

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MARCH 22, 1905

Number 1122

Commercial Credit Co., Ltd.

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Detroit Opera House Block, Detroit

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

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

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

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.

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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THE SUN SPOT THEORY.

During the past few months there has been a revival of interest in what is known as the sun spot theory, which is in substance that there is a direct connection between spots on the sun and weather on the earth. There are a number of persons in various parts of the country who regularly study the sun and as regularly predict as a result of their observation atmospheric conditions that are to ensue. In some instances their prophecies have been fulfilled and their success has been just enough to keep the attention of the credulous. So far as known, however, astronomers of reputation take no stock in the sun spot theory.

Prof. Jacoby of Columbia University says in an interview that "sun spots, no matter how great their diameter, have absolutely no effect on the weather, so far as astronomers have been able to determine. The new immense group of sun spots which have just been observed by John Brashear at Pittsburg will not affect our weather in the slightest degree. What they may do, as has been proven before, is to create magnetic disturbances on the earth which affect the inclination of the compass, cause trouble with electric wires used for telegraphy and telephony, and correspond with the appearance of unusual aurora borealis."

What is the cause of sun spots? "The generally accepted scientific theory," says Prof. Jacoby, "is that they are due to an uprush of hot gas from the surface of the sun. As this gas is projected away from the face of the sun it cools, and the cool particles fall back into the sun, causing a downward rush. It is this downward rush which appears dark or black, and which is commonly called a sun spot. A simple explanation is to compare the sun to a pot of boiling water. As heat is applied to the

bottom of the pot the extra heated water rushes to the top, and there finds vent in steam; that part which does not escape in steam falls back again and causes a continuous circulation of the water, which we call boiling. The sun is hottest at its center, and the hot particles of gas are being drawn constantly toward the surface; then, as they cool, the force of gravitation draws these particles back into the body of the sun again, and this process goes on indefinitely."

A tabulation made by astronomers covering the years from 1740 to 1870 shows that the periods of greatest activity of magnetic storms and display of aurora borealis coincide with the greatest apparent activity of the sun spots, but according to Prof. Jacoby it has not yet been determined by scientific men that the sun spots are the cause of these disturbances on the earth; it has only been proven that they are coincident. There may be a third and unknown cause which creates the disturbances on the sun and earth at the same time.

Finally Prof. Jacoby assures us that there is nothing in any way to fear from the sun or from sun spots so far as the earth is concerned. The sun has been busy for some few thousands of years in the same way and is likely to continue for a few thousand more. There has been no appreciable diminution in the size of the sun and it is likely to give light and heat to the sons of earth as long as they need it.

Suppose church members were to be taxed for church support in accordance with their means, in the same way that they are taxed for the support of the Government? This proposition was presented at a meeting of clergymen in Indianapolis the other day. In olden times it was the practice to pay tithes, but voluntary contributions are now the rule. The Indianapolis proposition has much to commend it, but is not likely to be adopted. The prevailing theory is that contributions should be given cheerfully and willingly, and that those who are imbued with the Christian spirit will contribute according to their means. But do they?

Think what a power the Russians would be were they as united as the Japanese are! If the Czar were only like the Mikado the Russians would be a far different people. Once the rule of the Mikado was as absolute as that of the Czar, but he had the wisdom voluntarily to give his countrymen voice in the government, and has been the leader in every movement to advance their welfare.

GENERAL TRADE REVIEW.

Further efforts of speculation in the Wall Street markets succeed in bringing temporary reactions in many lines, but most efforts at profit taking result in quick support and a rapid rally. This results in the general upward movement, with no apparent prospect of serious interruption. Money continues easy, although a slight flurry carried call loans to 4 per cent., but this is only a temporary incident of adjustment caused by an exceptional volume of drafts on the great centers on account of interior requirements.

While the spring is generally slow in opening, trade in primary markets is being pushed with the greatest activity and manufacture is kept at the greatest volume with greatest activity. Building operations are especially urgent even through the inclement weather. It is significant that in some of the great centers work has been pushed so rapidly that many structures are collapsing as the frost suddenly releases its hold on mason work. It is noticeable in most small towns and cities that construction has kept under way a good part of the winter. From present prospects the opening season will see such a rush of all kinds of building and improvement as the country has never seen.

While inclement weather is delaying retail trade in many localities preparation for a heavy spring distribution goes on with the utmost confidence. It is significant that while railway earnings in February were much interrupted and diminished by bad weather the month broke all records for the corresponding season in foreign import, the total reaching \$103,057,052. This, of course, is for distribution for spring trade, so it is not strange that the current month should show a tremendous volume of transportation business.

Among the great industries iron and steel still keep their places as leaders. Demand for all kinds of productions keeps furnaces and mills at the height of activity, and it is only on account of the commendable conservatism on the part of the managers that a boom in the grey metal is avoided. The advance in the price of cotton is a disturbing factor in domestic trade, but the large foreign orders are sufficient to keep the mills active. Woolen trade is still favorable in most departments and the volume of boot and shoe business continues heavy for current needs, but future orders are becoming scarce.

The man who stands on his head always thinks he is holding up the world.

CRIMINAL CONTRACT.

Agency Agreement Enforced by International Harvester Co.

The Tradesman has been shown a copy of the agency contract promulgated by the American Harvester Co., which is about as near the border line of criminal conspiracy as the infamous arrangement the wholesale grocery trade is compelled to accept in dealing with the Diamond Match Co. Two paragraphs from the agreement are sufficient to indicate the attitude of the Harvester trust and the character of the document, as follows:

20. It Is Mutually Agreed, that said Company shall at all times have exclusive and entire control over all machines and attachments and all orders, contracts, accounts, notes, moneys or other property accruing and growing out of the sale of said machines, attachments, stackers, sweep rakes, hay rakes, hay tedders, twine, repairs or other property, whether for this or previous years, and may at any time, when it considers its interests are neglected, or jeopardized, without notice, annul and terminate this and all prior contracts, and take possession of all orders, notes, accounts, moneys, machines, attachments, stackers, sweep rakes, hay rakes, hay tedders, twine and any other property in the possession or under the control of said agent by virtue thereof; and said agent hereby waives all right of action for damages because of such cancellation of contract and termination of agency.

22. Said Agent especially agrees not to accept the agency for or to be interested in the sale of any grain binder, header, corn binder, husker and shredder, reaper, mower, stacker, sweep rake, hay rake, or hay tedder, other than those manufactured by the International Harvester Company, either directly or indirectly, nor to permit any one acting for him as employe, agent or partner, so to do while acting as Agent for said Company under this contract, and said Agent agrees to pay said Company, on demand as liquidated damages, twenty-five dollars for each grain binder, header or corn binder; fifty dollars for each husker and shredder; ten dollars for each mower, reaper or stacker; five dollars for each sweep rake, hay rake or hay tedder sold in violation of this paragraph of this contract.

It will be noted that the agent who signs a contract embodying these features virtually ceases to be a free agent and becomes a slave and vassal of the trust. How any men with a spark of independence or a particle of self respect can consent to place himself in such abject positions to one of J. Pierpont Morgan's creations is inexplicable, to say the least.

It is announced that the trust will handle wagons next season and handle plows the season of 1907 and that the contract will be made to include these articles as they are taken on by the trust. The tendency of this arrangement will be to destroy the wagon and plow industry of the State and those manufacturers who plainly see the handwriting on the wall have joined hands in the attempt to secure legislation which will prevent the most greedy of all the trusts from driving the independent manufacturers to the wall. This movement has crystallized in Senate Bill No. 163, introduced by Senator Fyfe and referred to the Committee on State Affairs.

The full text of the bill is as follows:

Section 1. That all contracts, understandings and agreements, made or entered into by and between parties capable of making a valid contract, the purpose or intent of which is to prohibit, restrict, limit, control or regulate the sale of any article of machinery, tools, implement or appliances designated to be used in any branch of productive industry; or to enhance or control or regulate the price thereof; or in any manner to restrict, limit, regulate or destroy free and unlimited competition in the sale thereof, shall be deemed illegal and void as in restraint of trade: Provided, that nothing in this act shall be construed to impair or invalidate agreements or contracts known to the common law and in equity as those relating to good will of trade.

Sec. 2. Contracts, understandings and agreements of the following nature, whether written or oral, are hereby declared to be illegal and void under the provisions of section 1 of this act:

First. Contracts compelling and requiring that any particular make or brand of any manufactured article or articles of commercial utility to any branch of industry, shall be dealt in or sold, by either party to such contract, to the exclusion of all other makes or brands of such article or articles.

Second. Contracts providing for the exclusive sale of certain makes or brands of manufactured articles of commercial utility to any branch of industry, and stipulating certain sums to be paid as liquidated damages to either party for every article so sold of other than the specified make or brand.

Sec. 3. Any person making or entering into any contract, understanding or agreement made illegal by the terms of this act or who shall do any act in pursuance of carrying the same into effect in whole or in part shall be deemed guilty of a misdemeanor and shall, upon conviction, be punished by a fine of not less than \$50 nor more than \$100, or by imprisonment in the county jail not more than ninety days, or by both such fine and imprisonment at the discretion of the court.

Sec. 4. Any partnership association or corporation organized under the laws of this State, or authorized to carry on business in this State, which shall make, execute or enter into any contract, understanding or agreement made illegal under the terms of this act, or shall do any act in pursuance of carrying the same into effect in whole or in part, shall be deemed to be guilty of a misuser and shall forfeit its charter and all rights thereunder.

Sec. 5. It shall be the duty of the Attorney General to file an information in the nature of quo warranto, upon his own relation, or the relation of any person, on leave granted, against any corporate body whenever it shall violate any of the provisions of this act.

Sec. 6. Any person who shall be injured in his business or property, through the making or operating of any contract, understanding or agreement, made in violation of this act, shall have a right of action against the parties to such contract, understanding or agreement for all damages sustained by him in consequence thereof, and may recover the same in any court of competent jurisdiction.

How To Make Elderberry Wine.

Gather the berries when very ripe and dry; bruise (with hands or a potato masher) and strain the juice. The best way of straining is to have a large bag made of doubled cheese cloth of good and fine quality; put

strong loops of doubled muslin firmly stitched on either side of the top, hang over a broom-stick and rest this between two tables on other supports; pour in the mashed berries, standing a large crock under to catch the juice and let the bag hang all night. In the morning the juice will be perfectly extracted and will be very clear. Set this liquor aside for twelve hours in stone crocks to settle; dip off, avoiding the stirring up of any possible settlings.

To every pint of juice put 1½ pints of water; to every gallon of this mixture add 3 pounds of moist brown sugar. Set over the fire, and when it comes to the boiling point clarify with the whites of two eggs to every gallon. Let it boil one hour. Pour into a keg or barrel and when almost cold add 4 ounces of strong ale yeast, filling up the vessel from time to time with the same liquor, saved for the purpose, as it wastes by working. The bung must be laid on loosely while the wine is fermenting. In about a month it will be fit for bottling, and in a year will be fine for drinking.

2. Take ripe berries; fill a tub or vessel of any size and cover with water; let stand for five days, mashing and pressing during the time occasionally. Strain the juice as directed above, mashing the berries thoroughly before turning them into the bag. To each gallon add 3 pounds of good brown sugar, and to every 4 gallons ½ pound of ginger, 2 ounces of cloves and 1 ounce of allspice. Boil three-quarters of an

hour and turn into a tub, adding 4 ounces of yeast and a piece of toast; cover it over for four or five days, allowing it to ferment; skim and remove to a cask. When fermentation has ceased, close the cask tightly, and after two months' rest the wine will be fit to drink, although it will improve with age. Before sealing the cask or bottling (which may be done when fermentation has ceased), a quart of brandy to each cask of wine will be a useful addition.

3. To make a small quantity, take 16 quarts of the berries, stripped from their stems, cover with 2 gallons of boiling water, and after twelve hours strain and press out all the juice. To every gallon of the juice add 3 pounds of good brown sugar, ½ an ounce of powdered cloves, and 1 ounce of cinnamon; boil for a few minutes, and set away to ferment in a stone jar, with a cloth thrown over it. When it stops fermenting rake off carefully, not disturbing the lees, and bottle and cork.

