that elegant expression, yes. It's on a par with the Ridgeby farm and Amy Roberts' Henrietta and fits in nicely—"

"Jack Dawning, don't you say a word! You have been on the growl

for a little enterprise for nobody knows how long. Mrs. Dodge and I have got tired of such enterprise and we're going in for something that's going to stir things; and it's going through."

"They are 'going in' for something, Dodge!"

"A new Easter bonnet, for instance!"

thought all along if Mrs. Ridgeby I've a couple of Bonums in my vest pockets, Dodge. We'll leave the ladies to their wine and walnuts and bonnets and things and go out and smoke 'em. Do you know, I've thought all along that if Mrs. Ridgeby could be induced to get her a new Easter bonnet that Ridgeby would fix up that front gate and we could sell him a quarter of a pound of nails! That's business!—Come on!"

"Isn't that man all over!" remarked Mrs. Dodge as the men took themselves off where, Dawning said, they could have a little "quiet" smoke! "They think we're fooling. Let's show 'em."

"Now I honestly believe that we can make a better neighborhood by giving these worked-half-to-death women something to think of and something to hope for by setting them an example to follow. Let's go in to-morrow and fix up that store so that it will be clean in the first place, then have it painted up and so create a demand for paint. There's nothing like letting these women see something desirable to make them want the same thing and in spite of the fun they've made of us we'll set things going."

"What do you say to an afternoon club and get these tired women to come and rest and visit? We'll begin with a little reading. Short stories will be just the thing to lead off with. Once a fortnight at first until they get new dresses all around; and we must have some new goods ordered and here by the time the paint is dry, and they must be first-class, too. I heard Mrs. Ridgeby say the last time she came in that she looked like a ragbag and felt like a ragbag and was a ragbag; but she was getting to that pass when she'd simply got to get something to wear and she wanted it distinctly understood that when she did get her some clothes they were going to be good ones."

"Why wouldn't it be a bright idea for us to go into town and get these things? We can get an idea what these women want and what they are willing to pay. We won't charge them anything for what we do, and where we are in doubt we'll come home with samples and send for the goods they select. It will be good business to pay express charges; and I've a fancy that in this way we can head off a good deal of this department store trade that we hear so much grumbling about."

"When had we better begin and where?"

"That back store. There has got to be a regular spring-cleaning from back door to front and those men are going to kick against it like a couple of Texas steers! It's the man

idea that our side of the house must keep where we belong. Doesn't that 'must' make you laugh! We're going to do it, though. You work in your way and I'll work in mine and by just making them think that they are doing and managing it, things will go on all right. Did I ever tell you how my Aunt Mahala got an extra feather bed?"

"You see Uncle Jim was just an off ox and when Aunt Mahala said she was going to have two extra beds he promptly declared she would have no such thing, with a lot of man-nonsense for reasons why. He didn't object to one bed; but that was all she was going to have. Then that was going to be the best that ever was bought and paid for. Did he object to that? No, he didn't. She could get the best and pay for it what she pleased, but there was to be but one; and he went along to see that things went straight. 'Live geese feathers cost like everything, James.' 'And I'm able to pay for 'em.' So she looked the clerk straight in the eyes and ordered feathers enough for her two feather beds and he paid the bill and brought home the feathers. She tickled his vanity with her brags about having the best and the costliest feather-bed in the State, until it was an old story; and when finally she told him all about it, he was immensely tickled and declared that there wasn't another woman in the United States that could have done it! They're all alike! Nothing is hard when you know how. It'll take all of two days to get that back store into decency and we'd better arrange for to-morrow. Hadley and Graves work well together and Stickney is aching for a job of painting. That reminds me that there's enough of that paint that Amidown brought back to paint what we want, and if we take a day for hot suds after the boys get through straightening out, we'll have the paint put on and the Grandville store will be talked about from one end of the county to the other."

The cigars were finished by this time and the guests went home; and it is worth recording that no more was said about the store or the farm gate or the Ridgeby gown or Mandy Palmer's bonnet. It is a matter of fact, nevertheless, that both proprietors of the Grandville Emporium found the entire establishment intolerable and that Hadley and Graves were called in to straighten things out. They tackled first the back store and when they finished up with the front doorstep, two dainty women in long white aprons with a bib attachment, followed by two other women with pails of hot water and soap, came in and went to work.

It was Caesar's job in Gaul right over again. "They came, they saw, they conquered." The women when the work was done said, "There!" and the storekeepers waited until the mop brigade was out of hearing and exclaimed with fervor, "Thank God!" "and the evening and the morning were the fourth day." The next morning saw the Amidown paint going on, "A good job, Stickney! No

halfway work. We've begun this thing and we're going to see it through. Grandville has got to wake up. This sort of droning and dreaming has gone on long enough. It's just doggone! I've watched and hoped and waited for somebody else to start in, but nobody seems to be ready and I am. I'm going at it from a business standpoint. I'm going at it for all I'm worth and it's going to be for keeps. I'll tell you right here and now that I'm going to put out sixty hitching posts and every Saturday you are going to see a customer's horse hitched to each one of 'em; and you're going to see every team drive away from here with a load of first-class goods we've sold 'em. Business needs enterprise and, say what you're a mind to, a store in a town like this has got to be the center from which the push and drive has to go out. You watch, Stickney, and you'll see things," and the storekeeper walked off with the air of a man who has his hands full of trumps and knows how to play them.

With the same instinct which prompts the boy in the springtime to get out his marbles the powers behind the throne dictated and sent out invitations for an "Afternoon" with Mrs. Dodge on Thursday, and by one o'clock it was easy to see that at least sixty hitching-posts would be needed when "things got to going" at the store. The affair had all the interest of a circus to the earnest comers, and although the number of short stories were limited to three, one answered the purpose, so eager were the long-sequestered farmers' wives to compare notes with each other upon more practical matters. The bright spring day suggested green grass and spring flowers, and within three minutes afterwards the din became deafening and "hats" and "bonnets," "sleeves" and "gored-skirts" and "material" were the words used to express the prevailing idea.

The result of it all was that Mesdames Dodge and Dawning had each a long list of names with certain goods against them to be obtained at certain establishments the whole length of Monroe street. The moment of extreme tumult, however, was reached when Mrs. Dodge asked if it would at all meet with the approval of the ladies present if the store should open a dry goods and millinery department. The uproar was too deafening to make out anything and not until Mrs. Dodge managed to get a vote of lifted hands was she sure that the desire was unanimous. That object attained refreshments were brought in and the first meeting of the "Women's Mutual Society" was soon over, every one declaring at the same time that once more life began to show signs that it was worth living.

There is no need of writing here that the Grandville Emporium became the center of commercial activity for an ever-widening circle of trade. The new department was opened and the lively trade which at once set in showed that "a long-felt



want" had been satisfied. At a little expense a room was opened for the use of women customers and comfortably fitted up for them and this, soon becoming a rallying center, drew to the Emporium some of its most desirable trade. With skill and judgment the city department store was made the medium of considerable revenue and made easy the opening of other lines of trade. The boys and the young men became particularly about their neckwear. They developed a rapid and thorough distaste for the hand-me-down and all that pertains thereto, so that after awhile the Emporium announced that a first-class—it had to be that for Dodge & Dawning—tailor had been engaged to satisfy the wants of the patrons of that enterprising firm.

Of course prosperity flowed in copious streams into the till of Dodge & Dawning and of course it made new men of them and, as it had been predicted, a new community of which Grandville was the thrifty center. When at last all things had been accomplished—the new bonnet and the new gown, the new gate and the new boundary fence, the store renovated and built up with the desired departments—the whole the center of a prosperous community which it had founded and fostered—there was another dinner party, made up of the firm's both silent and active partners. Naturally they spoke of the success that had attended them and how large results had followed small beginnings, when Mrs. Dodge, with the peculiarity of her sex, said pleasantly and smilingly as she looked at Mrs. Dawning, "And to think that it all came about from a woman's outrageous butting-in!"

Richard Malcolm Strong.

One-Legged Men's Shoes.

"Where do the one-legged men buy their shoes?" asked a patron of a salesman in a boot shop a few days ago.

"I have often been asked that question," answered the young man. "A great many persons are of the opinion that the man minus one of his limbs is forced to have his footgear made to order, but in this belief they are mistaken. The tendency nowadays seems to be to buy footwear ready-made, and in this the man with one leg is following the lead of his more fortunate brother."

"But what does he do with the odd shoe? It would seem rather expensive to throw it away."

"He doesn't have to. There are stores that cater to patrons of his class entirely. A man with his right leg off goes to the down-town establishment and sells that shoe. He gets a pretty fair price for it, too, as there is a good demand. In a day or two a customer who has lost his left leg comes in and gets a good bargain in a right shoe."—New York News.

The man who has only a two-inch lake of wisdom always thinks he has to dam it in with a big wall of words.

It is better to be the fourth wife of a man who has learned patience than to marry a prince.

Hardware Price Current

Table listing hardware prices including Ammunition, Cartridges, Gun Wads, Loaded Shells, Paper Shells, Gunpowder, Shot, Augurs and Bits, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files-New List, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, and Stamped Tinware.

Table listing iron products including Bar Iron, Light Band, Knobs-New List, Levels, Metals-Zinc, Miscellaneous, Patented Planished Iron, Planes, Nails, Rivets, Roofing Plates, Ropes, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin-Melyn Grade, Tin-Allaway Grade, Boiler Size Tin Plate, Traps, Wire Goods, and Wrenches.

Crockery and Glassware

Table listing crockery and glassware products including Stoneware, Butters, Churns, Milkpans, Fine Glazed Milkpans, Stewpans, Jugs, Sealing Wax, Lamp Burners, Mason Fruit Jars, Lead Flint Glass in Cartons, Pearl Top in Cartons, Rochester in Cartons, LaBastie, Oil Cans, Lanterns, and Lantern Globes.

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Dress Goods**—As dress goods buyers operate late in the season, especially on popular fabrics, the demand for additional spring goods continues. Some difficulty is being experienced in handling the business that comes to hand, as mills are already well sold up. Lines that met with early success, and which were duplicated on, are completely sold up. Buyers who have need of such goods are obliged to substitute lines that are available. They find that prices are being rigidly maintained on the majority of fabrics. Some of the wool goods in low and medium grades are being sold at slightly lower ranges, but the volume of this business is small. The trend of demand still places broadcloth, mohair, serges, Panama weaves and fancy suitings in the lead. The spring season will result, so agents declare, in plain goods being the strongest sellers. For fancies the jobbers have been more liberal purchasers than cutters. This is also true of the novelty fabrics. Rain proofed goods have met with a generous sale, and are included in many of the late orders. Plaids are reported as among the goods for which there is a present demand.