He Gave the Court Notice.

In a rural Justice Court the defendant in a case was sentenced to serve thirty days in jail. He had known the judge from boyhood, and addressed him as follows:

"Bill, old boy, you're agwine ter send me ter jail, air you?"

"That's what," replied the judge.

"Have you anything to say ag'in it?"

"Only this here, Bill: God help you when I git out!"

The long winded prayer often goes with a broken winded practice.

Sell Quaker Flour

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

Buy Quaker Flour

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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

BIG INFLUX OF ORDERS.

Further Advances in Prices of Heavy Goods Expected.

With the advent of the first touch of spring weather, business in all lines of hardware has improved greatly. The big orders, which are being booked by the jobbing houses, show that the retailers are planning to meet an exceptionally large demand from their customers, and it is the general expectation of most of the leading manufacturers that the volume of business for the entire month will exceed the phenomenal record of the corresponding month last year. While there have been but few changes in the prices of most lines, except blue annealed sheets and painted corrugated roofing which have just been advanced 10c a square, manufacturers have not made any concessions in order to encourage buying, and further advances in prices of wire products are expected daily. An upward tendency is also noted in the prices of other heavy goods which are composed almost entirely of iron and steel.

The demand for spring goods is increasing rapidly. Poultry netting is especially active and manufacturers are experiencing some difficulty in supplying the needs of all the jobbers and large retailers who are now clamoring for this commodity. Many of the large mills have accumulated stocks and are therefore able to meet the influx of new orders for some time; but the smaller mills are compelled to operate their plants on full turn in order to keep pace with contracts for immediate delivery. Woven wire fencing is also in good request and higher prices may soon be announced for this commodity as well as for poultry netting. Wire cloth is selling more freely, and steel goods are in active demand, while carpenters', masons' and contractors' tools are being taken in fair volume.

Orders for builders' hardware, especially the medium priced varieties, are reaching excellent proportions, and the spring trade in ranges and cook stoves is characterized by an unusually large volume of contracts and an extraordinarily small percentage of specifications.

The manufacturers feel confident that they will be justified in increas-

ing their output in almost all lines for several weeks as it appears likely that the present buying movement will continue well into the early summer.

Bar Iron—The market is more active. A sale of 1,000 tons has just been made in Pittsburgh at \$1.65. The leading producer will not sell below this price in Youngstown, Ohio. Further tonnages of moderate size are also being placed. Prices are well maintained. Common iron bars are selling in Pittsburgh at \$1.65@1.70 per 100 lbs. and refined bars at \$1.75@1.80, f. o. b. Pittsburgh.

Lead—There is a fair demand for all grades of lead. Producers and dealers continue to hold their prices firmly and refuse to make concessions.

Spelter—The demand for spelter is rather quiet and a shade easier. Spot supplies bring 6.15@6.25c, according to the size of the orders. The London market was closed last Saturday. The last quotation of G. M. B. was £23 15s. The St. Louis market was also closed Saturday. The last quotation on choice grades was 6@6.05c.

Nickel—Quiet and nominally unchanged, with large lots quoted at 45c per pound and ton lots at 50c per pound. Small quantities selling at 50@65c per pound.

Aluminum—Is quiet but steady at 33c per pound in ton lots for No. 1 ingots for remelting and 31c for No. 2 ingots; No. 1 to be over 99 per cent. pure and No. 2 to be over 90 per cent. pure. Rolled sheets are quoted at 37c and up and special casting alloy at 27c. Nickel aluminum casting metal is quoted at 33c.

Tin—Because of the absence of advices from London, trading in pig tin is very quiet. A few small lots of spot tin have been purchased by consumers who are anxious to provide for most pressing wants on the basis of 29.60c, at which figure deliveries throughout the remainder of the month are also sold. Though the bull element in the English market succeeded in holding its offerings very firmly last week, the occasional advances which traders succeeded in creating were not long lived.

Copper—Despite the apparent diminution in the takings by domestic and European consumers of American copper, the American market

continues strong owing to the support afforded by Chinese melters whose buying operations for prompt and nearby shipments are still helping to exhaust a large part of the increase in production and imports. While it is impossible to estimate how much longer the Chinese manufacturers will continue to cover their requirements in this country, it is known that the scheduled shipments to China on old contracts will extend well into June and will average about 6,000 tons a month. With this tonnage added to the amount which will be exported to European consumers, the shipments will still average about 20,000 tons a month.

Don't Grow Satisfied.

It is not so hard to explain how some men succeed. All one has to do is to observe them for a few days and note their method of doing work. The man who comes to his office and dives into a mess of papers which have to be got out of the way in the shortest space of time appears to be the hustler. He is, so far as immediate results are concerned. But it is the man who has certain work to perform and who does it in a regular manner, not crowding two days' work into one, that is really the best worker.

A manufacturer who employs more than two thousand men, and who has to meet many hundreds of salesmen and clerks day after day, states that he prefers the man who does his work systematically to the fellow who can accomplish a great volume of work under high pressure occasionally.

"I have found in my experience," said this captain of industry, "that the man who can do his work rapidly is seldom the one on whom full reliance can be placed. Once in a thousand or more instances the man who has genius is discovered, and he, of course, dispatches work rapidly and well. But the average employe who can finish his work by a few 'hard licks,' as the saying goes, is generally one of the type of men who work for wages and he is content to do so all his life. Such men become satisfied with their positions and the longer they 'hold down' a job, the easier it becomes for them to do their routine work, and the less inclined they become to change and seek for advancement."

The speaker went on to relate how in his establishment the rule was enforced of shifting the clerical, sales and mechanical forces at stated intervals so that none of the employes would get in the rut of routine work and lose ambition and effectiveness. The boy who has a place in mill, store or office and who will do his work with thoroughness is sure to attract attention and get entrusted with more important duties. It is the ragged edges on work that show the disposition of the operative to be careless if not shiftless and such a boy or man is not in line for promotion.

He is always a poor man who knows no more in life than making money.

Dissatisfaction is the mother of Progress.

ONIONS

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

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

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

Sold only in bottles bearing our address

FOOTE & JENKS'

JAXON

Highest Grade Extracts.

Foote & Jenks

JACKSON, MICH.



JENNINGS EXTRACTS

Established 1872

Jennings Terpeneless Extract Messina Lemon

This Extract of Lemon has double the quantity of the True Fruit Flavoring as compared with the strong alcoholic and oil extract lemon containing the Terpenes, usually sold on the market.

The consuming demand for Jennings Terpeneless Lemon is steadily increasing.

"There's Another Reason"

Jennings Mexican Vanilla Extract is uncolored, pure and guaranteed satisfactory.

JENNINGS FLAVORING EXTRACT COMPANY, Grand Rapids, Mich.



AROUND THE STATE

Hart—R. DeVries has opened a new dry goods store.

Hart—E. A. Noret has engaged in the musical merchandise business.

Owosso—J. R. Ketcham has sold his meat market to Stephen Scofield.

Olivet—W. R. Goff has added a line of bazaar goods to his shoe stock.

Kalamazoo—Harry Hyman is succeeded in the grocery business by John Domine.

Middleville—Etta Hubbard succeeds Mrs. Emma Jocelyn in the millinery business.

Traverse City—E. J. Fulghum has purchased a third interest in the Traverse City Iron Works.

Middleville—Mary Clever & Son will be succeeded in the meat business by Bondfield & Thompson.

Medina—The Central Citizens Telephone Association has increased its capital stock from \$1,000 to \$3,000.

Manistee—Herman Yankee succeeds John Lemburg, dealer in confectionery, tobacco and newspapers.

Alpena—Samuel Keston has purchased the Chas. Hickey meat market on First street and will conduct it in the future.

Butternut—Will Isham has purchased the hardware stock of the late Asa Martin and transferred it to his own building.

Ypsilanti—C. D. O'Connor & Co., who formerly carried a line of bazaar goods and shoes, are succeeded by Geo. F. Smith.

Pontiac—Turk Bros. have sold their grocery stock to J. H. Landon and A. C. Harger, who will continue the business at the same location.

Manton—G. J. Gibson has sold his racket stock to Wint Vandercook and gone to Belding, where he will join his son in the same line of business.

Zeeland—Cornelis Roosenraad has sold his furniture, carpet and wallpaper stock to Wm. Baarman, who will continue the business at the same location.

Royal Oak—Mrs. Viola Stott has rented the Kidder place on Main street, now occupied by L. Levan-seller, and will start a bakery and ice cream parlor.

Nashville—The grocery stock of P. H. Brumm has been transferred to C. L. Glasgow, who has held a chattel mortgage against the stock for several years.

Croswell—The firm of Benjamin Stern & Co., general merchants, has dissolved. The business will be continued by Dorris Stern, Bertha Stern and Julius Stern.

Eaton Rapids—The store vacated by the M. L. Clark Cash Clothing Co. will be refitted and decorated and will be occupied by the Rochester Clothing Co. about May 1.

Ionia—Frank W. Gardner has sold his interest in the bazaar stock of Tillison & Gardner to his partner, who will continue the business under the style of Eugene Tillison.

Ypsilanti—Eugene Millen, the lessee of the Ypsilanti canning factory, is meeting with good success in securing acreage for tomatoes and corn and is well pleased with the outlook.

Monroe—The lumber business of the C. W. Beck Estate has been merged into a corporation under the style of the C. F. Beck & Son Co. The authorized capital stock is \$18,000.

Weidman—The general firm of J. A. Damon & Son will be changed to J. A. Damon on the 22d inst., H. P. Damon retiring to take a place on the road for the Cudahy Packing Co., with headquarters at Duluth.

Milford—John E. Crawford, receiver for Stephens & Stark, has been discharged from that position, the court ordering a last distribution of funds on hand. The firm formerly conducted an elevator at this place.

Marine City—Delor J. Wood and Harry A. Wood, partners in the foundry business of Joseph Wood & Sons, have petitioned to be adjudicated bankrupt, setting their liabilities at \$8,714.51, with assets of \$11,582.87, of which they claim \$3,540 exempt.

Benton Harbor—A corporation has been formed under the style of the Michigan Cold Storage Co. for the purpose of doing a general warehouse and storage business with an authorized capital stock of \$300,000, all of which is subscribed and paid in in property.

Bellaire—Walter Flye has severed his connection with the hardware business of his father, at least temporarily, and gone to Winnipeg, Manitoba. Mrs. Flye's father is in the wholesale hardware business at Winnipeg, and has offered Mr. Flye a good position.

Cheboygan—J. A. Lancaster has purchased the general stock of J. H. Barrowcliff in Hebron township and expects to move his family out there and take possession about April 1. He will continue the business, handling everything to be found in an up-to-date country store.

Detroit—Harris Shapero, who has conducted a clothing and dry goods business at 1211 Michigan avenue until last week, is alleged to have transferred his store and stock to Morris Cohn on March 14, when he was insolvent. His creditors petitioned that he be declared a bankrupt. Henry Eberlin was appointed receiver in answer to their petition.

Rogersville—The general stock and store building of Bert Kinsman were burned to the ground Sunday evening, together with most of the large stock of merchandise and nearly all the furniture in the family rooms upstairs. The postoffice was located in the store and considerable mail was destroyed. A defective chimney is believed to have been the cause of the blaze. The loss is about \$8,500 and is partially covered by an insurance of \$5,800.

Benton Harbor—James & James H. Pound have filed a petition of voluntary bankruptcy in the United States Circuit Court. The firm is one of the oldest established dry goods

houses in Berrien county and a few years ago enjoyed the largest trade of any store in this place. Liabilities, \$8,000. The store has been closed for inventory. James Pound, the senior member of the firm, came here from Pontiac and is one of the veterans in the dry goods business in Michigan.

Cedar Springs—The Grange Co-operative Store Co. has formed a corporation with a capital stock of \$7,000 to engage in the sale of general merchandise. W. H. and Edward W. Wheeler will hold half the capital stock and the remainder will be disposed of in small amounts among the farmers. Thus far orders have been placed as follows: Dry goods, Grand Rapids Dry Goods Co.; shoes, Selz, Schwab & Co.; groceries, Lemon & Wheeler Company; house furnishing goods, Butler Bros.; men's furnishing goods, M. M. Stanton Co.

Big Rapids—A Mr. McLaughlin, of Clare, has rented the store in the opera house now occupied by the Sharpe grocery stock and will take possession and open a grocery stock therein April 1. The Sharpes are having a special sale to reduce their stock and will sell what remains to Norcross & Wolcott. John Sharpe will be employed in the Norcross & Wolcott store for a few weeks, when he will take a vacation after his long service. J. K. Sharpe, it is understood, will engage in the meat business here, and is looking for a suitable location.

Jennings—Henry J. Anderson, who has been book-keeper in the general store of the Mitchell Brothers Company for the past nine years, has been promoted to the position of Manager to succeed the late David Holmes. Mr. Anderson was an apt pupil and strong supporter of Mr. Holmes in the creation of the magnificent business which was built up here under his supervision and is in thorough harmony with the policies of his predecessor. The promotion is regarded as a logical one under the circumstances and meets the approval and commendation of every patron of the great store.

Northville—The Warner general merchandise business, established by P. Dean Warner in 1881, when the present Governor of Michigan began his mercantile career, has been sold to Fred L. Cook & Co. Mr. Cook has been employed in the store for the last seventeen years. The other members of the firm are O. Grant Smith, general wholesale salesman for Burnham, Stoepel & Co., Detroit, and T. W. Kerr, traveling salesman for Lee & Cady, of Detroit. Gov. Warner has entirely severed his connection with the business and will devote his time aside from the State's work to his other extensive business interests.

Marquette—Albert Grabower, of Marquette, by his attorney, George P. Brown, has filed a petition in bankruptcy in the United States Court. His schedule of unsecured claims amounts to \$9,074.90, and his assets are given as \$35 worth of jewelry and clothing. The petition recites that

the sum of \$3,458.96 was realized from the sale of a stock of goods owned by Mr. Grabower at Munising by the receiver, Adolph Fixel, of Detroit, and that all creditors shared alike in the distribution of the funds. The petitioner formerly conducted a dry goods and clothing business at Munising, and applied for a receiver in July, 1904. Previous to going to Munising he was in business in Ontonagon county, and also had a store here for a short time.

Kalamazoo—Fred Mesick, proprietor of the Lake street Pharmacy, was found dead in his bed at his home, corner of Frank and Rose streets, one morning last week. He had been ill for the past two months with rheumatism, and on account of his restlessness for the past week had been sleeping alone. His wife arose that morning and did not call him as his room was quiet and she thought he was getting some rest. About 9 o'clock, however, she went to her husband's room to rouse him and found him dead. She at once summoned Dr. John Fletcher and Coroner Verhage. The two men decided that Mr. Mesick had died of heart failure caused by rheumatism. Fred Mesick was born in Plainwell about 43 years ago and had always lived in this section of the State. He graduated from the Department of Pharmacy of the University of Michigan when he was 21 years of age, and established a drug business in Plainwell. After a few years he sold his business in Plainwell and was employed as drug clerk in different cities in this section until a year ago, when he established the Lake street Pharmacy in this city.

Manufacturing Matters.

Marion—Peterson Bros., Albert, William and Charley, who have conducted a shingle and lumber manufacturing business seven miles northeast of Marion during the past eight years, have dissolved, Albert having sold his interest to his brothers, who will continue operations at the same location, they having timber for several years' run yet.

Detroit—The Standard Coal, Coke & Mining Co., capitalized at \$200,000, has been formed. The company owns a tract in Carter county, Kentucky, which is said to contain three veins of bituminous coal. The capital stock is divided into 200,000 shares of a par value of \$1 and the stockholders are S. M. Smith, President; T. E. Tarsney, Vice-President; A. M. Seymour, Secretary; A. P. Gooding, General Manager, and Thos. E. Borden, Bay City.

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The Grocery Market.

Tea—The market during the week has shown no improvement. Sales are quiet, but prices on everything desirable are fully maintained. A fair volume of business has been reported from the public auctions. The weather has shown some signs of moderating during the week and a good business in tea should follow.

Coffee—All grades of package brands were declined $\frac{1}{2}$ c last Saturday. This was not particularly surprising, although no one was looking just then for any movement either way. The fact that the general statistical position of the market is strong had led some to believe that the market would remain where it is or possibly go higher. However, there are several factors at work in the market that have an influence sometimes opposite to that of the statistics, and some of these have recently been at work. Sales of package goods ought to increase at the new price. An authority says that the consumption has overtaken production and that is the whole story. For several years there have been no new trees planted in the coffee growing districts and now the crop has dwindled and the demand has increased until the former—instead of being much larger than the latter—has reached the point where it falls short of it. But these are "long range" speculations that interest the retailer little so long as he can buy his coffee to sell at a reasonable profit, which he can do now.

Canned Goods—Corn and tomatoes are dull. The trade seems to be well supplied and there is nothing just now to stimulate the demand. Much speculation is being indulged in as to the probable acreage for this season, but this is idle guessing. Stocks of both corn and tomatoes are evidently ample and no material increase in prices is looked for by the expert. There is a fair demand for beans and peas and a good call for pumpkin and sauer kraut. Other vegetables show a moderate movement. Canned fruit stocks on the coast are well cleaned up and the general tone of the market is a firm one. However, it will not be a great while until the berry season and after that the canned goods begin to take a back seat, so it is hardly likely that material advances will be asked this spring.

Dried Fruits—Prunes are in good demand, but the market shows no improvement whatever. Stocks are going into consumption rapidly and such a demand as is now being experienced should surely add firmness to the market soon. All sizes of prunes except the intermediate sizes are wanted. Peaches are extremely slow because of scarcity and high prices. Seeded raisins are dead and prices are unchanged. Loose Mus-

catels are quiet also and rule at unchanged prices. Apricots are in fair demand at unchanged prices, which are still very high. Nectarines are wanted and sell actively as fast as they come in.

Syrup and Molasses—The glucose market is unchanged. Compound syrup is in excellent demand and is unchanged in price. Sugar syrup is in fair demand for export, but quiet so far as home demand is concerned. As a matter of fact, there is only a small supply of sugar syrup available for home trade. Molasses is in fair demand at unchanged prices.

Fish—Mackerel maintains its great firmness. In Ireland the market has advanced \$1.25 per barrel, and on this side dealers are working the market up as fast as they can. Gloucester is absolutely bare of mackerel for the first time in years. The out-of-town demand for mackerel is good, but the city demand light. Sardines are unchanged but firm on news from Canada that Parliament intends to pass a law compelling American fishing vessels to pay a tax. If this bill passes the spot market will probably advance. Cod, hake and haddock are unchanged and in fair demand. Lake fish and whitefish are unchanged and in fair demand.

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

Buffalo, March 15—Creamery, fresh, 25@27 $\frac{1}{2}$ c; dairy, fresh, 22@25c; poor, 17@20c; roll, 22@24c.

Eggs—Fresh, 17@19c.

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

Dressed Poultry—Turkeys, 20@22c; chicks, 15@16c; fowls 14@15c; 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@2.65; white kidney, \$2.75@2.90.

Potatoes—Dull. Round white, 30c; mixed and red, 25@28c.

Rea & Witzig.

Card of Thanks.

Jennings, March 21—Permit me, through the columns of the Tradesman, to express the heartfelt thanks of myself and family for the many loving favors which were shown us in connection with the death, funeral and burial of our beloved husband and father. I shall cherish the remembrance of these kind acts as long as life lasts and my only regret is that words are incapable of expressing my gratitude over the sympathy and assistance we received in the great affliction we have sustained.

Mrs. David Holmes.

Hopkins Station—W. F. Nicolai has gone to Schoolcraft and Battle Creek to examine the electric lighting systems in those towns and others in Michigan. He will also look over the lighting plants at Sandusky, Oberlin, and Youngstown, Ohio. If everything is satisfactory Mr. Nicolai will install an electric plant here in connection with his elevator which will be built in the early spring.

The Produce Market.

Apples—The market is steady and unchanged at \$2.25@2.50 per bbl. The stocks are naturally decreasing, as the season advances, but the quantity of apples stored last fall was large and they have kept fully as well as usual. As a result there will be apples as long as anyone wants them, and prices will not be particularly high. They always advance at this season, anyway, except in rare instances, and this year is proving no exception to the general rule. The demand from the country is very good. No price changes are noted as compared with a week ago.

Bananas—\$1 for small bunches and \$1.50 for large. The trust is reported to have lost a lot of money last winter when the cold weather tied things up and it must now get it back. As yet the jobbers are absorbing the advances, but if they become much more pronounced they will have to pass them on. The demand keep up well. Warmer weather would help it, however.

Beets—40c per bu.

Butter—Creamery grades have been marked up 1c during the past week, being now quotable at 26c for choice and 27c for fancy. This phase of the market has upset the calculations of the experts. The weather is partially to blame for this. It was thought with the spring close at hand and the large production of milk that the market would gradually drop from now on. However, the weather turned colder and the New York market advanced, pulling this one along with it. But the advance is regarded as only a temporary one. The market may even go slightly higher if conditions should be right, but a reaction must come before many weeks. The demand is excellent. Receipts of dairy are small. No. 1 commands 22c and packing stock 15@16c. Renovated is in small demand at 23c.

Cabbage—45c per doz.

Carrots—40c per bu.

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

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

Eggs—The market is steady at 13 @14c for case count and 14@15c for candled. The demand is very good, but it has not increased in the same proportion as the supply. The stock coming now is of excellent quality. Packers and storage operators insist they will not touch eggs this season unless they can be taken in on a basis of 12@13c.

Grape Fruit—Florida stock commands \$5.50 per box of either 64 or 54 size.

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. Lemons are firm and higher prices are possible within a few weeks or less. The demand is steady.

Lettuce—Hot house is steady at 12c per lb.

Onions—The market is strong and

steady on the basis of \$1.25 per bu.

Oranges—California navels are steady at \$2.35 for choice and \$2.50 for fancy. There is a very good demand for oranges, increased, to a considerable extent, by the excellent offerings that the trade has been able to make. The public has been eating oranges up to the limit. As noted last week, there is some softness observed in the fruit coming now, but this is not serious enough to cause any trouble.

Parsley—35c per dozen bunches for hot house.

Potatoes—Country buyers are paying 12@15c. The trade is very dull. There is a demand for table stock, but that is only normal and the supplies are large. The mild weather last week brought out a part of the stock that the farmers were holding and loaded the market up, bearing the price. The demand for seed stock is about over.

Pop Corn—90c for rice.

Poultry—The market is strong and high, live commanding the following prices: Chickens, 12@13c; fowls, 11@12c; young turkeys, 15@16c; old turkeys, 14@15c; ducks, 12 @14c. Dressed fetches 1 $\frac{1}{2}$ @2c per lb. more than live. Broilers, 25c per lb.; squabs, \$2.50 per doz.

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

Squash—2c per lb. for Hubbard.

Sweet Potatoes—Kiln dried Illinois are steady at \$3 per bbl.

Tangerines—\$2 per half box.

Turnips—40c per bu.

Paul J. Hake, formerly city agent for the Voigt Milling Co., and Louis F. Hake, formerly Secretary and Treasurer of the Sheboygan Light, Power and Railway Co., have rented the north half of the first floor of the Daniel Lynch building and will conduct a flour business under the style of Hake Bros. They will handle the output of the Muskegon Milling Co. in this city, making the New Silver Leaf their leader. They will also handle all the Grand Rapids brands.

Moses Dark, the old stand-by of the Vinkemulder Company, left Monday for a fortnight's vacation, Texas being the objective point. Mr. Dark is a hard worker and richly deserves such a respite from business cares and responsibilities.

Lee M. Hutchins, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., who has been very low with typhoid fever for the past two weeks, is convalescent, greatly to the satisfaction of his numerous friends.

Geo. Coburn, who recently sold his grocery stock at Ludington to John Murray, has erected a new store building and will shortly re-engage in the grocery business. The Musselman Grocer Co. has the order for the stock.

Mackinac—The Bay Mills & Lumber Co. has been incorporated for the purpose of dealing in real estate and lumber with an authorized capital stock of \$250,000, all of which is subscribed and paid in in cash.

WINDOW TRIMMING

A Local Merchant's Ideas on the Subject.