**Silks**—Taffetas are in a very independent position. Agents with lines of Shantung and pongee silks find a ready market for their goods, the only trouble being that of sufficient supplies. Foulards are gradually assuming a good position. Checks in small neat effects are very scarce. Stripes in pin dots and hair line effects are good property. The coming into favor again of long and medium long coats has created a big demand for the well-known pongee and stantung fabrics. The cutting-up trade has taken large quantities of these goods. Taffeta is also being used in light, tan and natural shades.

**Ribbons**—Continue to move in a very satisfactory manner and there seems to be little doubt that the final results of the spring and summer seasons will be entirely satisfactory.

**Brown Cottons**—The market was never in better shape than at the present time. Spot goods are scarce and contracts can not be taken unless shipments are to be made several months in advance. The export demand has been so great that converters have in many cases been left out of their usual needs. Converters are beginning to realize the position they are in and are covering on the lighter and finer varieties from fear that these, too, might go against their expectations. Goods that are used by lining converters are moving more freely, especially warp and filling sateens and twills, and prices on the same are beginning to show considerable strength. In fact, the whole gray goods situation has shown such

an improvement of late that the market is entirely independent of what may occur in the market for raw materials. Goods of the finer order and goods made by several of the Fall River mills on order, gray specialties or fancies, are well sold up for some time to come and new business that is being considered is likely to be taken at some advance.

**Bleached Goods**—Bleached goods handlers state that their trade are enquiring for slightly increased lots and that they want the goods in a hurry. It is also contended that on the low end of bleached goods an ever-increasing scarcity is noted. The jobbing trade report that buying is now of a desultory character, as lines have been depleted where styles counted. India linens may be cited as an example of fabrics that are not in active demand, and are being offered at special prices in some sections of the market. On sheer cloths in white goods agents are expressing no dissatisfaction at the manner in which the trade is operating. There is no surplus stock of such goods to weigh down the market and many lines are actually sold up. Novelty fabrics are making a good showing in current business, as purchasers now believe that the call for extreme patterns will be large.

**Colored Goods**—While colored goods sold well in the East and some parts of the West and Southwest, the tendency of all buyers has been to do their heavy buying on staple sheer goods. The heavy grades have been bought to a limited extent, and on these some irregularity as to prices now exists. Fancy napped fabrics find a readier sale than for some time past. Mills running on fancy shirtings and wash goods are well sold ahead. An advance of  $\frac{1}{4}$ c was made during the week in certain lines of dress ginghams. Ginghams in all grades are in excellent shape.

**Cotton Hosiery**—Considerable business was done in cotton hosiery during the week, orders coming in in fair quantities for both fall and spring needs. The standard lines are too well sold up for much new business to be reported, but the cheap and medium-priced goods can furnish considerably more business before the general market reaches the duplicate order point. The market is over-run with very cheap goods and it is only after much persuasion that buyers show any interest. The leading lines of goods are so well sold on initials that knitters are not bothering about what is to be done on duplicates. If a heavy, duplicate run is to be made, it is believed that some of the orders will be filled too late. Outside of some of the leading lines, buyers are taking goods very moderately. Irregularities in prices on low-priced goods have been reported, and this, it is believed, has hurt this end to a considerable extent. Southern mills are said to be competing very strenuously on 84-needle bundle goods and prices that business has been put through at show considerable concessions from those at which business was done some weeks ago. Goods of the 144-needle grade are

## 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.

## We Have It



We have Gent's Balbriggan Underwear in black, the best garment on the market for firemen, engineers and mechanics; also a complete line of Ladies' and Children's Summer Underwear in long sleeves, short sleeves and sleeveless.

Ask our agents to show you their line.

**P. Steketee & Sons**

Wholesale Dry Goods  
Grand Rapids, Mich.



said to be in the same position, but 176-needle goods continue on a 60-cent basis. It is said that extracted hosiery has hurt embroidered goods to a considerable extent, owing to the fact that the new ideas in extracted goods have taken the buyers' fancy. Split foot and other novelty lines have taken very well in ladies' goods, but not to such a degree as lace effects have.

**Woolen and Worsted Underwear**—Woolen and worsted underwear is practically in the same position as before. Woolen and worsted lines are in fairly good shape, as far as initial orders are concerned, and mills have enough on hand to keep them busy for several weeks. When duplicates are ready to be placed there may be some discussion regarding prices and an effort to advance all lines to a small extent. On wool-back fleeces and cheap grades of merinos considerable business has been done of late. Cheap and medium-priced merino goods are, in fact, leaders in the cheap heavy business and the outlook for such is promising.

**Cotton Underwear**—The cotton underwear trade are about entering on the duplicate order-taking period, and little can be said until more business of this nature has been done. Some business in reorders was taken from jobbers, who were frightened out of the market earlier in the season, and in all it amounted to quite a large total. The general run of buyers are not quite ready to submit their further needs, but it will be only a matter of a short time when this will be done. The business of the week was quite generally confined to lines below standard grades and much of this business was credited to Southern account. Goods below standard lines are quoted on a basis of \$3.12½ for men's 12½-pound 20-gauge goods. In standard ribs and fleeces the market has been given little attention, but, when reorders become general, it is anticipated that a good business will be done. The very conservative interests are perhaps somewhat pessimistic concerning the future of the market, as some are of the opinion that new lines will have to be gotten out to fill in enough business to keep machinery moving. The reports that some of the big buyers have not as yet come into the market for standard fleeces seem to be unfounded. It is admitted that some of the factors have bought very sparingly of standard fleeces, but it is believed that the shortage will be more than made up on duplicates. Mills will be in a very good position to take care of all duplicates that may be ordered and this fact is generally known to jobbers who will be in no hurry to state their needs. Ladies' ribbed vests are somewhat out of the buyers' notice, notwithstanding that prices on the same are down to a point where the margin of profit is undoubtedly very meager, more so, in fact, than on any lines in men's goods. There is less talk heard in underwear circles concerning a movement to advance prices, yet the situation is warranting such a movement

more and more each day. Yarn prices are becoming stronger each week and already advances have taken place that mean considerable to knitters.

**Carpets**—From all appearances the advances made on February 15 have done the market little good as very little business has been taken at the new prices. It is understood that further advances were to have been made, had the trade accepted the present rates, but now the trade will wait until the new season opens in May before new values are posted. At this period of the year a good idea can be given of the extent of business done for the season now so well along and it can be said that when the books of manufacturers are looked over in May they will find that the season has been one of the poorest in years. The cheaper grades of carpets have been the most neglected, but the outlook for another season on these lines seems brighter for these grades than for the high-priced goods. The early buying of body Brussels and Axminsters by Eastern jobbers is what has saved the season from some very heavy losses and is what is keeping many of the larger mills in motion at the present time. Velvets and Wiltons are far behind last season's record, nevertheless manufacturers will be able to make something out of the season. Ingrains have been a big disappointment to all and mills as a rule are in poor shape on orders enough to keep them busy. The carpet situation has been a most peculiar one for some time. With outside conditions favorable enough to warrant a good business, trading has been at a standstill. Retailers report a fair business and that stocks are not heavy, yet jobbers are not willing to buy in anticipation of retailers' wants. Either stocks in jobbers' hands are larger than they will admit or something else is operating against carpets for the coming fall. Job lots of carpets are said to be on the jobbing markets at big reductions in values and perhaps the retail trade believe they can fill up their depleted stocks with these goods to start in the new season.

**Rugs**—The rug business is in very excellent shape on most lines. The Philadelphia mills are quite busy on medium and large rugs on Wiltons, velvets and Axminsters; Smyrna and jute rugs are also in fair demand and a good business bids fair to be done right up to the opening of the new season.

The man with a big sign of sainthood usually has something to hide behind it.

Opportunity runs right into the arms of the man who goes to meet her.

**PILES CURED**

**DR. WILLARD M. BURLESON**  
Rectal Specialist  
103 Monroe Street Grand Rapids, Mich.

**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

**The Latest in Style**



The Most Comfortable In Design and The Best in Value

Retailing at One Dollar

**PURITAN CORSET CO.**

KALAMAZOO, MICH.

## COMMERCIAL TRAVELERS

Michigan Knights of the Grip.  
President, Geo. H. Randa, Bay City;  
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Grand Rapids Council No. 131, U. C. T.  
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### Three Rivers as a Home for Traveling Men.

This thriving city is justly deserving of the best, and we commend it to traveling men desirous of a location. A more pleasant little city can not be found in the West. Here one can enjoy the beauties of nature, combined with the best of educational, church and literary interests, together with a wide awake, refined and progressive class of citizens.

Nature appears to have been lavish in the bestowal of her rich gifts on this beautiful city. Here the St. Joseph, the Rocky and the Portage Rivers meet and each seems to vie with the other to see which shall contribute most to make the spot where Three Rivers is located the most charming. They have done well, for here is one of the most beautiful places in all Michigan for an ideal city. The early settlers seem to have caught the inspiration from nature, and the result is broad, level streets and avenues, lined with beautiful shade trees which give the resident portion of the city the appearance of a magnificent park. Its many beautiful houses with their well kept lawns add greatly to its other charms. These, with the beautiful scenery along the rivers, naturally give it a very picturesque appearance.

Three Rivers is well provided with shipping facilities. The Air Line of the Michigan Central gives direct communication with Chicago and the Great Lakes on the west and Detroit and Buffalo on the east, while the Kalamazoo branch of the Lake Shore & Michigan Southern penetrates the forests and fruit regions of the North, and on the south connects with the main line of the same road at White Pigeon, twelve miles distant, giving direct connection with Toledo, Cleveland, Buffalo, New York and Boston. This is one of the many reasons why Three Rivers is a desirable location for traveling men. Its splendid water system with a first class fire department affords ample protection from fire. Located as it is in the midst of a fine fruit, vegetable and grain section, living is exceptionally cheap. There is not a place in the State where traveling men can get in and out better than Three Rivers. The city is sufficiently elevated above the rivers to afford complete drainage with our splendid sewer system. It is free from epidemics, and the general health is remarkably good. The death rate is lower than almost any city in the State. The business streets have brick pavement and are

kept clean and the business blocks all have an air of push and prosperity. The education of the youth is, carefully looked after by a competent board, while Superintendent E. M. McElroy, with a corps of teachers, devote their energies to making the schools the equal of any in the State. The high school is on the University list, and the Three Rivers Business College, a first class institution, furnishes an opportunity for commercial education. There are churches of almost all denominations. Three Rivers has one of the finest public libraries in the State, equipped with many thousand volumes of valuable information. The mayor, with the aldermen, take an active interest in the general welfare of the city. Naturally in such a thriving city all the modern conveniences for facilitating business and adding to the pleasures of life are represented, an important factor of which is electricity. Looking at it from every possible standpoint, Three Rivers is one of the most beautiful and thriving cities in the West and every last one of its 4,000 inhabitants believes it and is very proud of it.