"I never bother my head about the window trims," said the Manager of a large retail store. "We hire a man for the special work of attending to the beautifying of the store front and the displaying of utilitarian merchandise, and I see no reason why I should 'butt in,' as the kids say. Although I have a general supervision of the entire establishment, I should consider myself as exceeding my prerogative did I assume to dictate in any manner whatsoever as to the store decoration. I should consider it a rank impertinence on my part—I should find it hard to overlook such a thing in a Manager were our positions reversed. I have always found that a windowman did twice as good work if he was let alone than if he was continually subjected to criticism of those above him. Of course there are window trimmers and window trimmers, and, of course, they are of all sorts and dispositions. To be sure, if we take a man from the ranks and put him at this work, one who seems to possess an aptitude for it, that is different. We rather expect, in such a case, to suggest schemes of decoration and ways of betterment, and if the fellow is of the right sort he accepts these hints in good part. But I am speaking more especially of the fully-fledged window dresser, the one who has made a long study of the subject and whom we hire as an expert. Such an one it is injudicious to meddle with, for it is likely that he knows more in a minute about his subject than we know in a fortnight. I have heard of more than one young fellow's threatening to 'throw up his job' because of what he termed the 'unwarranted interference' of the senior partner. And, generally speaking, this is 'no bluff,' either.

"And I don't know as I blame the windowman. He usually plans his trims weeks beforehand and if these plans are changed it is quite apt to 'throw things off the track.'

"No, the best way all around is to hire a first-class man for this purpose, pay him first-class wages, exact first-class work of him—and let him and that first-class work severely alone. If he made a fizzle of the business under these conditions I wouldn't keep him in my employ.

"A 'botcher' is never needed in any sort of business, and least of all in a general store. He has a thousand advantages over the one-line store, for he has it in his power to conjure up all sorts of fine combinations. He never lacks for quantities of material of one sort, and he has an endless variety to select from. If his work, therefore, does not spell success it's his own fault; his resources are unlimited.

"Then, in the matter of fixtures. This is a poor place for the merchant to begin to economize. Handsome fixtures and lifelike wax dummies are now considered indispensable. Few stores making any sort of pretense to up-to-dateness expect to be niggardly when it comes to an outlay for these very necessary accessories. The best is always cheapest in the long run, and these things last as long as the store itself.

"It goes without saying that the utmost care should be taken of all background designs, draperies and floor covering used. If it is made a rule that these are carefully put away they will be found of service time and time again. They will come in very handy in cases where there has not been adequate time for the preparation of certain exhibits or in other cases of emergency.

"Spare no pains to humor the wants of the window trimmer,' is a good maxim to go by. His interests are the store's interests and he needs co-operation on the part of his superiors, not antagonism. Every one is at his best under encouragement and praise—unless he be a person prone to swell-headedness, and that sort should gradually be weeded out in every department. They are a demoralization to any working force and the sooner their places are filled with fellows of good caliber the better for all concerned.

"So my advice to storekeepers is: Secure the services of a bright, level-headed window dresser who is thoroughly conversant with his trade (or perhaps it might better be called profession), assist him by providing proper fixtures and the like, pay him a salary commensurate with his ability, and in consequence of all this exact good results—then let him work out his and the store's window salvation."

Mental and Physical Culture.

In observing the giant frames and superior strength of college athletes and the plaudits they win the question obtrudes itself, Is physical better than mental development? The answer has little to do with college athletics, for they are not of the serious business of life. It is what an old commercial traveler would call a mere "side line" of the years devoted to the acquirement of an education. Then, considering the question from every available standpoint, the investigator is confronted with the query, Which availeth more?

All the world's work is done by the men of brains. The perfection of the mental faculties by education and constant exercise, by the friction of thought with thought of brighter minds, is a first duty. It should be the constant effort, but not to the neglect of the physical, for that is also necessary. Good health means a good, active, vigorous mind. A man can not enter the contest for the world's best prizes in the strength of his muscle alone. To be a prize fighter or champion heavyweight thrower is not among the desirable ambitions. The physical strength required to keep the machine going is all that is

necessary. He actually earns nothing with his muscles. Physical labor is the lowest paid. Correct breathing, plenty of open-air exercise and conscientious observance of a simple diet maintain the health that is necessary to make a success in any vocation requiring steady use of the mental powers.

Athletics as a diversion and amusement are to be commended, but the development of the intellectual faculties, the acquirement of an education and the mastery of the business or profession that is to be the man's life work are of more consequence. Therefore while both physical and mental culture are necessary the latter must be given the precedence, for the former can be made incidental to it and still exercise its usefulness.

Nations to Exchange Professors.

Educators have long recognized the advantage gained by students who spend part of their collegiate years abroad by reason of hearing lectures and witnessing demonstrations at first hand. But since comparatively few can avail themselves of this advantage, Harvard and Berlin are negotiating for an exchange of professors. This plan, if followed throughout the world, should result in benefit to the students of all highly civilized countries. The chief difficulties will arise in that no country will desire to import professors when it has better in the same lines at home, yet no university will freely let favored professors off, even for a short time. But the difficulty is not insurmountable, since the conviction has arisen among men of science that they are under international obligations and this may carry the plan to success. The simplest means of inauguration is to invite distinguished professors to give four or eight lectures abroad. While a six months' tour would be much more advantageous, operation of the plan must be begun on a modest scale, and if the idea is sound it will grow of itself.

Impoliteness Proved Costly.

It pays to be polite, and sometimes impoliteness is quite expensive. The smoke from a gas and electric plant in a Western city annoyed a local millionaire. He complained to the President of the company, politely requesting an abatement of the nuisance. The President responded curtly and intimated that nothing would be done in the matter.

The millionaire, at an expense of \$4,000,000, started a rival gas and electric company and brought down the price of these illuminants to one-quarter what they had been.

Then the President of the original company begged for mercy, and the now pacified millionaire sold his plant to the penitent company for \$6,000,000.

He thus made \$2,000,000 by the transaction, and the company had to pay \$6,000,000 for the impoliteness of its officer.

As a rule the more a man has to say about women the more he does not know about them.



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WOOD ALCOHOL.**It Is an Active Poison in Every Form.**

The toxic effects of wood alcohol have been brought recently to our notice by several able articles on this subject, especially those of Dr. Buller and Dr. Wood. Many individual cases have been brought to light by the medical and daily press.

Wood alcohol (or, more properly speaking, methyl alcohol) is known by a great variety of names, which has often led to confusion and even mistakes, many of the latter being followed by serious results. The following are some of the synonyms by which wood alcohol is known and under which the same product may oftentimes be found in commerce: Under the head of "spirits," as Columbian, colonial, cologne, wood or green wood, eagle, lion, methylated, pyroxylic, and pyroligneous; under "alcohol," as wood, methyl, burning, or "for external use;" also, as wood naphtha.

Wood alcohol, as it was formerly manufactured (with but few exceptions) was a dark yellow or brownish liquid, having an unpleasant or rank odor and a nauseous and bitter taste. This product was, by virtue of its odor and taste, excluded from use in any preparations intended for internal use, and thus few cases of poisoning resulted. But this is no longer the case, as vast improvements in its manufacture, with the resulting elegant product, nearly odorless, tasteless and colorless, have given a product not very different in appearance, etc., from ethyl alcohol, for which it has been much substituted. As a result many unsuspecting persons have been duped and many injured.

Wood alcohol is used in the arts to a great extent, and has displaced ethyl alcohol as a solvent for resins, varnishes and oils, and in the manufacture of paints, metal polish and cleaning fluids. It has a large use as a fuel in alcohol lamps, cigarlighters, etc.

Adulterations with wood alcohol have been practiced on a large scale, both in those preparations which are used internally as well as those used externally. It has been found in many samples of witch-hazel, bay rum, liniments, tinctures of iodine, rub-downs, and the like. All manufacturers of wood alcohol claim that it is harmless when used externally, but Brundage and Wood both report cases of eye trouble resulting from its external application.

The real danger comes from using wood alcohol internally. It has been frequently found in essences of ginger and lemon, extract of vanilla, paregoric, spirits of camphor, brandy, all wines, highballs, punches, bitters, and several popular patent medicines. Often it is found in whisky, also. The New Jersey Board of Health found wood alcohol in four out of eight samples of paregoric. Dr. Warren, of the Pennsylvania Food Com-

mission, found that in one thousand samples of cheap whisky 95 per cent. of them contained wood alcohol, and some as high as 75 per cent. The New York Health Board examined two hundred and fifteen samples of ginger from various parts of the essence of ginger from various parts of the State, many containing varying amounts of wood alcohol. Mr. Patch examined two hundred and twenty-five samples of spirits of camphor and found that forty of these contained varying amounts of wood alcohol. The same was true of essence of lemon.

The appetite for alcohol among persons cut off from civilization and amusements has often been noted. This has led to much trouble in army posts, reservations, etc., where the regulations limit the supply of alcoholic liquor. These conditions often lead to many complications hard to deal with. One army surgeon reports three cases of men who, after being on a spree in a near-by town, sobered up at their quarters next morning on wood alcohol, nothing else being obtainable. Cases are also reported of Indians drinking red ink, believing it contained alcohol.

These may be best described under mild cases, exhibiting symptoms of intoxication with nausea, vertigo, vomiting and disturbed vision, and severe cases, having not only the above symptoms, but in addition muscular weakness, severe gastrointestinal disturbance, partial or complete blindness and delirium. Fatal cases result in coma and death, the latter being due to cardiac and respiratory failure. When collapse or coma occurs in any case, recovery is unusual. The blindness may come on within three hours, or be delayed as long as, in one case, seventeen days. In most cases it occurs in the first twenty-four or forty-eight hours. In the hopeful cases the eyesight returns in two or three days. The toxic symptoms in nearly all cases are developed in two or four hours, but a few have been as long as twenty-four hours in developing. Dr. Hunt states that he has proved by experiment and demonstrated that wood alcohol is not only more slowly absorbed, but also that it is more slowly eliminated.

Dogs have been given daily small doses of wood alcohol for two or three weeks, which produced in them a comatose state. When, on the other hand, ethyl alcohol was given under the same conditions for several months, no coma was produced and nothing in particular was noted. It is also stated that wood alcohol is only partly oxidized in the economy, and forms first, formaldehyde, and finally formic acid, the latter being highly poisonous and very slowly eliminated in the urine. The loss of vision has been attributed to this fact. The non-elimination of any nerve poison like formic acid must be dangerous.

The Birch-Hirschfeld experiments show that monkeys were rendered blind in three days by daily doses of wood alcohol. Only a few fatal cases in man are reported from a small dose—say under 60 c.c. Bur-

nett reports a case of blindness and death from 5 c.c. Raub reports one from 7.5 c.c., and another from 18 c.c. It would appear that in this poison, as in all others, the system can eliminate a certain amount, but beyond this limit it is powerless. While it is a general belief that wood alcohol is not poisonous when used externally, several cases of mild poisoning and eye trouble have been reported.

Many persons may drink wood alcohol in small quantities for some time and the only bad effects noticeable will be progressive blindness. Professor Puckner believes that the poisonous effects are due to the acetone present, but this could hardly be so, as the better samples of wood alcohol contain no acetone whatever. Dr. Hunt demonstrated this last fact clearly when he experimented with and without acetone in the wood alcohol used, and puts his results in this brief statement: "No matter how pure wood alcohol may be, it is an active poison; the presence of impurities only increases its toxicity."

The blindness which is a prominent symptom of this poison is the result of optic neuritis and atrophy, with degenerative changes in the retina. The poison seems to have a selective action on this particular nerve. The conditions that govern the action of all poisons are also true of wood alcohol—that is, that the condition of the patient's constitution, age, sex, contents of stomach at time of ingestion of poison, time elapsed before medical aid is called, etc., are factors in the effect produced.

The fatal dose can be placed at 90 c.c. Much less has destroyed life, and some have escaped from larger doses. This, however, is true of all poisons. Buller says that 50 per cent. of all cases of poisoning escape permanent injury. When death or blindness results suddenly during an alcoholic debauch, wood alcohol poisoning should be suspected. Large quantities of ethyl alcohol may be taken, and even cause death, but such cases are extremely rare.