### Keep An Eye Ahead.

The manager of a large Western branch house for a New York importing and jobbing firm, who began as a clerk in the store on a small salary, tells how he managed to climb to his present position:

"Somewhere," he said, "I read that a man has to keep going ahead or he'll go back; he can't stand still. That was a long time ago. I thought about our firm. I didn't know much about the business in those days, but I wondered if it was going ahead. It's the looking ahead that creates the opportunity. Even if it isn't in sight for awhile if you keep looking ahead it will show up. Then go after it. That's what I did. As I learned the business I began to study and plan just as if it were my own and when I got an idea fixed and felt certain I would work it out that way myself if I were the general manager I put it to him, and that caused him to give it and me some attention. Fortunately for me the house was one that did want to go ahead. Perhaps it was because I looked upon it as my own that they looked upon me as a pretty good risk in new ventures. And the willingness with which I took hold of them and developed them finally brought me to this.

"Keep looking ahead, keep investigating the future with a prod and get your bearings so you can preempt a claim before the other fellow. That's my motto, for you can be assured that every business must branch out, change in ways, develop and grow with the times if it is to prosper."

It is a good deal easier to stir up a hornet's nest than it is to find the right place to crawl into.

Adversity's sweet milk is a bitter drink.

### SUCCESSFUL SALESMEN.

Harry Mayer, Representing A. E. Brooks & Co.

Harry Mayer was born at Port Huron, Nov. 4, 1862, his antecedents being German on both sides. He was the youngest boy in a family of nine children. When he was a small lad the family moved to Kimball township, St. Clair county, where he was brought up on a farm and attended the district school. At the age of 18 years he went to Port Huron and sought and obtained employment with the McMorran Milling Co. as weigh-master. Two years later he was promoted to the position of foreman in the elevator department, where he remained ten years. His next engagement was with Smith



Bros., retail grocers, with whom he remained four years. He then obtained a position as traveling salesman for the Aikman Bakery Co., which he continued to fill for two and one-half years, covering Central Michigan. On Jan. 1 of this year he became identified with A. E. Brooks & Co. of this city, taking the Central Michigan territory with headquarters in Grand Rapids, and seeing his trade every four weeks.

Mr. Mayer is a member of the First Baptist Church of Port Huron. He was Superintendent of the Sunday School one year and occupied the same position in a mission church four years. He was a director of the Y. M. C. A. at Port Huron one year. He is identified with the Grand Rapids Camp of Gideons and the Port Huron Tent of Maccabees.

Mr. Mayer attributes his success to persistence and determination. He has always aimed to do business legitimately and tell the exact truth. Church work is his hobby and he undertakes to carry into execution every day and every hour of the day the principles he upholds and espouses on Sunday.

### The Theory of Saving.

"It is surprising how late in life most men begin to learn the value of economy," remarked the old life insurance man reminiscently, as the little gathering dusted the crumbs off and waited for the black coffee.

"I've distributed a great many policies in the last quarter of a century

and the most frequent remark that greets my ears is this, regretfully: 'I wish I'd done this a long time ago.' I am not going to enter into a dissertation on the value of life insurance, for, among other investments, you will agree it has its value, but I would emphasize the great importance of learning very young to save money.

"Saving does not imply that a boy must be penurious or develop that most disagreeable of all traits of character, stinginess. It is the foundation of all good business methods. Almost every rich man who has risen to a position of eminence in the commercial world was economical of the dimes when they were few. It is the ordinary, thoughtless masculine citizen on salary who never looks around for a safe investment until he is well along in years that I would cite particularly. When he gets married at thirty or later he is suddenly confronted with the disagreeable fact that he forgot something. The revelation that he had neglected to invest in insurance when the premium would have been very low, or could have bought a piece of real estate that naturally doubled in value merely by putting away a fraction of his earnings every week is unpleasant. In a way he is facing the serious problems of life without the equipment, for he is willing to settle down in earnest, and reflects sadly that he could have been so much better off.

"Some men are natural born money-makers, as the saying is, but as we all know most men are not. Therefore, I would say to all young men, Save, save, save!"

### Saves Him.

She—They say that the best husbands are always thoughtful in little things. Are you that way, Mr. Smith?

Smith—No, I don't have to be; my wife always calls my attention to them before I have a chance to think.

## Alabastine Your Walls

Walls are smoky and grimy after the winter's coal and soot. They need cleaning with Alabastine. The new color schemes and harmonies for this year can only be done in Alabastine. The colors are the richest, the tints the most permanent, the hues the most beautiful in Alabastine—there isn't any wall covering that is just as good.

ALABASTINE does not need washing off before a fresh coat can be applied—you simply mix Alabastine with cold water and apply with a brush. Any decorator or painter can apply it—or any woman can apply it herself.

Remember Alabastine comes in packages—take no substitutes—do not buy in bulk. If your dealer can't supply you, send us his name and we will see that you have Alabastine. Beautiful tint cards and free color suggestions free for the asking.

ALABASTINE COMPANY  
Grand Rapids, Mich.



**Gripsack Brigade.**

A Coldwater correspondent writes: Ed. Burns has gone to Iowa, where he will travel in the interests of the Tappan Shoe Co. His territory includes nearly the whole of the State.

Dell Wright (Musselman Grocer Co.) is out on the warpath again after an enforced lay-off of over two months as the result of being mixed up in a wreck on the Pere Marquette in December.

Fred L. Anderson—he of the lurid waistcoat—has engaged to cover Idaho, Washington and Oregon for the M. D. Wells Co., of Chicago. If everything goes right, Fred will probably establish his headquarters at Spokane Falls.

Roy Baker (Davenport Co.) spent two or three days in Chicago last week, inspecting the milling properties and general offices of the Star and Crescent Milling Co., which corporation has made him its representative for Western Michigan.

Vic Engstrom, of Calumet, traveling salesman for French, Finch & Co., of St. Paul, wholesale shoe dealers, for a number of years, has resigned his position to accept a similar place with the Sharood Shoe Company of the same city. He makes the change March 15.

Grand Ledge Independent: Chas. Looms, the New York traveling man whose illness was mentioned in these columns a few weeks ago, died at Hahnemann Hospital in New York on Monday of last week, after a long sickness. He had several close friends here, having been a visitor to this city at regular intervals for nearly a quarter of a century. He leaves a wife and one married daughter, the family living in Orange, N. J.

P. H. Carroll has gone to Chicago, where he will spend a week or ten days familiarizing himself with the fall line of his house, Selz, Schwab & Co. Mr. Carroll acted as master of ceremonies at the funeral of the late David Holmes and looked after the comfort of the family of the deceased from the time they arrived in the city Saturday evening until they departed for home Tuesday morning. Mr. Carroll performed his part well, as usual, accomplishing his work without affectation or ostentation.

Utica Press: The twenty-second annual meeting of the Commercial Travelers' Mutual Accident Association of America, held in this city Saturday, as usual, brought here several hundred members of the traveling fraternity. Large as these meetings are, they represent but a fragment of the total membership, which now stands at 42,311, scattered through the entire country. They will never all assemble for there is nowhere any hall adequate to hold them. Whenever two or three of them get together, however, they are certain to talk of this Association, the city of Utica where its headquarters are located, and the Utica business men who have conducted its affairs with such signal success. The record of the past year has been a most gratifying one, and reflects great credit upon the administration of George S. Dana, who discharges the

duties of Secretary and Treasurer. His achievements have justified the predictions of those who advocated his election two years ago. Credit likewise is to be accorded the efficient Board of Directors and the faithful President, Henry D. Pixley. In recognition of Mr. Pixley's long and useful service and in view of the duties devolving upon the President, there was a proposition presented to the meeting to give him an annual salary of \$2,500, but as many of the members, although grateful to Mr. Pixley, did not desire to establish a precedent, the proposition was defeated. The time will probably come when it will be considered proper and wise to pay the President of the Association for the services he is called upon to render, for the Association is growing, and voluntary service that is acceptable may not always be available. The Association is now reckoned among the permanent institutions of Utica. It belongs here because it was born and reared here. In the near future the Association is to occupy a handsome new building on Genesee street, built out of its surplus funds, and affording splendid facilities for the transaction of its business and the safe keeping of its valuable records. All Uticans, whether members or not, are proud of the Association's success and hope for its continued prosperity.

**Some Features of the Mileage Ruling Not Understood.**

Detroit, March 13—I thank you for the suggestion in your letter in regard to baggage regulations. A plan similar to this was considered when the matter was under discussion, but was discarded as not meeting the exigencies of the case, as it would not prevent the wrong use of the mileage tickets in several ways which have come to our knowledge. The tickets are, in a large percentage of instances, used to check baggage over two or more lines, and conductors are authorized to detach mileage coupons only for the distance traveled over that line, except between certain competitive points where short line mileage is allowed. Again, it would undoubtedly lead to annoying and embarrassing disputes between conductors and ticket holders.

The present regulations were adopted only after a careful consideration of the various ways in which the tickets were wrongly used in the checking of baggage, and the extent of same, which made it impossible for the railroads to any longer ignore the situation; and, while regretting the necessity for any change, it was felt, in adopting the new regulations, that no great hardship was being imposed upon commercial travelers. I think you will find it so if you will only accommodate yourself thereto in the right spirit. They certainly are not so cumbersome or so rigid as those of the Central Passenger Association mileage exchange order, where you have to exchange your mileage coupons for a regular ticket at the ticket office

before you can board the train or have baggage checked.

In the case which you cite of re-checking baggage five times on your trip from Grand Rapids to St. Joseph, when you did not require the baggage until you reached St. Joseph, although you had to stop off at several intermediate points, you were applying the rule in a manner not intended. There is no objection to your checking your baggage through in such a case, provided that the continuous record of your mileage ticket shows its use in payment for personal transportation to that place.

Furthermore, there need be no apprehension whatever of any trouble in regard to payment of rebate when baggage is checked on Friday or Saturday via the direct route to the point where it is desired it shall be on Monday morning and the owner goes home for Sunday and joins his baggage via another route, provided in his personal movements he uses his mileage ticket for the home trip over another part of the same road that carries his baggage.

James Houston,  
Joint Agent.