No specific antidote has yet been brought forward. The treatment is similar to that of ethyl alcohol poisoning. Stimulating emetics, such as mustard and zinc sulphate, are of great value. The stomach-pump is most important, as washing the stomach out with warm water has proved very beneficial. Hot baths and quick-acting purges promote elimination and rid the system of the poison. Cardiac and respiratory stimulants should be freely used; digitalis, strychnine, atropine and coffee being most useful. Ethyl alcohol is highly recommended and should be used in all cases.

Buller reports forty fatal cases and fifty-four resulting in eye trouble. Wood states eighty-two fatal and 153 cases which developed some eye trou-

ble. About 390 cases of all kinds have been reported, 182 deaths and 207 recoveries with eye trouble resulting. Two recent instances have been reported in the daily papers—one in New York where twenty-five persons died of wood alcohol poisoning by drinking liquor which had been diluted with that poison; another case occurred in Kentucky, where twelve were poisoned in the same way by whisky, and ten of them died. Of all the cases reported, only seven have escaped without some injury.

In conclusion, it is clear to see that wood alcohol in all forms and degrees of purity is an active poison; that it is dangerous to life in any size dose, 5 c.c. having been fatal; and that it should not under any circumstances be used internally, and even in its external use should be used with great caution.

Speaking Postal Card.

Postmasters of the Bill Nye type may soon be unable to read the postal cards passing through their hands unless they have a phonograph equipment in the office, if the latest development of the post card announced in Vienna meets popular favor. An ingenious Teuton, who has invented a speaking postal card, plans to spread a thin layer of gramophone "plaque" on an ordinary postal card. To this the sender confides his communication, and the card goes through the post in the usual way. Arrived at its destination, the card is made to deliver its message by means of a special phonograph apparatus constructed by the inventor of the new card.

Cleaning Tarnished Silver.

Silver which has become much tarnished may be restored, it is said, by immersion in a warm solution of 1 part potassium cyanide to 8 parts of water. (This mixture is extremely poisonous). Washing well with water and drying will produce a somewhat dead white appearance, which may be quickly changed to a brilliant luster by polishing with a soft leather and rouge.

A fresh concentrated solution of hyposulphite will dissolve at once the coat of sulphide of silver, which is the cause of the blackness produced by mustard, eggs, etc., or anything containing sulphur.

There is no virtue in the one day sprint that requires the seven day snooze.

It takes more than molasses on the lips to make honey in the heart.

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*Paper read by Haydn M. Simmons, Ph. G. M. D., before the Alumni Association of the College of Pharmacy, University of California.



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E. A. STOWE, Editor.

Wednesday, March 22, 1905

THE RIVAL FLEETS.

Now that the campaign in Manchuria is practically over for months to come, interest in the progress of the war in the Far East will shift from the land to the sea. It is reported from St. Petersburg that orders have been sent to the Admiral commanding the Russian fleet in the Indian Ocean to proceed to try conclusions with the Japanese fleet. It is also reported from Singapore that a large Japanese fleet has passed through the Malacca Straits into the Indian Ocean. It will not, therefore, be very difficult for the Russian Admiral to carry out his instructions.

Based upon their past experience, it may be doubted if the Russian fleet enters with any enthusiasm into the hunt for the enemy. It is morally certain that the Japanese fleet will lose no opportunity of getting to close quarters with the oncoming Russians. It is possible, and even probable, that Admiral Togo may decide not to venture too far into the Indian Ocean, as he would then be too far away from a convenient base for refitting in case of need or for obtaining coal.

It is rather difficult to compare the two fleets which are now getting closer together, for the reason that the exact composition of the Japanese fleet is not known, while the fighting quality of some of the Russian ships is difficult to gauge. The third section of the Russian fleet, now on its way from the Baltic, has hardly had time to join the main body. It consists of several battleships and cruisers, but none of them are strictly modern ships. If the Japanese could overhaul this squadron before it joins the main fleet it would prove an easy prey.

The strength of the Russian fleet is numerically somewhat greater than that of the Japanese, but aside from four modern battleships, most of the other vessels are either of antiquated pattern or belong to the cruiser class. As the ships have not been docked in some time, they must now have foul bottoms. The personnel is generally described as poor. With the addition of the third squadron, how-

ever, the Russians will probably have nearly twenty armored ships of greater or less strength.

While the composition of the Japanese fleet is not known, it is presumably composed of four first-class battleships and eight first-class armored cruisers, all of the most modern type. To this force must be added a number of protected cruisers and auxiliary vessels, as well as a large flotilla of torpedo boats. All the Japanese ships have been lately overhauled and placed in good condition. They have, moreover, the advantage of being manned by thoroughly trained crews who have had experience under fire.

The issue of a hostile engagement between these two fleets ought not to be long in doubt. The Russian fleet is composed of vessels of varying speeds and of many different types, while the Japanese ships are all new vessels of about equal speed and equal maneuvering power. The option of accepting or declining battle or choosing the battle ground must of necessity lie with the Japanese on account of their ability to travel faster. The Japanese commanders have also the advantage of greater familiarity with the waters in which a combat is likely to occur, and they have also the advantage of knowing that they have a base not very far distant in Formosa and in the Pescadores Islands. Were Russia wise, she would order her fleet to return to Europe, as the chance of success is too small to warrant the risk of the balance of her effective navy.

All great men have some method of relaxation from their regular occupation and the modes of some of them have been so novel as to excite attention. Gladstone, it will be recalled, loved to chop down trees during his leisure and found rejuvenation in the labor. Bishop Coleman, of the Episcopal church, finds the desired relief from the cares of his office in tinkering clocks. He has twenty-nine clocks in his residence at Wilmington, Del., and every one of them strikes the hour at the same time. It is the Bishop's boast that their equal for correct timekeeping is not to be found outside of a clock store. The repairs to the timepieces he always makes himself, and the study of the mechanism of clocks is one of his principal modes of relaxation.

The British people are now very proud of their alliance with the Japanese. They have been called upon to give nothing but their moral support to the Japanese cause, but they rightly feel that, in their readiness to join hands with the Japanese in case any government should come to the aid of Russia, they have rendered important assistance. The alliance is for a period of but five years, but there is no doubt that any British ministry happening to be in power will be glad to renew it, for whatever the Japanese gain will benefit British interests in the Far East.

NOBLEST AMERICAN TYPE.

Captain Seth Bullock, who, in the strenuous times of the "Wild West," was a pioneer in the rough settlements of the Rocky Mountains, and made himself famous as Sheriff of Deadwood, the leading mining camp of Wyoming Territory, went to the Presidential inauguration at Washington at the head of a company of cowboys. He spent some time taking in sights of Washington and New York, and in the national metropolis was interviewed by some of the newspapers. He is reported to have said:

"Do you want to know what I think of this town? Never mind, I know as well as you that there are good people in New York City. But, taken altogether, you are the most provincial outfit in the whole country. You've got so much, you think you've got it all. You think the Creator stopped work when he filled the Hudson River with water, and all the rest of the country out beyond just happened so. Nothing counts unless it is done in New York and by New York except to laugh at.

"Now, out in our country we know New York is a good town. We know that the East is all right. We know we're all right, too. We think the coast is pretty good grazing. We're proud of the whole country. But New York is proud of itself and thinks the rest of the country in luck to be on the same continent. I'm not speaking in harshness or bitterness. But sometimes I think you miss a lot of the joy of being Americans."

It is a new idea to the New Yorkers that they are provincial, but they are. Any people are provincial when they think they make up all in a country that is worth anything. Such people are incapable of a grand, all-embracing national feeling or of a really great thought. Their narrow and limited ideas and sentiments revolve around themselves, and they regard with contempt all outside that little orbit.

The metropolitan press must have been astonished at the opinions expressed by this broad-minded, self-poised and intrepid, if uncouth, son of the wide region known as the West, who is a big man with broad ideas gathered in what was formerly a boundless wilderness, free to every living creature as to the winds of heaven, and in which civilized men, savage beasts and still more savage men were all engaged in the strenuous and bloody strife of the survival of the strongest. It was in such an arena and amid such strife that this newcomer from the old States of the East nourished his broad mental vision and tempered his nerves of steel. Such a man is a truer American than are they whose ideas and lives have been limited to great cities.

As for the backwoodsman from Wyoming, he saw another sight which drew from him some further emphatic remarks. He said:

"A man from out our way can't help seeing certain things. He can't help seeing the way a lot of sheep-faces along these subways and street

cars of yours crowd the women and stamp on their feet to get ahead of them. Great God A'mighty! I came over from Washington yesterday on the Congressional Limited, and things they call men pushed their way by women who were there before 'em into the dining car, and when they were through with their dinners these same critters sat there and smoked cigars, and let the women wait.

"Now, you don't see doings like that out in our country. If that's typical of the Eastern gentlemen, then the real American gentlemen are to be found out West."

Here is the backwoods teaching chivalry, courtesy and manly behavior to the great city of the East. After all, which is the better type of Americanism? Let the women decide. Above all, they love courage and manliness.

Ordinarily comparatively little prominence attaches to the office of Secretary of the Interior. The Secretary of State figures in the newspapers almost every day. The Secretaries of War and the Navy, the Attorney General and the Postmaster General are all of them more prominent and more talked about, more in the public eye than the Secretary of the Interior. The present Secretary, Mr. Hitchcock, until very recently was even less heard about than most of his predecessors. He was content to go along about his work, doing it faithfully and honestly without blowing any trumpets or beating any drums. He is getting his reward, however, in very general approval of the way in which he has managed the uncovering and the prosecution of the gigantic land frauds in the West. It was not an easy undertaking. There were some very prominent men involved as well as some very shrewd ones, who thought they had concealed their tracks successfully. Secretary Hitchcock kept plodding on and succeeded, so that now everybody familiar with the facts is bound to praise him.

It is an old saying to refer to money as the sinews of war. Russia appreciates that definition of it just now very keenly. War is an exceedingly expensive undertaking and those who indulge in it must be big borrowers. The French bankers have politely but firmly notified the Russian financiers that proposed loans must be postponed and the general acceptance of it is that the postponement will be indefinite. Neither American nor English bankers will care to make any very big loans in this quarter and it is thought that the Germans will take the same view of it. In that event the Russians must sue for peace and take practically whatever terms the Japanese are willing to offer. The Czar can not carry on the war without funds and if he can not borrow he must make peace. That is the sensible thing for him to do anyhow. It is a wise man who knows when he has been thoroughly whipped and that has been the Czar's experience on land and sea.

MEN OF MARK.

Irvin Butterworth, President Grand Rapids Gas Light Co.

Success is a varying achievement. Where one man shall reach the goal for which he set out and receive the award given in token of appreciation for the difficulties surmounted and the obstacles overcome, others who may try just as earnestly but who meet with greater hindrances are barred from entering into the pleasures to which seemingly they are justly entitled.

It is not for the multitude to say that this man has been successful; that one a failure. Early education, later environment and the individual tendency or disposition of the builder have much to do with the structure reared. Perhaps the best description of the successful man is the one who meets his social, moral and financial obligations promptly and to the satisfaction of all with whom he comes in contact. These attributes hold good, whether applied to the rank and file of present day men or to the captains who in greater measure are responsible for the industrial progress of the country because of the active part they take in the development of the particular section of country in which they may reside.

It is not enough that a man shall amass a fortune, for money never yet of itself constituted success. The interests of the people and the exploitation of the resources of any locality must be duly considered by that individual who sets about to impart new life, new spirit and renewed vigor—who takes up for development the neglected or before unappreciated resources of any district. In such manner might Irvin Butterworth and the part he has had in developing the gas business be summarized.

Irvin Butterworth was born on a farm in the southwestern part of Ohio—Mainville, to be exact—on July 7, 1860. His antecedents were English on his father's side and Scotch-Irish on his mother's side. He spent his boyhood days on his father's farm near Wilmington, Ohio, and graduated from the high school at Wilmington. He learned shorthand writing at home, and at 21 went to Columbus and obtained a position as secretary to the General Manager, and later to the President, of the Columbus, Hocking Valley & Toledo Railway Co., leaving the latter position at the end of three years to go into the gas business as bookkeeper at the works office of the Columbus, Ohio, Gas Co. In two years he was appointed Superintendent of the works, remaining in that position for five years, being elected, in turn, to the offices of General Manager, Vice-President and General Manager, and President and General Manager of that company. During his residence in Columbus he was for nine years Secretary of the Ohio Gas Light Association and President of the Association for one year. He was also Vice-President of the American Gas Light Association for

three years and a Director for a similar length of time of the Western Gas Association. He served the Columbus Board of Trade as President during the last year of his residence there, and was also President for one year of the Columbus Engineers' Club. In 1900 he resigned the Presidency of the Columbus Gas Co. and went to Denver, Colo., as General Manager of the Denver Gas and Electric Co., later being made President. In 1903 he was appointed General Manager of the Detroit City Gas Co., and served as such for nearly one year, coming to Grand Rapids last summer as Vice-President and General Manager of the Grand Rapids Gas Light Co., and recently being made President thereof. He is a member of the American Gas Light Association, the Ohio Gas

East, and is now living with his parents and sister at 1208 Jefferson avenue, this city.

Mr. Butterworth likes Grand Rapids and thinks it the prettiest city west of the Alleghany Mountains, and its business men the most enterprising and public-spirited he has ever met.

Like all men who are connected with the McMillin syndicate, Mr. Butterworth is compelled to be at home wherever his hat is hung, and no man ever succeeded in worming his way into the community and learning its likes and dislikes better than he has. This remark applies with equal force to his career at Columbus, Denver and Grand Rapids.

Personally, Mr. Butterworth is one of the most companionable of men. He makes friends quickly and retains

win, for this is the only method by which he can make himself stronger than other men who are traveling the same road as his competitors.

Many striking instances of successful careers in the gas business have been made by men who started with nothing except their two hands and their willingness to work and determination to succeed. Nearly all of the successful careers in the gas business have been made in this way. It is a business that brings one in contact with every class of men; it requires a broad mind, a careful knowledge of all the details of the business and a disposition that will not be disheartened or discouraged by seeming failure. Such a man is the subject of this sketch, who has continually advanced and at each step achieved a higher plane in the business and the commercial world, until to-day he stands at the head of one of the largest gas corporations in the country.

Business Chances To-Day.

"The commercial agencies' reports show that a large percentage of the men who engage in business are failures," said one of a group of several men dining together the other evening in an uptown restaurant.

"I have no doubt they are accurate," commented a second.

"They are believed to be so," said the first speaker, "but they do not really carry the discouragement that appears on the face of them.

"Some time ago I desired my son to engage in business instead of entering an overcrowded profession. One of his objections was this, that too many men failed in business—more than in the professions. I began an investigation of the many business failures. A large percentage are of very small concerns that carry little influence in the trade. They are confined to no locality. The reasons for these numerous failures in business in ordinarily prosperous times are principally a lack of knowledge and carelessness.

"That is the point I wish to make. I never neglect to urge my employes to aspire to become independent citizens by getting into a business of their own, but I invariably qualify it by the injunction that they must understand every detail of the business they undertake to conduct. After that they must exercise the greatest economy, care and industry to make it a success. Nothing is easy in itself, but all things become easy when the proper force is applied to them. That others have failed need not act as a discouragement to the ambitious. There are better opportunities for the young man with the proper qualifications to succeed in business for himself to-day than ever before."

The group agreed that there was logic in the speech of the merchant to whom they listened.

Knowledge acquired by the college graduate often hampers him in his efforts to earn a living.

Eloquence is Rhetoric's bombardment to deafen the ear of Reason.



Irvin Butterworth

Light Association, the Western Gas Association and the Michigan Gas Association. He is also this year President of the McMillin Gas Companies' Association.

To the foregoing gas associations he has from time to time contributed papers on the following subjects: Natural Gas, A Half-Depth Furnace Adapted to a Small Works, Does Ohio Want a Gas Commission? Governor Burners, A Curious Gas Explosion, Still Another Purifying Box, The Ventilation of Gas Lighted Rooms, Street Main Pressures, Vitrified Clay Pipes Instead of Iron for Gas Mains, Isolated Producers, The Prevention of Service Pipe Stoppages and three annual reports of Technical and Mechanical Progress in the Gas Industry.

Mr. Butterworth has three fine boys, who are now at school in the

them permanently. He makes few enemies and has the happy faculty of ultimately converting these few into friends. He is accessible to all, but it is much easier to get an audience with him than to tear one's self away from his presence, so interesting is his conversation, so pleasing his personality.

Success is an exacting mistress. She demands strong faith of the man in himself and faith in the business through which he achieves success. No man has ever won the greatest reward who has not loved his work. These principles apply with force to the gas business. When we find a man in the gas industry who has won distinction and money in his chosen calling, he is always found to be one who has put his whole mind to the work and has mastered every detail. In this way only can a man

THE PRICE OF SUCCESS.

Have a Definite Aim and Give Up Smaller Ambitions.

Many people do not succeed in business because they are living in the shadow of their ancestors. They are like the conservative Englishman who said to Seymour Eaton, founder of the Booklovers' library, on his recent visit to London: "Your style of advertising may be all right in America, but it won't do in England."

"I can't argue on that point," said Mr. Eaton, "for I don't know. I only arrived yesterday and I sail back next Tuesday; but in the meantime I'll find out."

"You may ask every advertiser in London," he was answered, "and they will all tell you the same thing. It won't do."

"But I shall ask the British public," said Mr. Eaton. He wrote an advertisement and paid \$500 for space in which to print it; the result, three extra postmen were required to deliver his mail and he brought away over \$5,000 in cold cash.

To-day the man who succeeds is not the one who asks Tom, Dick, or Harry of business fame his opinion of a venture, nor is he the one who obeys the precepts of a past generation; rather, he gives his idea to the great public.

"It can't be done," says Conservatism, who has never seen it done.

"It can be done," says Modern Progress.

The whole world will stop to listen if you have a new idea and the will power to back it.

This is not a whit less true of the man who is the center of a small circle of influence than it is of the millionaire who gambles in railroads.

Yesterday the catchwords of the business world were thrift, honesty, punctuality, neatness, obedience. It was said that any "steady young man" who possessed these priceless traits would "get ahead." To-day it is the exceptional man who hasn't these traits. Their possession causes no comment; only their absence. An employe who has them not will soon find himself out of a job. But if he would do more than merely "hold a job" he must in addition be alert, he must use his brains, and he must see his opportunities.

You may jog along at a safe, sure, slow pace, relying on the old fashioned virtues, but they will not help you out of the beaten path. All the negative virtues in the world will not put you among successful men. The steadiness of a sphinx will make you about as progressive as the sphinx itself, unless it be combined with an intelligent purpose. The steadiness of inertia is only stagnation.

A horse with a good disposition that will stand without hitching and is safe for a woman to drive is all well enough for country roads and simple demands, but it will never be tried on the racetrack.

On the firm foundation of solid reliability originality must erect a structure. To this end you must respect your own ideas as fully as those of another. You must accept the

ideas that come into your own mind with as much sincerity as you do those of an Edison or a Rockefeller. Do not be limited by the achievements of others. Use their knowledge merely to push your own.

The greatest achievement was once merely an idea; then it became a plan, then a reality, and finally a fact as strongly established as the rivers and hills.

Fix this truth firmly in your mind: You are but one of many handfuls of animated dust, through which a life current passes. You are in no way different from the men whose names top the play bills of modern finance. Your head may contain as many brain cells as did that of Napoleon, but if you choose to allow three-fourths of these cells to remain unused you can not expect to compete successfully with men who exercise all their brain power.

Exercise of brain power makes the whole difference between Andrew Carnegie and the clerk who has grown old, always a clerk. Achievement comes from original thinking, from looking forward instead of back, from planning new ways of doing things rather than basing action on threadbare precepts.

Every unknown path is full of mystery. In proportion as you venture in does the mystery vanish. Every unexplored continent is a dark one.

Nothing you really want need you be denied. If you want it earnestly enough you will get it; if you fail, you did not really want it, else you had found a way.

Success is the only possible result of intelligent concentration. Living is not a blind game of chance, it is a mathematical proposition. You have the problem and your task is to solve it. You must find the answer.

You can not win success as another would do it; you must win it in your own way. There is no exact rule by which you can successfully lay siege to the heart of the woman you love; the method which would prove successful with another would defeat your ends. You must take into consideration yourself, the woman and the environment. So it is in business. You must know yourself thoroughly, and have confidence in your ability to find the right way. You must know the field, the environment; and you must above all things know just exactly what it is you wish to accomplish. You must determine your goal, then make your plans and follow them out assiduously.

Twenty-five years ago in the then small town of Seattle, an editor was sitting at his desk one morning wishing something would happen to stir things up a bit. Suddenly the door opened and a young man stood before him, bowing extravagantly. The editor stared in amazement. The young man was dressed with great care and when he spoke his drawl labeled him a Southerner.

"I have come from Georgia, my dear sah," he said, laying a card before the editor. "I am a lawyer, and I intend to go to congress. I shall be grateful for any notice you may

Getting More For Her Flour Money



Have you a single customer who wouldn't prefer a flour that makes 40 pounds more bread to the barrel than other flours?

Certainly you haven't, and that's why you should sell Ceresota. It is made from peculiarly dry wheat, and absorbs an unusual amount of water. That peculiarity gives you more bread than other flours, and it is bread that will keep moist longer than other breads.

These are two sharp points when you're talking flour.

The Northwestern Consolidated Milling Co.

Minneapolis, Minn.

JUDSON GROCER CO., Distributors, Grand Rapids, Mich.

FREE FLOUR

Satisfaction

or

Money Back

"Gold Mine"

The Name of the Best

Clark-Jewell-Wells Co.

Distributors

Grand Rapids, Mich.

Get our inside confidential proposition on GOLD MINE, covering guarantee and advertising plan, which will enable you to UNDERSELL any competition you have.

WE SELL IT TO YOU
WE SELL IT FOR YOU

Sheffield-King Milling Co.

Minneapolis, Minn.



give me in your valuable paper, sah."

The Western editor had never before encountered anything just like this. On his rim of the continent they had not begun to appreciate the value of publicity. Before he could recover from his surprise, the affable stranger had gone. The editor laughed; then he laughed some more; then he had an idea. He came out of his lethargy and taking up a pencil wrote for a good half hour.

The next issue of the paper contained a story of the "young Lochinvar" who had come out of the South. It was read and laughed at, and the name of the aspiring youth stuck like a burr in every reader's memory.

Again he called on the editor; again he was all suavity, all gratitude for the attention which had been paid him. The editor had expected something different.

As the years passed the Southerner continued to furnish copy for the Western paper. He continued to do and say things that got his name into print; but this wasn't all he did. He was an indefatigable worker.

When the Far Western territory became a state he was nominated for congress. His name was known to every mountaineer, logger and ranchman in the State, and they voted for him. He went to congress. To-day he is a power in national politics.

Other men who worked just as hard, who began the struggle for supremacy with him, who had as much native ability—perhaps more—are still working hard, and their names are not known.

He won because he had a definite plan, from which he never deviated; because he had a fixed goal. His methods were peculiar—decidedly not the methods of a past generation; decidedly his own. They might not win for you. The story merely serves to illustrate the point at issue. You can't win as your father won; you can't win as your neighbor wins; but you can win in your own way, if that way is the result of original thought, of looking into the future instead of the past, and an appreciation of ever changing conditions and methods.

You are here; that is your problem. Decide upon what position you want to occupy in the world; that is the answer; then bend every intelligent effort to the working of the problem. The answer is way at the back of the book. Turn the pages and look at it often. If you don't solve it correctly or in full it will be your own fault. At some point when it will have been of vital importance that your faculties should be wide awake they will have slept.

Remember that you will get just what you earn, not what you think you deserve. People say, "I ought to have good luck, I've had a hard enough time of it." Prosperity is the result of intelligent endeavor, not a prize awarded those who have been unsuccessful.

You can attain the end you most desire, but you must pay for it; the price is giving up smaller ambitions, disappointing those you love who can not always see as you see, fore-

going indulgence, and, above all, having a definite line of action and sticking to it. There is just one question to be answered: "Are you willing to pay the price?" A. S. Monroe.