**Will Work for Lower Passenger Rates.**

Calumet, March 13—It is quite probable that in a very short time the Houghton and Hancock Business Men's Association will ask the representatives from this district to the State Legislature to favorably consider any bill which might be introduced before that body during the present term relative to lower passenger rates in the Upper Peninsula.

A member of the Executive Committee of the Calumet Business Men's Association is the authority for the above statement, and went farther to assure the reporter that the county associations mean to have the matter come up before the Legislature, and that they would ask the members of the Senate as well as the House from all over this section of the State to favorably consider the bill.

The agitation for lower rates in the Upper Peninsula comes as periodically as the Legislature meets, and whenever a bill is so introduced it meets with the opposition of a great majority of the members of the Legislature. At the last session held Representative Werline, of Menominee county, introduced a bill in the Legislature asking that a rate of three cents per mile be established in the Upper Peninsula, but this bill never passed. This year another similar measure is to be introduced, and the outcome is being awaited with much interest.

The Executive Committee of the Calumet Association will agitate for rates equal to those paid in Lower Michigan, and they claim they will have the support of the Hancock and Houghton Associations in their requests. The Committee realizes that there is a greater cost entailed in transporting passengers in this peninsula than the lower one, but feel that their interests demand that they receive the same consideration as

elsewhere in the State. One of the members of the Calumet Committee stated that in all probability the entire Committee would meet in a short time to formulate plans to accomplish their ends, and ask the support of the Portage Lake Associations.

**Expects To Reach the Two Hundred Mark.**

Jackson, March 13—Jackson Council, No. 57, U. C. T., held its annual meeting Saturday, March 11, initiating three candidates and electing the following officers:

- Senior Counselor—Carl F. Clarke.
- Junior Counselor—Wm. B. Burris.
- Past Counselor—Frank A. Aldrich.
- Conductor—Louis Musliner.
- Page—Philip Carlton.
- Sentinel—T. J. Hanlan.
- Sec'y-Treas.—Chas. R. Diehl.

The honorary degree of Past Counselor was conferred upon Eugene D. Sickles, who had completed three years as Sec'y-Treas.

Jackson Council expects to reach the 200 mark this year.

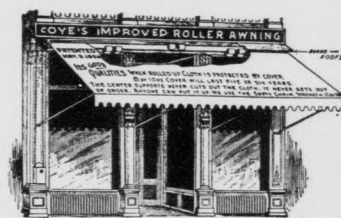
Carl F. Clarke.

**Will Advertise Charlevoix the Beautiful.**

Charlevoix, March 14—The Advertising Committee of the Board of Commerce is planning a thirty-two page booklet, with cuts of the points of interest in and about the town and descriptive matter. The Railroad Committee is in correspondence with parties who are pushing a project which takes in Charlevoix, East Jordan, Boyne City and Petoskey, and it is more than probable the projectors will be able to interest capital and construct the road.

**Don't Buy an Awning**

Until you get our prices.



We make a specialty of store, office and residence awnings. Our 1905 Improved Roller Awning is the best on the market. No ropes to cut the cloth and a sprocket chain that will not slip. Prices on tents, flags and covers for the asking.

CHAS. A. COYE

11 and 9 Pearl St., Grand Rapids, Mich

**LIVINGSTON HOTEL**

The steady improvement of the Livingston with its new and unique writing room unequaled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.  
GRAND RAPIDS, MICH.



#### 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.

#### The Drug Market.

Opium—Is dull and lower.  
Morphine—Is unchanged.  
Quinine—Is very firm. There will be another bark sale at Amsterdam March 30, after which it is believed an advance in quinine will take place.  
Citric Acid—Shows two declines and is tending higher.  
Wood Alcohol—Was advanced 10c per gallon by refiners on last Tuesday.  
Bismuth—Is less firm. It is reported weak in Europe, but there has been no reduction in price by American manufacturers.  
Bromides—It is believed that an arrangement will be made between manufacturers and the price advanced. The present low price is attracting very large buyers and manufacturers can not deliver.  
Norwegian Cod Liver Oil—Is steadily declining. There will be a large crop this year.  
Glycerine—Is weak but not quotably changed.  
Menthol—Is lower on account of large stocks.  
Roman Chamomile Flowers—Have advanced about 20 per cent. on account of small stocks.  
Celery Seed—Is tending higher.  
Linseed Oil—Has advanced on account of higher prices for seed.

#### Standard Adopted for Proof Spirit.

The expression "proof" as applied to alcoholic liquids indicates that they contain a certain definite quantity of alcohol; consequently they can not properly be said to be of 50 or 100 "proof;" when the proportion varies, they are over or under proof, as the case may be.

The standard adopted for proof spirit by the United States Customs and Internal Revenue Departments is equal volumes of absolute alcohol and water, the specific gravity of the mixture at 60 deg. Fahrenheit being 0.936.

The terms second proof, third proof and fourth proof have been used. They indicated mixtures containing respectively 52½ per cent., 55½ per cent. and 58 per cent. of alcohol.

British proof spirit contains 49.24 per cent. of absolute alcohol by

weight; its specific gravity being very nearly 0.920 (0.9198).

A spirit stronger than the given proof standard is said to be over proof and its excess of strength is expressed by a figure corresponding to the quantity of water which must be added to bring it to the standard. Thus, a spirit is said to be 20 over proof if 100 measures of it must be diluted with water to 120 measures to reduce it to proof strength. Conversely, a spirit is said to be 20 under proof if 100 measures require the addition of 20 measures of alcohol (sp. gr. 0.825; the strongest obtainable by simple distillation) to bring it up to the proof standard.

The term "proof" does not seem to be in use among pharmacists in this country nowadays. The pharmacopoeial terms, alcohol and diluted alcohol, express clearly what is meant. Unfortunately the fact that authors will not agree to an absolute rule in expressing percentages renders uncertain percentage names for mixtures of strength other than those which are official. When 60 per cent. alcohol, for instance, is mentioned by an author, without qualification, it is uncertain whether he means the percentage to be reckoned by volume or by weight.

#### Palatable Magnesium Sulphate.

Dr. E. P. Carlton (Medical Council) says the following formula produces a mixture in which the taste of Epsom salt is perfectly disguised: Magnesium sulphate, 32 ounces; fluid extract of cardamom comp., 2 ounces; vanillin, 20 grains; guarantose "crest" Merck, 2 to 4 ounces(?); alcohol 2 ounces; glycerin, 2 ounces; coffee, roasted and ground, 2 ounces; water, enough to make one-half gallon. Stir the coffee in a half gallon of boiling water and allow it to stand for 10 to 20 minutes, adding enough of it while still hot to the magnesium sulphate to make about three and one-half pints. Dissolve the vanillin in the alcohol, add the glycerin, and then the fluid extract of cardamom. When the first solution has cooled somewhat, add the second mixture to it. After shaking, add the guarantose and enough of the coffee infusion to make a half gallon. Filter through a covered filter. The mixture is said to keep well.

#### Bordeaux Mixture.

The formula given by Prof. B. T. Galloway, of the U. S. Department of Agriculture, for 50 gallons of Bordeaux mixture, is as follows:

Water ..... 50 gal.  
Copper Sulphate ..... 6 lb.  
Unslaked Lime ..... 4 lb.

The adhesive properties can be increased by adding soft soap in quantity equal to that of the copper sulphate. It is also advisable to dilute the mixture for spring spraying, and where appearances can be ignored it is the most effective and cheapest fungicide that can be used.

A rolling stone, at least, is seldom a mossback.

A woman in love thinks with her heart.

#### Korean Ginseng Seeds and Plants.

United States Minister H. N. Allen, of Seoul, Korea, has issued the following circular letter as a reply to the many enquiries from the United States at that legation relative to ginseng seeds and plants, how to secure the same, etc.:

It is becoming impracticable for this office to give attention to the numerous requests for information regarding ginseng, received by every mail or to furnish supplies of ginseng seeds and plants.

Information may be had on the subject from the publication of the United States Department of Agriculture and from the numerous firms engaged in supplying ginseng seeds and roots in America.

With great difficulty living roots have been shipped to America and a reliable supply must now be available. At least one enterprising American (of San Francisco) has spent some months at the ginseng farms in Korea, studying the culture and conditions and taking away with him a large shipment of living plants, so that dealers in the United States must now have a plentiful supply of reliable plants and fresh seeds.

Ginseng seeds are not supposed to germinate after having dried out. Even if there were seed stores in Korea, therefore, it would be useless to secure ginseng seeds from them.

The ginseng farms are some sixty miles distant from Seoul, and there is no person there to whom one may apply for seeds or plants. The American missionaries residing near the farms have wisely decided not to attempt to export the seeds and plants, as such a course would ultimately cause trouble for them with the natives.

If all the ginseng plantations in America succeed the product will be of little value. The only market for the roots is in China and it is overstocked, while the Korean product—which seems to be of especial value, due to conditions of soil and climate—is increasing so greatly that the purchasers of the last crop were obliged to destroy a large quantity in order to keep the supply more nearly within the demand.

#### Bad Advice for the Young.

That various men look upon various methods in various ways is illustrated daily, but that every viewpoint is a good one is open to question.

Elbert Hubbard, a writer whose utterances have at least gained him a hearing, says: "To succeed get hold and hang on—inertia is often as good as enterprise. In nature it is the parasite that grows fat."

It does seem that such advice could not apply to anything except certain branches of the civil service in the departments at Washington, where a man is appointed, works his eight or seven and a half hours a day, gets his regular number of holidays a year and draws his salary punctually. But to advise inertia as against enterprise stamps the preacher a mere maker of epigrams and one who would disorganize the vast and energetic scheme of things.

Enterprise is an essential element in the achievement of success and when it is lacking the work on the structure is suspended. Enterprise means activity; activity spells development; development is auspicious of success—and success is not to grow fat and idle. Many rich young men who do nothing but fritter away their time are not successes, although a financial aim may be the guiding star that leads a poor man to success. The race is for the acquirement of wealth and in its pursuit in the commercial world faculties are developed to their utmost and the human machine is driven at a high tension, but if the wealth gained is not hoarded the entire world is benefited and the man who had the enterprise and the energy and who did things strenuously is honored as a good citizen. As he progressed toward the goal it is presumed he lived, shared the enjoyments of life, was able to purchase its comforts and luxuries with the wealth his enterprise wrought and aided others as an individual and a member of the community to whom every citizen owes a certain duty. It all means enterprise and unrelaxed activity.

Heaven will be a sad place for some folk; there will be nothing left to kick about.

People who persist in giving advice must expect to take a lot of blame.