Recent Business Changes in the Buckeye State.

Cincinnati—John H. Vonderhae, Sr., of the firm of D. Hoppe & Co., commission produce dealers, is dead.

Cincinnati—George F. Otte, of the Geo. F. Otte Co., wholesale and retail carpet dealer, is dead.

Cincinnati—Jos. F. Walther is succeeded by George Atkinson in the grocery and meat business.

Dayton—H. H. Hall, jeweler and dealer in trunks, is succeeded by John R. Cotterill.

Dayton—Geo. A. Lause will continue the wholesale and retail meat business formerly conducted by Lause & Boeckman.

Dayton—Mr. Lewis has withdrawn from the firm of Mallon, Lewis & Long, dealers in brick and tile.

Gillespieville—Geo. & J. B. Ratcliff are succeeded in the general store business by Geo. Ratcliff & Co.

London—Van Cleve Bros. succeed Geo. W. Kauffman, manufacturer of tile.

Hillsboro—Calvert Bros. will continue the business formerly conducted by Wolf & Calvert, dealers in hardware and stoves.

Mendon—A. W. Copeland has sold a one-half interest in his hardware business.

North Hampton—Overpack & Wones succeed J. W. Ryman in the general store business.

Milford Center—Robinson, Connor & Co. are succeeded in the hardware business by the Robinson & Richter Co.

South Solon—Jas. Redmond succeeds M. C. Price in the general store business.

Springfield—Louis Stern will continue the clothing and men's furnishing business formerly conducted by Stern & Tittle.

Swanton—Bick & Bratton, grocers and meat dealers, have advertised their closing out sale.

Tiffin—I. L. St. John, druggist, is succeeded by Frank L. Bridinger.

Wapakoneta—The Colonial Cigar Co. is succeeded by the Perfecto Cigar Co.

Wapakoneta—Lizzie C. Tarusch is succeeded in the millinery business by Tarusch & Frische.

Yellow Spring—Jacob Deal succeeds O. D. Bethard, retail grocer and meat dealer.

Dayton—Bankruptcy proceedings have been begun against the Carney Seed So.

New Bavaria—The creditors of C. S. Hornung have filed a petition in bankruptcy.

Firmness is often only the determination to remain in error.

Saves Oil, Time, Labor, Money
By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

The Only Thing

That retards our speed in making shipments is the fact that we cannot ship by telegraph instead of railroads. It doesn't take long to load an order for

New Silver Leaf Flour

after we get it because we always aim to keep enough on hand for quick orders. If you are troubled with slow shipments, try us.

Muskegon Milling Co.

Muskegon, Michigan

**"You have tried the rest
Now use the best."**

Do you want the best that money can buy?
Then you want

Golden Horn Flour

For it is the most scientifically milled flour on the market today. We have recently built an absolutely new mill—pronounced by experts "The Finest Mill on Earth"—equipped with the most improved milling machinery and operated by men who have spent their lives in the study of scientific milling. Flour simply cannot be made better than **Golden Horn**. Compare it with any other in the country and judge for yourself. We always sell **Golden Horn** for just what it is actually worth. Right now is the time to buy. We cater to buyers of mixed cars of flour and feed.

Manufactured by

Star & Crescent Milling Co., Chicago, Ill.
The Finest Mill on Earth

Distributed by

The Davenport Co., Grand Rapids, Mich.



Story of Shoes for the Little Ones.

"Look here, you crusty rascal, if you don't hold out better inducements, I'll stop doing business down your street," said the stork to the shoe man. "Now, don't dodge. I haven't any posies of paradise for a worthless old bachelor like you.

"But I've a word to say to you in a business way, and you sit down there until I've said it," went on the stork. "I want my product treated well in your store. Do you understand that?"

"I want the babies to have a fair show. I want to see your window filled up solid, for one solid week, with footwear for the little fairies of the home. When these spring days come, and the sun shines bright, the leaves blossom gloriously and the birds sing merrily, and the little people that I bring from the Land of Nowhere come out for their morning journeys in the carriage, or by the proud mother's side, then I want you to get right into line and show up the best you have for the rising generation.

"Toss those 'has beens,' those comfort slippers, those fireside favorites, those warm goods into the store room. Their time may come again in the autumn. But now is the time of the rising generation, that of the little people who in the spring time first come out into the world that they are to conquer as the years roll by. While the wintry winds have blown, and the storm king has raged, they have romped by the warm hearth. But now nature is warm and smiling and has invited them in that language known only to childish fancy to come into the warm, sunny air and flourish and be happy.

"Now, you unromantic bachelor, have I preached enough to you to inspire in you the spirit of the occasion?"

"Toss out those 'has beens,' I say. In their place make a 'Little Fairies' Paradise,' a little Ones' Greeting,' 'The Infants' Footstool,' or any other appropriate name that appeals to you. Make your display attractive, impressive and emphatic—something that will draw the baby carriages around until the police send out the riot call, and the mayor talks of ordering out the militia to disperse the mob. Better still, make it so practical that the adoring 'mamas' will bring around the proud 'papas' the next day to buy a pair of those lovely pink and white silk and lace adorned tiny 'shoosies' for 'sweetness' at \$2.50 a pair.

"There, you flint hearted old rascal, I knew that the clink of money would strike sparks in your soul," went on the stork.

"Do what I ask as a business proposition, because there's money in it, if you can't raise courage enough from what I and the distinguished

Mr. Roosevelt have been preaching to you.

"Is there money in infants' goods? Well, wake up, you old fossil. Didn't you know that a couple of proud parents will go barefooted for the sake of buying a handsome pair of 'booties' for their heir to carelessly fill with ink and then thrown down the parlor register.

"This baby shoe business hasn't half been worked up yet. It's still in its infancy. See the point? You, yourself, ought to be able to remember the time when a pair of crocheted 'booties' or a pair of cowhides that fitted like a college boy's cap on his football crop of hair was good enough for the rising generation. There's a million new babies a year, and they have to have shoes, because they came barefooted into this cold, stormy world.

"But, since they have begun to raise youngsters on card index systems, teach them physical culture, feed them on scientific foods and dress them according to the fashion plates, there has been a big change in making and selling footwear for the coming generation.

"Time was when a man could scrape up a handkerchief bundle of scraps in a shoe factory, take them home, and make them up into 'cacks,' selling them at 25 cents a pair, and in the long run making profit enough to spend ten or fifteen years in luxurious idleness. But that was in the good old days.

"To-day it takes a scientist and an artist to make children's footwear. I'm not joking now. The lines of the infants' shoe have got to be scientifically correct. Since Edward Bok, McFadden, John Brisben Walker and others have tackled the race question, the race must begin on a sure and strong foundation, which necessarily means good footwear.

"And so you will see the footwear experts studying children's feet, studying the pink little toes, the soft muscles of the bottom, the curves of the instep, the span of the arch, and everything about the foot. To get that foot started growing right is an important question to the shoe man.

"The walk of the child and the man, the barefooted savage African, the stride of the beast, the step of the soldier and the leap of the athlete are all studied by the shoe expert with the hope of settling that all important problem, what is the proper way to walk? So you have the educator, the regulator, the natural, the orthopedic and a host of other shoes, all intended as absolutely correct, scientifically, hygienically, physically and otherwise for little people. One shoe expert of to-day actually hopes to make a shoe that will fit the foot, both on sole and upper, as a glove does the hand, and he is making progress in that direction, especially on children's goods.

"And there's art in making infants' shoes, too. Look at these samples, pink and baby blue, a delicate

Your Next Innings?

Solicit the Trade from BASE BALL CLUBS and

WIN new customers to your store.

Order sample pair of Base Ball Shoes at once

Sizes in stock April 1.

Sholto Witchell

Everything in Shoes

Local and Long Distance Phone M. 2226

Majestic Building, Detroit, Michigan

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



Right In The Swim

Is the dealer who has a line of **Top-Round Shoes for Men**. When he sells to customers they return with smiles, asking for the same name and price. Our Top Round shoes have a character. Once worn always worn—and to prove these things will give a more liberal guarantee than any other manufacturer in the world. Send a postal and our samples will reach you.

\$3.50 Top-Round Shoe \$4.00

White-Dunham Shoe Co.

Brockton, Mass. Dept E

green, red, pure white and a dozen other leathers, all made up especially for the children's trade by an expert tanner. Here is a host of patterns, wonderful creations of leather, silk and laces, befitting the little fairies. Get a catalogue, read it over and you will be amazed at the wonderful shoes that are made for infants, you crusty old bachelor, who never have realized what pretty things there are for babies.

"Now to come back to business again. I hope you see that there is a big trade to be had in children's specialties this spring. Get your window fixed up to please the little ones and their mothers. Put plenty of color into it and lots of dolls. Make it a fairy land scene, or a doll's party—for these things appeal especially to children.

"Advertise your display, too. If you have the courage, try that plan that has worked to perfection in many a town—offer free shoes for a year to every baby born in town. It won't cost much. Besides it will give you a reputation as a philanthropist. And you remember that Andrew Carnegie is now giving away libraries in order to get a reputation as a philanthropist.

"I suppose it is a hopeless case for such a forlorn individual as you to ever try to fit two children to footwear consecutively without getting cross. Don't try to do it. Hire a young lady. She may not know much about the shoe trade, but she can give you points sixty minutes an hour on pleasing children, and their mothers, too. You can pass out the goods and take in the money while she fits the shoes.

"Now, I think I've impressed on your mind the value of a 'Babies' Week' at your store. Arrange it according to the weather, when the warm spring sunshine brings out the flowers and the babies, preferably just before the Easter opening. Do not let the carriage dealer and the ribbon man across the street get all the babies' trade. The scheme is a dandy to catch a family trade. Buying babies' shoes will bring grown-up people to your store. And if you are in business twenty years longer there will be more than one young fellow who will point out your gray haired head and say, 'He sold me my first pair of shoes.'"

So saying, the stork flew away and left the shoe man thinking it over.—Fred A. Gannon in Boot and Shoe Recorder.

Passing of Cowhide Boots.

The sturdy boot of cowhide, the pride and comfort of our New England grandfathers, is disappearing from shop and store. It may still be seen here and there upon the farm, but it has no place upon the polished parlor floor nor in the trolley or cab of the city.

The boot came to these rocky New England shores with the Pilgrims. It broke the brush of the virgin forest for hardy pioneers, and it trod down the seed of many a harvest upon the homesteads.

Glover's men of Marblehead march-

ed off to follow Washington in '76 wearing fishing boots, shiny with oil from the cod and salt from the spray of the sea. Whittier, the Quaker poet, hammered upon thick boot soles to the measures of his rhymes, and Henry Wilson, "the Natick cobbler," pondered on questions of state as he pulled his good waxed ends taut, and dreamed of future greatness.

Walt Whitman tucked his trousers legs inside his high boots and went out and made friends with the boatmen and clam diggers. Politicians donned boots that betokened toil at election time, just as the officeseeker of to-day puts on a glad smile and puts out his glad hand. A clergyman of high fame attributed early successes to his cowhide boots, which he wore in his pulpit so that his congregation would feel that he was one of them.

Everett Dunbar, who still makes boots by hand down in Lynn, has the wedding boots of a now prominent Lynner, worn twenty-five years ago. The Lynner wore them only to his wedding, although he paid \$16 for them. He wouldn't dare to wear them to-day, although they are a splendid specimen of bootmaking, for they have a comfortable broad toe, and crimp tops, and are made of cowhide, all of which are decidedly out of fashion for full evening dress to-day. A few grandfathers of to-day still call for their high boots, considering them a sovereign preventive of "rheumatiz, pneumony and other pesky ills," especially if worn with the trousers legs tucked into the boot top, so that the cold and dampness can not creep beneath the clothing and reach the body.

Even from rough mining camps, and the trail and the ranch of the West, the boot is disappearing. College boys struck Western camps with heads full of ideas and feet in laced high ankle boots, like the storm boots seen in Boston to-day. "Dudes in yaller boots," sniffed the veteran miners, but it wasn't long before the veterans themselves found the snug-fitting laced high boots of much value in supporting the ankles and in keeping out stones. And hunters and cowboys and ranchmen learned the same thing, too.