Lies may be the poorest hens we have, but they always come home to roost.

You will make no mistake if you reserve your orders for

**Hammocks  
Fishing Tackle  
Base Ball Supplies  
Fireworks and Flags**

Our lines are complete and prices right.  
The boys will call in ample time.

**FRED BRUNDAGE**

Wholesale Druggist  
Stationery and School Supplies  
32-34 Western Ave., Muskegon, Mich.

**80 Ton  
4 Carloads**

Our record on the sale of  
Tablets for 1904.

Our line this year will be  
larger than ever.

Wait to see our line before  
placing your orders.

**Grand Rapids Stationery Co.**  
29 N. Ionia St.  
GRAND RAPIDS, MICH.



WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

<b>Acidum</b>	<b>Acetium</b> 60 8	<b>Benzoicum, Ger.</b> 70 75	<b>Boracic</b> 7 17	<b>Carbolicum</b> 26 29	<b>Citricum</b> 40 42	<b>Hydrochlor</b> 3 5	<b>Nitrosum</b> 5 10	<b>Oxalicum</b> 10 12	<b>Phosphorium, dil.</b> 42 45	<b>Salicylicum</b> 1 13	<b>Sulphuricum</b> 75 80	<b>Tannicum</b> 38 40	<b>Tartaricum</b> 4 6	<b>Aqua, 18 deg</b> 6 8	<b>Aqua, 20 deg</b> 13 15	<b>Carbonas</b> 12 14	<b>Chloridum</b> 2 00 2 25	<b>Black Aniline</b> 80 1 00	<b>Brown</b> 45 50	<b>Red</b> 2 50 3 00	<b>Yellow</b> 15 18	<b>Cubebae .po. 20</b> 5 6	<b>Juniperus</b> 30 35	<b>Xanthoxyllum</b> 45 50	<b>Peru</b> 60 65	<b>Terrabn, Canada</b> 35 40	<b>Tolutan</b> 18 20	<b>Cassiae</b> 20 30	<b>Cinchona Flava</b> 18 20	<b>Buonymus atro.</b> 20 30	<b>Myrica Cerifera</b> 15 20	<b>Prunus Virgini</b> 12 14	<b>Quillala, gr'd</b> 24 25	<b>Sassafras .po. 25</b> 40	<b>Ulmus</b> 24 30	<b>Glycyrrhiza Gla.</b> 24 30	<b>Glycyrrhiza, po.</b> 28 30	<b>Haematox, 1s</b> 11 12	<b>Haematox, 1/4s</b> 13 14	<b>Haematox, 1/2s</b> 14 15	<b>Haematox, 3/4s</b> 16 17	<b>Carbonate Precip.</b> 15 20	<b>Citrate and Quina</b> 2 00	<b>Citrate Soluble</b> 55 60	<b>Ferrocyanidum S.</b> 40 45	<b>Solut. Chloride</b> 15 20	<b>Sulphate, com'l</b> 2 70	<b>Sulphate, com'l, by bbl. per cwt</b> 7 70	<b>Sulphate, pure</b> 7 70	<b>Arnica</b> 15 18	<b>Anthemis</b> 22 25	<b>Matricaria</b> 30 35	<b>Barosma</b> 30 33	<b>Cassia Acutifol.</b> 15 20	<b>Tinnevely</b> 25 30	<b>Cassia, Acutifol.</b> 18 20	<b>Salvia officinalis, 1/4s and 1/2s</b> 18 20	<b>Uva Ursi</b> 8 10	<b>Acacia, 1st pkd.</b> 45 50	<b>Acacia, 2nd pkd.</b> 35 40	<b>Acacia, 3rd pkd.</b> 28 30	<b>Acacia, sifted sts.</b> 45 50	<b>Aloe, Barb</b> 12 14	<b>Aloe, Cape</b> 12 14	<b>Aloe, Socotri</b> 45 50	<b>Ammoniac</b> 55 60	<b>Asafoetida</b> 35 40	<b>Benzoinum</b> 50 55	<b>Catechu, 1s</b> 13 14	<b>Catechu, 1/4s</b> 14 15	<b>Catechu, 1/2s</b> 16 17	<b>Camphorae</b> 93 1 00	<b>Euphorbium</b> 40 45	<b>Galbanum</b> 1 00 1 10	<b>Gamboge .po. 1</b> 25 30	<b>Gualacum .po. 35</b> 40	<b>Kino .po. 45c</b> 45 50	<b>Mastic</b> 60 65	<b>Myrrh .po. 50</b> 55 60	<b>Opil</b> 25 30	<b>Shellac</b> 40 45	<b>Shellac, bleached</b> 45 50	<b>Tragacanth</b> 70 75	<b>Absinthium oz pk</b> 25 30	<b>Eupatorium oz pk</b> 20 25	<b>Lobelia .oz pk</b> 25 30	<b>Majorum .oz pk</b> 28 30	<b>Mentha Pip oz pk</b> 23 25	<b>Mentha Ver oz pk</b> 25 30	<b>Rue .oz pk</b> 22 25	<b>Tanaetum V</b> 22 25	<b>Thymus V oz pk</b> 25 30	<b>Calcined, Pat</b> 55 60	<b>Carbonate, Pat</b> 18 20	<b>Carbonate K-M.</b> 18 20	<b>Carbonate</b> 18 20	<b>Absinthium</b> 4 90 5 00	<b>Amygdalae, Dulc.</b> 50 60	<b>Amygdalae Ama.</b> 8 00 9 25	<b>Anisi</b> 1 45 1 50	<b>Aurant Cortex</b> 2 20 2 40	<b>Bergamit</b> 2 85 3 25	<b>Cajuputi</b> 85 90	<b>Caryophilli</b> 85 90	<b>Cedar</b> 50 60	<b>Chenopadii</b> 2 50 3 00	<b>Cinnamoni</b> 1 00 1 10	<b>Citronella</b> 50 60	<b>Conium Mac</b> 80 90	<b>Copaiba</b> 1 15 1 25	<b>Cubebae</b> 1 30 1 39	<b>Ervechthitos</b> 1 00 1 10	<b>Erigeron</b> 1 00 1 10	<b>Gaultheria</b> 2 25 2 35	<b>Geranium</b> 7 75	<b>Gossypil Sem gal</b> 50 60	<b>Hetasma</b> 40 50	<b>Junipera</b> 40 50	<b>Lavendula</b> 90 1 10	<b>Limonis</b> 90 1 10	<b>Mentha Piper</b> 4 25 4 50	<b>Mentha Verid</b> 5 00 5 50	<b>Morrhuae gal.</b> 1 25 2 00	<b>Myrica</b> 3 00 3 50	<b>Olive</b> 75 80	<b>Picis Liquida</b> 10 12	<b>Picis Liquida gal</b> 35 40	<b>Ricinia</b> 92 96	<b>Rosmarini</b> 2 00 2 10	<b>Rosae oz</b> 5 00 6 00	<b>Succini</b> 40 45	<b>Sabina</b> 25 30	<b>Santal</b> 2 50 3 00	<b>Sassafras</b> 90 1 00	<b>Sinapis, ess. oz.</b> 65 70	<b>Tigllil</b> 1 10 1 20	<b>Thyme</b> 40 50	<b>Thyme, opt</b> 1 60 1 70	<b>Theobromas</b> 15 20	<b>Bl-Carb</b> 15 18	<b>Bichromate</b> 13 15	<b>Bromide</b> 25 30	<b>Carb</b> 12 15	<b>Chlorate .po.</b> 12 14	<b>Cyanide</b> 34 38	<b>Iidide</b> 60 65	<b>Potassa, Bitart pr</b> 30 32	<b>Potass Nitras opt</b> 7 10	<b>Potass Nitras</b> 6 8	<b>Prussiate</b> 23 26	<b>Sulphate po</b> 15 18	<b>Aconitum</b> 20 25	<b>Althae</b> 30 33	<b>Anchusa</b> 10 12	<b>Arum po</b> 20 25	<b>Calamus</b> 20 25	<b>Gentiana po 15</b> 12 15	<b>Glychrrhiza pv 15</b> 16 18	<b>Hydrastis, Canada.</b> 1 90	<b>Hydrastis, Can.po</b> 2 00	<b>Hellebore, Alba.</b> 12 15	<b>Inula, po</b> 18 22	<b>Ipecac, po.</b> 2 00 2 10	<b>Iris plox</b> 35 40	<b>Jalapa, pr</b> 25 30	<b>Maranta, 1/4s</b> 15 20	<b>Podophyllum po.</b> 75 80	<b>Rhel, cut</b> 1 00 1 25	<b>Rhel, pv</b> 75 80	<b>Spigella</b> 30 35	<b>Sanguinaria, po 24</b> 22 25	<b>Serpentaria</b> 50 55	<b>Senega</b> 85 90	<b>Smilax, om's H.</b> 40 45	<b>Smilax, M</b> 25 30	<b>Scilla po 35</b> 10 12	<b>Symplocarpus</b> 20 25	<b>Valeriana Eng</b> 20 25	<b>Valeriana, Ger</b> 15 20	<b>Zingiber a</b> 12 14	<b>Zingiber j</b> 16 20	<b>Anisum po. 20.</b> 16 18	<b>Apium (gravel's).</b> 13 15	<b>Bird, 1s</b> 4 6	<b>Carul po 15</b> 10 11	<b>Cardamon</b> 70 90	<b>Coriandrum</b> 12 14	<b>Cannabis Sativa.</b> 5 7	<b>Cydonium</b> 75 80	<b>Chenopodium</b> 25 30	<b>Dipterix Odorate.</b> 80 1 00	<b>Foeniculum</b> 6 18	<b>Foenugreek po.</b> 7 9	<b>Lini</b> 4 6	<b>Lini, gr'd. bbl. 2 1/2</b> 3 6	<b>Lobelia</b> 75 80	<b>Pharlaris Cana'n</b> 9 10	<b>Rapa</b> 5 6	<b>Sinapis Alba</b> 7 9	<b>Sinapis Nigra</b> 9 10	<b>Frumenti W D.</b> 2 00 2 50	<b>Frumenti</b> 1 25 1 50	<b>Juniperis Co O T. 1</b> 65 2 00	<b>Juniperis Co</b> 1 75 2 50	<b>Saccharum N E. 1</b> 90 2 10	<b>Spt Vini Gall</b> 1 75 2 50	<b>Vini Oporto</b> 1 25 2 00	<b>Vina Alba</b> 1 25 2 00	<b>Florida Sheeps' wl carriage</b> 3 00 3 50	<b>Nassau sheeps' wl carriage</b> 3 50 3 75	<b>Velvet extra shps' wool, carriage</b> 2 00	<b>Extra yellow shps' wool carriage.</b> 1 25	<b>Grass sheeps' wl, carriage</b> 1 25	<b>Hard, slate use</b> 1 00	<b>Yellow Reef, for slate use.</b> 1 40	<b>Acacia</b> 50 60	<b>Aurant Cortex</b> 50 60	<b>Zingiber</b> 50 60	<b>Ipecac</b> 50 60	<b>Ferri Iod</b> 50 60	<b>Rhei Arom</b> 50 60	<b>Smilax Off's</b> 50 60	<b>Senega</b> 50 60	<b>Scilla</b> 50 60	<b>Scilla Co</b> 50 60	<b>Tolutan</b> 50 60	<b>Prunus virg</b> 50 60	<b>Aconitum Nap's R</b> 50 60	<b>Aconitum Nap's F</b> 50 60	<b>Alces</b> 50 60	<b>Albes &amp; Myrrh</b> 50 60	<b>Asarotida</b> 50 60	<b>Atrope Belladonna</b> 50 60	<b>Aurant Cortex</b> 50 60	<b>Benzoim</b> 50 60	<b>Barosma</b> 50 60	<b>Cantharides</b> 50 60	<b>Cardamon</b> 50 60	<b>Cardamon Co</b> 50 60	<b>Castor</b> 50 60	<b>Catechu</b> 50 60	<b>Cinchona</b> 50 60	<b>Cinchona Co</b> 50 60	<b>Columba</b> 50 60	<b>Cubebae</b> 50 60	<b>Cassia Acutifol</b> 50 60	<b>Cassia Acutifol Co</b> 50 60	<b>Digitalis</b> 50 60	<b>Ergot</b> 50 60	<b>Ferri Chloridum</b> 50 60	<b>Gentian</b> 50 60	<b>Gentian Co.</b> 50 60	<b>Gulaca</b> 50 60	<b>Gulaca ammon</b> 50 60	<b>Hyoscyamus</b> 50 60	<b>Iodine</b> 75 80	<b>Iodine, colorless</b> 75 80	<b>Kino</b> 50 60	<b>Lobelia</b> 50 60	<b>Myrrh</b> 50 60	<b>Nux Vomica</b> 50 60	<b>Opil</b> 75 80	<b>Opil, camphorated</b> 1 50	<b>Opil, deodorized</b> 50 60	<b>Quassia</b> 50 60	<b>Rhatany</b> 50 60	<b>Khel</b> 50 60	<b>Sanguinaria</b> 50 60	<b>Serpentaria</b> 50 60	<b>Stromonium</b> 50 60	<b>Tolutan</b> 50 60	<b>Valerian</b> 50 60	<b>Veratrum Veride.</b> 50 60	<b>Zingiber</b> 50 60	<b>Aether, Spts Nit 3f</b> 30 35	<b>Aether, Spts Nit 4f</b> 34 38	<b>Alumen, gr po 7</b> 3 4	<b>Annatto</b> 40 50	<b>Antimoni, po</b> 4 5	<b>Antimoni et po T</b> 40 50	<b>Antipyrin</b> 20 25	<b>Antifebrin</b> 20 25	<b>Argent Nitras oz</b> 10 12	<b>Arsenicum</b> 10 12	<b>Balm Glead buds</b> 60 65	<b>Bismuth S N</b> 2 80 2 85	<b>Calcium Chlor, 1s</b> 8 9	<b>Calcium Chlor, 1/2s</b> 10 11	<b>Calcium Chlor, 1/4s</b> 12 13	<b>Cantharides, Rus.</b> 1 75	<b>Capsici Fruc's af</b> 20 22	<b>Capsici Fruc's po</b> 15 17	<b>Cap'i Fruc's B po</b> 20 22	<b>Carophyllus</b> 20 22	<b>Carmin, No. 40.</b> 40 42	<b>Cera Alba</b> 50 55	<b>Cera Flava</b> 40 42	<b>Crocus</b> 1 75 1 80	<b>Cassia Fructus</b> 1 35 1 40	<b>Centraria</b> 10 11	<b>Cataceum</b> 35 40	<b>Chloroform</b> 42 52	<b>Chloro'm, Squibbs</b> 95 100	<b>Chloral Hyd Crst 1</b> 35 40	<b>Chondrus</b> 20 25	<b>Cinchonidine P-W</b> 35 48	<b>Cinchonid's Germ</b> 38 48	<b>Cocaine</b> 4 30 4 50	<b>Corks list d p ct.</b> 45 50	<b>Cresotum</b> 45 50	<b>Creta</b> 75 80	<b>Creta, prep</b> 2 5	<b>Creta, precip</b> 9 11	<b>Creta, Rubra</b> 8 10	<b>Crocus</b> 1 75 1 80	<b>Cudbear</b> 20 24	<b>Cupri Sulph</b> 6 8	<b>Dextrine</b> 7 10	<b>Emery, all Nos.</b> 8 10	<b>Emery, po</b> 6 8	<b>Ergota .po. 65</b> 60 65	<b>Ether Sulph</b> 70 80	<b>Flake White</b> 12 15	<b>Galla</b> 23 25	<b>Gambler</b> 8 9	<b>Gelatin, Cooper</b> 35 40	<b>Gelatin, French</b> 35 40	<b>Glassware, fit box</b> 70 75	<b>Less than box</b> 11 13	<b>Glue, brown</b> 15 25	<b>Glue, white</b> 16 20	<b>Glycerina</b> 16 20	<b>Grana Paradisi</b> 25 30	<b>Humulus</b> 35 40	<b>Hydrarg Ch Mt.</b> 20 25	<b>Hydrarg Ch Cor</b> 35 48	<b>Hydrarg Ox Ru'm</b> 1 05	<b>Hydrarg Ammo'l</b> 1 15	<b>Hydrarg Ungue'm</b> 50 60	<b>Hydrargyrum</b> 50 60	<b>Ichthyobolla, Am.</b> 90 1 00	<b>Indigo</b> 75 1 00	<b>Iodine, Resubl</b> 4 85 4 90	<b>Iodoform</b> 4 90 5 00	<b>Lupullin</b> 40 45	<b>Macopodium</b> 1 15 1 20	<b>Mace</b> 65 75	<b>Liquor Arsen et</b> 20 25	<b>Hydrarg Iod</b> 25 30	<b>Liq Potass Arsenit</b> 10 12	<b>Magnesia, Sulph.</b> 2 3	<b>Magnesia, Sulph bbl.</b> 1 1/4
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<b>Mannia, S F</b> 45 50	<b>Menthol.</b> 2 75 3 00	<b>Morphia, S P &amp; W2</b> 35 2 60	<b>Morphia, S N Y Q2</b> 35 2 60	<b>Morphia, Mal.</b> 2 35 2 60	<b>Moschus Canton.</b> 40 40	<b>Myristica, No. 1.</b> 28 30	<b>Nux Vomica po 15</b> 30 30	<b>Os Sepia</b> 25 28	<b>Pepsin Saac, H &amp; P D Co</b> 1 00	<b>Picis Liq N N 1/2 gal doz</b> 2 00	<b>Picis Liq qts</b> 1 00	<b>Picis Liq pints.</b> 60 60	<b>Pil Hydrarg po 80</b> 50	<b>Piper Nigra po 35</b> 30	<b>Pix Burgun</b> 7 7	<b>Plumbi Acet</b> 12 15	<b>Pulvis Ip'e et Opilii</b> 30 1 50	<b>Pyrethrum, bxs H &amp; P D Co. doz.</b> 75 75	<b>Pyrethrum, pv</b> 20 25	<b>Quassia</b> 8 10	<b>Quinia, S P &amp; W.</b> 25 35	<b>Quinia, S Ger</b> 25 35	<b>Quinia, N. Y.</b> 25 35	<b>Rubia Tinctorum</b> 12 14	<b>Saccharum La's</b> 22 25	<b>Salacin</b> 4 50 4 75	<b>Sanguis Drae's</b> 40 50	<b>Sapo, W</b> 12 14	<b>Sapo, M</b> 10 12	<b>Sapo, G</b> 15 15	<b>Seidlitz Mixture</b> 20 22	<b>Sinapis</b> 28 30	<b>Sinapis, opt</b> 30 30	<b>Snuff, Maccaboy, DeVoes</b> 51 51	<b>Snuff, S'h DeVoes</b> 51 51	<b>Soda, Boras</b> 9 11	<b>Soda et Pot's Tart</b> 25 28	<b>Soda, Carb</b> 1 1/2 2	<b>Soda, Bi-Carb</b> 3 5	<b>Soda, Ash</b> 3 1/2 4	<b>Soda, Sulphas</b> 2 2	<b>Spts, Cologne</b> 2 60	<b>Spts, Ether Co.</b> 50 55	<b>Spts, Myrcia Dom</b> 2 00	<b>Spts, Vini Rect bbl</b> 6 6	<b>Spts, V'l Rect 1/2 b</b> 6 6	<b>Spts, V'l R't 10 gl</b> 6 6	<b>Spts, V'l R't 5 gal</b> 6 6	<b>Strychnia, Crystall</b> 05 1 25	<b>Sulphur Subl</b> 2 2 2 4	<b>Sulphur, Roll</b> 2 1/2 3 1/4	<b>Tamarinds</b> 8 10	<b>Terebenth Venice</b> 28 30	<b>Theobromae</b> 45 50	<b>Vanilla</b> 9 00 9 00	<b>Zinci Sulph</b> 7 8	<b>Whale, winter</b> 70 70	<b>Lard, extra</b> 70 80	<b>Lard, No. 1</b> 60 65	<b>Linseed, pure raw</b> 46 49	<b>Linseed, boiled</b> 47 50	<b>Neat's-foot, w str</b> 65 70	<b>Spts. Turpentine.</b> 58 63	<b>Red Venetian</b> 1 1/4 2 3/4	<b>Ochre, yel Mars</b> 1 1/4 2 3/4	<b>Ochre, yel Ber</b> 1 1/4 2 3/4	<b>Putty, commer'l</b> 2 1/2 3 1/4	<b>Putty, strictly pr2 1/2</b> 2 1/4 3 1/4	<b>Vermillion, Prime</b> 13 15	<b>American</b> 13 15	<b>Vermillion, Eng.</b> 75 80	<b>Green, Paris</b> 14 18	<b>Green, Peninsular</b> 13 16	<b>Lead, red</b> 6 7	<b>Lead, white</b> 6 7	<b>Whiting, white S'n</b> 90 95	<b>Whiting Gilders'</b> 95 95	<b>White, Paris Am'r</b> 25 25	<b>Whit'g Paris Eng cliff</b> 1 40	<b>Universal Prep'd 1</b> 10 1 20	<b>No 1 Turp Coach 1</b> 10 1 20	<b>Extra Turp</b> 1 60 1 70	<b>Coach Body</b> 2 75 3 00	<b>No 1 Turp Furnl</b> 00 1 10	<b>Extra T Damar</b> 1 55 1 60	<b>Jap Dryer No 1 T</b> 70 70
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# Drugs

We are Importers and Jobbers of Drugs,  
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

We are the sole proprietors of Weatherly's  
Michigan Catarrh Remedy.

We always have in stock a full line of  
Whiskies, Brandies, Gins, Wines and  
Rums for medical purposes only.

We give our personal attention to mail  
orders and guarantee satisfaction.

All orders shipped and invoiced the same  
day received. Send a trial order.

## Hazeltine & Perkins

### Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets By Columns

Table listing various grocery items and their market status (Advanced or Declined) with corresponding column numbers (1-5).

Column 1: Market prices for items like Axle Grease, Bath Brick, Brooms, Butter Color, Canned Goods, etc.

Column 2: Market prices for items like Plums, Pineapple, Pumpkin, Raspberries, etc.

Column 3: Market prices for items like Cotton Windsor, Cotton Braided, Galvanized Wire, Cocoa, etc.

Column 4: Market prices for items like Marshmallow, Marshmallow Cream, Mary Ann, Malaga, etc.

Column 5: Market prices for items like Bamboos, Poles, Coleman's Van. Lem., etc.



6

Table with 2 columns: Item Name and Price. Includes categories like MUSTARD, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, SEEDS, and various meats and oils.

7

Table with 2 columns: Item Name and Price. Includes categories like Deland's, SALT SODA, Common Grades, SALT, Soap Powders, Soap Compounds, SALT FISH, SEEDS, and various oils and specialties.

8

Table with 2 columns: Item Name and Price. Includes categories like Big Master, Soap Powders, Soap Compounds, SODA, SOUPS, SPICES, TWINE, and various household goods.

9

Table with 2 columns: Item Name and Price. Includes categories like TOBACCO, Fine Cut, Pails, Toothpicks, Traps, Wash Boards, WRAPPING PAPER, and various household items.

10

Table with 2 columns: Item Name and Price. Includes categories like Pails, Toothpicks, Traps, Wash Boards, WRAPPING PAPER, FRESH FISH, and various household items.

11

Table with 2 columns: Item Name and Price. Includes categories like CONFECTIONS, Stick Candy, Pails, Mixed Candy, Fancy-In Pails, and various confectionery items.

**SPECIAL PRICE CURRENT** Leading the World, as Usual

**AXLE GREASE**



Mica, tin boxes .75 9 00  
Paragon .....55 6 00

**BAKING POWDER**

**JAXON**

1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 60

**ROYAL**



10c size. 90  
1/4 lb cans 135  
6 oz cans 199  
1/2 lb cans 250  
3/4 lb cans 375  
1 lb cans 489  
2 lb cans 1399  
5 lb cans 2150

**BLUING**

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz ro'd, p gro 9 00

**BREAKFAST FOOD**  
Walsh-DeRoo So.'s Brands



Sunlight Flakes  
Per case .....\$4 00  
Wheat Grits  
Cases, 24 2 lb. pack's. \$2 00

**CIGARS**

**S.C.W.**

G. J. Johnson Cigar Co.'s bd.  
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  
38 1/4 lb pkg, per case..2 60  
16 1/2 lb pkg, per case..2 60

**FRESH MEATS**

**Beef**

Carcass..... 4 1/2 @ 8  
Forequarters... 4 @ 5 1/2  
Hindquarters... 6 1/2 @ 8 1/2  
Loins..... 9 @ 16  
Ribs..... 8 @ 14  
Rounds..... @ 6 1/2  
Chucks..... 4 @ 5  
Plates..... @ 3  
Dressed..... @ 6  
Loins..... @ 8 1/2  
Boston Butts... @ 7 1/2  
Shoulders..... @ 7 1/2  
Leaf Lard..... @ 7

**Mutton**

Carcass..... @ 7  
Lambs..... @ 12 1/2

**Veal**

Carcass..... 5 1/2 @ 8

**Karo**

**CORN SYRUP**

24 10c cans .....1 84  
12 15c cans .....2 20  
6 20c cans .....3 20

**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  
Fleibach Co., Toledo.



**CONDENSED MILK**  
4 doz. in case

Gall Borden Eagle.....6 40  
Crown.....5 90  
Champion.....4 52  
Daisy.....4 70  
Magnolia.....4 00  
Challenge.....4 40  
Dime.....3 85  
Peerless Evap'd Cream 4 00

**SAFES**



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

**STOCK FOOD.**  
Superior Stock Food Co., Ltd.

\$ .50 carton, 36 in box.10.80  
1.00 carton, 18 in box.10.80  
12 1/2 lb. cloth sacks... .84  
25 lb. cloth sacks... 1.65  
50 lb. cloth sacks... 3.15  
100 lb. cloth sacks... 6.00  
Peck measure..... .90  
1/4 bu. measure..... 1.80  
12 1/2 lb. sack Cal meal .39  
25 lb. sack Cal meal.. .75  
F. O. B. Plainwvl, Mich.

**SOAP**  
ever Soap Co.'s Brands



2 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
80 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50  
Black Hawk, five bxs.2 40  
Black Hawk, ten bxs.2 25

**TABLE SAUCES**

Halford, large .....3 75  
Halford, small .....2 25

Place Your Business on a Cash Basis by using our Coupon Book System. We manufacture four kinds of Coupon Books and sell them all at the same price irrespective of size, shape or denomination.

We will be very pleased to send you samples if you ask us. They are free.

Tradesman Company  
Grand Rapids

**LIPTON'S CEYLON TEAS.**



St. Louis Exposition, 1904, Awards  
GRAND PRIZE and Gold Medal for Package Teas.  
Gold Medal for Coffees.  
All Highest Awards Obtainable. Beware of Imitation Brands.  
Chicago Office, 49 Wabash Ave.  
1 lb., 1/2-lb., 1/4-lb. air-tight cans.

**To Know Spring Goods and Prices**

Give "Our Drummer" a hearing

When your favorite man from your favorite house arrives with a dray load of trunks, you willingly leave your store, perhaps at the busiest hour, and go to the hotel to see what possibilities he can offer to you. Just the moment for writing a request and the cent for a postal card will bring to you our entire selling force with more "samples" than five hundred trunks would hold and "Our Drummer" will spread his wares on your desk and wait till you—conveniently—can give him attention. True, "Our Drummer" can't show you the goods. But is the advantage of seeing the goods yours to any very great extent through an hour or two of hurried glancing over a whole dray load of samples? "Our Drummer" shows a good picture, an exact description in words and a net guaranteed price for every item. His information is in print—there when you buy, there when the goods come in. And the goods you order are returnable for five days after they reach you. Is not the inability of "Our Drummer" to give you a quick look at a big lot of the goods themselves more than offset by the advantages he affords? How many are these advantages is best made clear by the catalogue itself. "Our Drummer" for March is the big spring number of this monthly catalogue of ours. The edition is extra large, but so is the demand and the supply may be too small. To make sure you know the spring possibilities "Our Drummer" can offer to you, better send now for your copy of our March catalogue. Mention the number, J532, when you write.

**BUTLER BROTHERS**  
Wholesalers of Everything—By Catalogue Only  
NEW YORK CHICAGO ST. LOUIS

**Egg Cases and Egg Case Fillers**

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

**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.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

**BUSINESS CHANCES.**

For Sale—For cash, stock of dry goods, gents' furnishing goods and shoes. Invoice about 2,500. Address No. 361, care Michigan Tradesman. 361

For Sale—One grocer's peddling wagon, also one Dayton Computing Scale, (new). Will sell cheap. S. R. Rice, Ionia, Mich. 360

Partner Wanted—With \$10,000 to take half interest in established wholesale yellow pine business (Inc.) having valuable contracts with northern buyers and southern manufacturers. Party can take northern end if preferred. Above amount can be made first year. Address Box 286, Mobile, Ala. 359

Two of our Patent Automatic Bowling Alleys properly installed and operated will produce \$10 to \$20 per day net profit. Although new, nearly 2,000 sold. No helper needed to set pins. Receipts all profit. Portable and easy to move. Good the whole year. Price each complete, \$125. Full information for the asking. Dept. M., 1116 Shelby St., Indianapolis, Ind. 355

For Sale—7,400 acres Oak. First-class white oak, as good as can be found in Arkansas. Has not been offered heretofore. Must sell at once and will go at a bargain. Thirty-five millions oak, twenty-five millions hickory, ash and gum. On railroad and Mississippi river. Lands are first-class cotton lands and when cleared will rent at \$5 per acre per year, the usual rental in Arkansas. Only parties meaning business need answer. H. F. Auten, Little Rock, Ark. 356

For Sale—Hardware, furnace and plumbing business for sale cheap; party is leaving town, reason for selling. Address Lyman Bros., Paw Paw, Ill. 358

Wanted—Man and wife to furnish and manage rooming house, new building, steam heat, fine location in best city in State. Can be filled as soon as furnished. For information address, "A Statesman," care Michigan Tradesman. 357

Two thousand five hundred will buy 350-acre farm, 15 miles from Richmond, Va. Several thousand cords of wood, six acres in strawberries, twenty-five acres in wheat and grass. Eight room dwelling and out buildings. Send for list of farms for sale. Address Pollard & Bagby, Richmond, Va. 353

For Sale—A clean stock of general merchandise, well located in fine farming country. Will invoice about \$3,500. Telephone toll station. Good reasons for selling. Address 354, care Michigan Tradesman. 354

For Sale—General stock about \$4,000 with store and dwelling, furnace heated, gas plant, stables, sheds. Telephone exchange. Best opening for country store in Southern Michigan. Well established. Will sell cheap, on easy terms. Can reduce stock. Address Merchant, Somerset Center, Mich. 351

For Rent—A brick store fitted for clothing and furnishing goods in live town of 2,500 inhabitants. Trade of town—lumbering, farming and fishing interests. For three months each year a popular summer resort. A fine opening for an up-to-date clothing man. Only one other clothing store. Size of store, 23x70 feet. Plate glass front, electric light, on paved street opposite Post Office. Rent for store \$490 per year. For store and living rooms overhead, \$520. Sanitary plumbing. Write A. Butters, Charlevoix, Mich. 352

For Sale—In town of 350 on railroad, surrounded by fine farming country; two-story store and basement; upper story living rooms, hardwood finish, bath room, private water system. One story office connected with store; both steam heated and lighted by acetylene gas. Horse barn and carriage house on lot, also storage on track. Suitable for hardware or other store or produce business. Good opening. Graded school and bank. Reason for selling, other business. Terms reasonable. Address L. T. D., care Michigan Tradesman. 350

Wanted—Partner, money, manufacture and advertise paper roach trap. H. C. Crofford, Newcastle Wyo. 349

For Sale—\$1,800 stock and fixtures; mostly groceries; prosperous business; choice location at invoice for cash. Address E. A. Hough, Elburn, Ill. 365

Wanted—Cigar store, with or without pool and billiards, in good live town. Clyde M. Secor, Dowagiac, Mich. 362

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 Cheap—One of the best restaurants in Central Michigan, doing a first-class paying business. City of about 20,000. Write for our reasons for selling and a description of the property. Address Derby & Choate, Flint, Mich. 363

Out they go to get a nice new stock of general merchandise and lot and store building at Flasher, North Dakota, right in the center of a splendid farming community. No other store within 25 miles. Address Wm. H. Brown Company, Mandan, North Dakota or 131 LaSalle St., Chicago, Ill. 364

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 book-keeper. 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. 311

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

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

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

"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

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

For Sale—Physician's office practice with equipments. Also fine dwelling in city of 100,000. Reason, ill health. Would take part trade for property in small town. Address No. 292, Michigan Tradesman. 292

For Sale—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—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. 959

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morris Ave., South, Grand Rapids, Mich. 835

Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly different and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building, Chicago. 944

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. Yost & Co., Detroit, Mich. 250

For Sale—The only American meat market in the city of Mexico, with over 14,000 English speaking people. Sales \$300 to \$500 per day, 25 per cent profit. Special car orders from \$300 to \$1,000. Established 15 years, \$15,000 required. The California Market, 2a Independencia N. 1. Mexico, D. F. 267

For Sale—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

Oceana is the most productive county in Michigan, fruit, grain, clover, alfalfa, potatoes, stock poultry, fine climate. Send for list of farms. J. D. S. Hanson, Hart, Mich. 154

For Sale—For cash 100 cents on the dollar, good clean stock of groceries, shoes, notions and store fixtures, in good business town of 1,500. Invoice \$3,200. Established business. Fixtures discounted 15 per cent. Other business claims attention. Address No. 196, care Michigan Tradesman. 196

For Sale—Stock of general hardware in small town in Central Michigan. Best of farming country. I wish to go into other business. Address No. 276, care Michigan Tradesman. 276

For Sale—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

Bakery—The best bakery, ice cream and candy plant in the state of Kansas. Address James P. Divine, Salina, Kas. 330

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—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. 271

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—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

## "SQUAR" AND TRUE

That's the way we have been building up our reputation.

**Auctioneering** is our Business

Special Sales, too

We are always short on promises—but long on results.

Our best references—our present sales.

Write today for data.



**A. W. Thomas Auction Co.**  
477 Wabash Ave. Chicago



**WE REDUCE OR CLOSE OUT STOCKS BY AUCTION.**

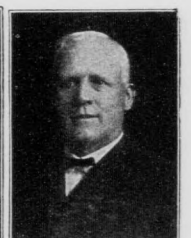
and we have never had a failure. If you are worried about the condition of your business write us immediately.

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## 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.



**The Produce Market.**

**Apples**—The market is steady and unchanged at \$2.25@2.50 per bbl. Cold storage stock has kept very well, showing only the normal shrinkage, and sometimes not as much of that as usual. Prices may gradually work higher until the end of the season.

**Bananas**—\$1 for small bunches and \$1.50 for large. They are selling well and are slightly firmer than a week ago. The greater part of the surplus is cleaned up and no one is urging the fruit on the trade.

**Beets**—40c per bu.

**Butter**—Creamery grades have dropped down 5c and are weak at 25c for choice and 26c for fancy. Receipts of dairy are very heavy and the price is naturally tending downward. No. 1 commands 21c and packing stock 15¢@16c. Renovated is quiet at 22c.

**Cabbage**—50c per doz.

**Carrots**—40c per bu.

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

**Cheese**—The market continues firm. Stocks of fancy cheese are being rapidly reduced and the trade look for present, if not higher, prices until the opening of the new season. Medium grades of full cream cheese are fairly active and in better demand even than the higher grades. Part skims are quiet and unchanged, as most of the trade prefer full cream cheese even at a higher price.

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

**Eggs**—The market has dropped to 15c for case count f. o. b. Grand Rapids. Receipts are heavy, so heavy that local jobbers are speculating as to how they will handle the enormous yield which is due this season. When the price began to drop the grocers began to make leaders of eggs, with the result that the consumption has increased wonderfully in the last two weeks. This has a tendency to check the decline and it is generally thought that the price will remain around the present mark or a little lower for some time. This will depend in some degree upon the weather, however.

**Grape Fruit**—Florida stock commands \$5.50 per box of either 64 or 54 size.

**Grapes**—Malagas, \$6@6.50 per keg.

**Green Onions**—65c per doz. for large bunches from New Orleans.

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

**Lemons**—Messinas, \$2.50 and Californias \$2.75. It is about time that prices began to advance, but they have not started upward yet. The demand is fair.

**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. As a rule the oranges that are coming now are soft and have poor keeping qualities. Every year there is a period when the fruit has this fault, which is believed to be due to picking when the tree is in bloom. The defect is noted earlier than usual this year. It is not particularly serious but helps in getting the fruit to move rapidly, as no one

cares to hold it under these conditions. The demand is excellent and there are some very good bargains offered the trade.

**Parsley**—35c per dozen bunches for hot house.

**Potatoes**—Country buyers are paying 12¢@15c. The demand is moderate and the supplies are ample. During the past two weeks a large quantity of tubers has been marketed in the cities by gardeners and farmers from the outskirts.

**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 1½¢@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**—1½¢ per lb. for Hubbard.

**Sweet Potatoes**—Kiln dried Illinois are steady at \$3 per bbl.

**Strawberries**—Reports from Arkansas indicate that there will be a very good strawberry crop there. It is not expected that it will be as large as last year—which was an exceptional one—but will be a good average yield.

**Tangerines**—\$2 per half box.

**Turnips**—40c per bu.

**The Boys Behind the Counter.**

**Houghton**—Several new residents of Houghton have already arrived as a result of the opening of the new department store by I. Miller, W. Kasch, the new manager of the grocery and meat departments, comes from Chicago. J. Roland will have charge of the meat sales. S. W. Smythe will be the manager of the second floor departments. He has been in a similar position at Lake Linden for the past year, and before that was manager of a store at Escanaba. D. Johns, hitherto of Chicago, has charge of the furniture department. Sol Pizer, also of Chicago, is a new salesman. John W. Kotka, from Ishpeming, is in the men's furnishing department.

**Elsie**—Geo. Duncan succeeds Arza Austin as clerk in the general store of Milo R. Van Deusen. Mr. Austin has gone to Perry to take charge of a cheese factory.

**Grand Ledge**—Fisk Bangs is now drug clerk in Fred Bromley's drug store. Mr. Bangs is not a new man in town, having been with the firm of Hixson & Bromley for several years.

**General Trade Review.**

There was enough of disquieting influences in the final Northern Securities decision and in the interborough strike to test the temper of Wall Street, but the effect was slight and of short duration. On the other hand the quick ending of the subway disturbance and the final ending of the Northern Securities question, with the favorable influence of the prospects of peace in the East, and an easier tone in the London money markets give a strengthening and assurance which fully sustains the upward movement. Bear operators succeed in bringing reactions in special

properties to meet speculative requirements and keep up activity, but the general tone of the market is strong enough to keep the advance apparently assured. It is the unexpected that happens, but with the leading industries making record outputs before the spring is fairly opened, railway earnings well sustained and demand keeping the decks well cleared in all mercantile lines, the assurance of a long continuation of the upward movement would seem as fully warranted as is possible from appearances.

The output of iron furnaces, while breaking all records for quantity, is being fully absorbed by manufacturing requirements. Building operations and railway improvements are so widespread and evenly distributed that nothing but a general reaction would be sufficient to interrupt the demand. Among textiles woolen goods still have the lead, business on hand being enough to keep the mills employed for so long a time that little effort is made to secure new business. Movement of the cotton staple is more active, with improving price, and the spur of foreign orders is helping domestic buying and helping to bring this line back to its normal condition. Shipments of boots and shoes from Boston largely exceed those of a year ago, but the hesitation in placing fall business still continues.

## Business Wants

**BUSINESS CHANCES.**

For Sale or exchange for stock of merchandise, a large brick factory building and grounds, valued at \$6,000. Elegant town. Can be leased if desired. Enquire of Lock Box 227, Grand Ledge, Mich. 368

For Rent—At Cadillac, Mich., brick store building, 25x75. Desirable location. For particulars enquire of Wilcox Bros., Cadillac, Mich. 369

For Sale—Well established grocery business, good clean stock, all in good shape, doing \$18,000 business yearly. Want to dissolve partnership. Pierce & Shumaker, St. Johns, Mich. 366

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

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

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

**POSITIONS WANTED.**

Wanted—Situation by experienced clothing salesman, am also competent advertisement writer. Young man, excellent references. Address "Clothing," care Michigan Tradesman. 371

Wanted—Position in general store. I have had three years' experience with good references. Address R. Box No. 106, Barryton, Mich. 325

Wanted—Situation at once by an experienced drug clerk now at school of pharmacy. Address No. 343, care Michigan Tradesman. 343

**HELP WANTED.**

Salesmen Wanted—For Illinois, Indiana, Michigan, Iowa, Nebraska, and Colorado, for our line of summer clothing and overcoats, only men with experience and trade need apply. Exceptional opportunity for right men. Jos. Gousmith & Co., 434 Market St., Philadelphia, Pa. 370

Wanted a Salesman—Permanent, capable salesmen wanted by Binghampton Whip Co., Binghampton, N. Y. 367

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

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

**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

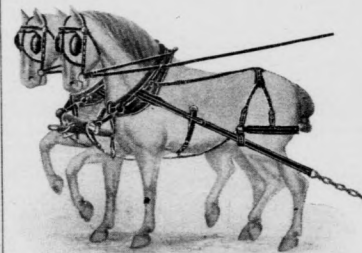
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H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

To Exchange—80 acre farm ¾ 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



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