So the sturdy boot of cowhide is passing and civilization is marching onward in lighter and more scientific footwear.—Boston Globe.

On the Stand.

Lawyer (in cross-examination)—Have you ever been arrested?

Witness—Only three times in the past week.

Lawyer—Where were the arrests made?

Witness—In my automobile.

A woman's memories of her first love are preserved in briny tears—a man's go up in smoke.

He who is not introduced to Folly in his youth too often weds her in his old age.

The way to measure a man's character is to note the little things he does.

Banigan and Woonasquatucket Rubbers

still maintain their pre-eminence in Popularity for their exquisite style, fit and fine wearing qualities.



The same degree of satisfaction is experienced by customers wearing our light rubbers—Croquets, Storms, etc.—just the thing for spring—as is desired by the necessary hard usage of our heavy rubbers—Lumbermen, Perfections, Duck and Gum Boots, Etc.

That's all.

BANIGAN RUBBER CO.

GEO. S. MILLER, President and Treasurer

131-133 Market St.

Chicago, Ill

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.

Easter Window Trim Out of the Ordinary.

There are too many retail shoemen who, while realizing that Easter affords a rare opportunity to push many medium and better-grade shoes, wait until it is time to trim the windows and the store before planning the style of display, and who enter upon the work with no well-defined plan for making such trims. Easter will soon be here, and now is none too early to lay plans for it. You may take it for granted that most of your competitors will duplicate their previous trims, and I propose something radically out of the ordinary; simple, it is true, but effective:

Buy the largest sheet of heavy "mat-board" that your local stationer sells; it should be dark in color, a gray or a rich brown. If you can not get a sheet which is at least three feet high and a few inches narrower, have a carpenter make a panel of rough, thin boards, as large as I have said. Perhaps one of your sales force can make it, using box boards, and cleating it across the back. If the wood panel is used, cover it with sateen or felt, or, if the store windows are handsome ones, use velvet. The cost is not great and the material can be used afterwards for many purposes. The fabric should be of a deep purple, for no other color is more appropriate for Easter use.

Now buy a large sheet of the heaviest sort of artists' paper; if you can get the kind which has an extremely rough finish (cartoon paper), so much the better. This sheet will cost you not less than 40 cents. As to the lettering: If some one in the employ can letter neatly, all right; if not, get the local sign painter to do the work, for the words must be as smoothly and well written and shaped as if they were printed.

As the card is to be somewhat dignified in tone, a sentence or two like the following may be used:

Easter Will Soon Be Here.

We have made full preparation for that event—have purchased the best of all the new spring styles for your choosing. On this window will be filled with them. You will see the naggiest and daintiest of footwear, all new, all fresh, and bright and worthy. There will be shoes here which will add the finishing beauty-touch to Easter suits and gowns. We shall be glad to have you see them.

As I have said, this should be printed with great care, and the initial letter E should be at least four inches in height, colored paints or inks being used to give a bright effect. The other letters in the word "Easter" should be about twice as large as the rest of the letters on the card, and all the letters, except those forming the first word, should be black. This should be written so that a broader border of white space may entirely surround the wording.

Now glue the paper to the mat-board, or fasten it on the face of the covered wooden panel, leaving it loose at top and bottom, so that you can so roll the paper as to give it a

scroll effect at both ends. Pin or paste a couple of pieces of broad, purple satin ribbon to the lower right-hand corner of the scroll, so that when the paper is rolled up at the bottom the ribbon will fall loosely over the roll, as if it were attached to a seal, as on a diploma. When you have done this, you will admit that you have a very striking and beautiful window card, one which will attract the attention of every person who comes within seeing distance.

If you have two windows, clear out one four or five days before you make your Easter shoe display; have it bare of shoes, showing goods, as usual, in the other window. Puff cheese-cloth or sateen all over the bottom of the empty window, and place in it the big card I have described. The effect of the great, formal scroll, rolling away from the purple or gray background, will be very fine. The card may be made to lean against the window back, or if your window is too deep for that, stand the panel halfway, supporting it by an attached leg, like an easel.

If you will then get a large bowl from a china store, fill it with jonquils, lilies or roses, and place that in front of the card in the window, not in the center, but near one front corner of the window floor, your "advance Easter trim" will be one that will arouse interest in your store and goods through its very beauty.

If you have only one window, and still wish to show goods, you may use wire display brackets, showing shoes up and down the sides of the window—but be careful to have but a few, that the simple effect of the window shall not be spoiled.

"Not much like any other shoe windows"—do you think? So much the better. Novelty is what pays best, and the window display on the date specified on the card will show enough shoes to satisfy you and every one else.

I forgot to say that in the space left blank in the wording to be used on the card, you should insert the date on which the Easter shoes will be shown. Next week I'll tell you how to put in the next trim. Better start at once to get this one ready—it will pay.—Shoe Retailer.

Kings go to war for the same reason that fools go to law.

? DO YOU WANT MORE BUSINESS That's Our Business

We are quick sale specialists with an unequalled record. We conduct business-building sales --stock reduction sales--close out stocks entirely—at a less cost to you than by any other firm in our line. Our long suit is in making things lively for stores that wish to grow. We want to explain our plans to you in full. If interested, write us in confidence, now, stating size of stock.

C. N. HARPER & CO.
Room 210, 87 Washington St., CHICAGO

Hood Rubbers

Last year there were more Hood Rubbers made and sold than any other one brand. Last year we bought and sold more Hood rubbers than any year in our history.

Why?

Because retailers to whom we sold Hood's in 1904 made larger sales and more money than ever on their rubber business, because they had

The Best

After all money's what we're all in business for. Why don't you get in line? We've got the goods.

—
Geo. H. Reeder & Co.

State Agents

Grand Rapids, Mich.



Don't Forget

That we want a merchant in each town to handle the

Skreemer Shoes

which are the best popular priced shoes on the market.

We are distributors for these shoes and we will send a salesman with a full line of samples to see you if you will drop us a postal.

—
Michigan Shoe Co.
Detroit, Mich.

Necessity of Keeping Stock Clean.

The shoe man who carries the fewest styles is the one who has the cleanest stock at the end of the year. We do not mean that you are not to show your customers a general assortment of the prevailing fashions in footwear, but simply as a caution not to load up on every new thing that comes along.

When you first opened up a shoe stock you had what you supposed would be a good enough variety for the trade in your vicinity, and the chances are you were correct, but since then you have added at least three times as many. Why did you do it?

Various causes may be cited. One very common cause was your desire to please everybody that came in and give them exactly what they wanted. A very worthy desire, to be sure, but the longer you are in the shoe business the more will this fact become fixed in your mind, that it would be an impossibility to please everybody if you carried a million dollar stock. So the sooner you banish that idea from your mind the better off you will be.

It's true that you should exert yourself to the utmost in their behalf, but do not get it in your head that you can perform, with a two thousand dollar stock, what the biggest shoe store in the United States fails to do every day in the year.

And another cause of too many styles is the inefficient shoe clerk. When we get started to talking about him we lose patience and are apt to say things that sound very harsh, but if there is any one subject more than another that should appeal to the shoe merchant it is the subject of clerk hire, and unfortunately it is the one thing that is most sadly neglected.

The ordinary merchant thinks the same clerk that can weigh a quarter's worth of sugar and wrap up a pound of coffee is as good a shoe clerk as the one who has spent years at the business. Sometimes he is right, but ninety-nine times out of a hundred he is dead wrong.

As we have repeatedly preached in these columns, the selling of shoes is more a profession than any other branch of the mercantile business, and it must be carefully studied, and the fellow who is going to learn the business must have plenty of tact to start with if he makes a success of it.—Shoe and Leather Gazette.

How the Steel Corporation Was Put Together.

The first speaker said: "I will tell you how it was put together. It was put together more with millions of cash than with negotiations. It was in fact bought through. All dissensions were settled for cash. People who kicked were to some extent bought off. Some were flattered and some were frightened, but it was cash that did the business and no man yet has ever been able to figure from the percentages in new securities offered by public advertisement where the concern came out and it is useless for anyone to attempt to figure."

The second speaker: "You have not got the real inside of that business. You may be right as to where the money was made and lost, but I will tell you who got the real 'dough.' I do not know how it occurred or what were the influences brought to bear, but when Mr. Morgan thought he had his plans near completion he was notified by letter from Andrew Carnegie that unless the Moore Bros. went into the combination he would not put in the Carnegie Steel Works and take mortgage upon the whole. Somehow the Moores knew this fact, and they played it for all it was worth. They made anywhere from \$50,000,000 to \$100,000,000 on the Steel deal and nobody else made anything like it."

The third speaker: "I will tell you where I found the shrewdest brains at work in the whole combination. Isaac Elwell did not ask anything about the price at which his Steel & Wire interests were to go into the combination. He snoozed around and found out what everybody else was to get and then took the train for Chicago. John W. Gates went over to Morgan's and traded the Steel & Wire Co. into the corporation without making a single enquiry as to what anybody else was to get. It never occurred to him that there was anything else but a straight trade for new securities as good as he gave up. He came back and reported to his associates the good terms he was getting—117½ in preferred and 102½ in common. 'What are the other fellows going to get?' was the enquiry. Gates replied: 'I don't know; I never enquired; that was none of my business.' 'You blankety blank idiot, where did you leave your brains?' was the response from Isaac Elwell in Chicago. And then Uncle Ike, as the boys call him, did not allow the grass to grow under his feet before he sold the new securities, or all it was safe to part with. Meanwhile, other people who had traded good securities into the Steel & Wire Co. could not understand the selling. The selling was not Morgan's; it was the Moores', but the procession was led by Elwell."

A woman's smile may wreck a man's heart, but it's another kind of "smile" that wrecks his health.

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

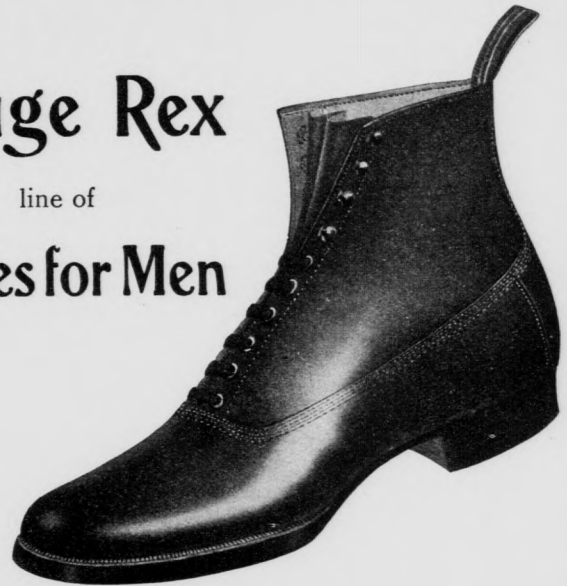
No. 442

One of the Numbers of the

Rouge Rex

line of

Shoes for Men



Kangaroo upper, full Bellows tongue. Solid Sole Leather Counters and Insoles, ½ 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.



ALWAYS

None genuine without this trade mark.

People expect to pay a good price for good shoes—and expect a great deal from good shoes.

Our line gives them just the solid fair and square and better than expected value that holds your trade and increases your business.

If our line is not on sale in your town we would be glad to call and show samples.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Standard Last Needed With Standard Measurements.

That the wholesaler is an important factor in shoe business is an undoubted fact and that there is a vast amount of capital invested by them is true, also. Now, if these two facts are indisputable, I would like to know why wholesalers are not to have voice in the matter of shapes of lasts? Is it possible that wearers of shoes and those who handle most of them are ignored when it comes to a question of how the foot is to be twisted, or the toes are to be pinched, or which toe must ride its neighbor?

Each season sees a difference in the shapes of lasts that are used to make fine grades of shoes. And yet the same old feet must find some way of getting into the shoes. And these same old feet must bear the weight of the body of the person who walks the hard pavements of cities and towns. One of the largest and best known wholesalers in an Eastern city lately said that it was entirely beyond their control that such radical and frequent changes took place, and that no one regretted it more than wholesalers.

To tell the truth the most frequent as well as most radical changes in shapes of lasts are made by small manufacturers who think it incumbent on them to show new styles each succeeding season. It is no injury to feet if changes are made in the styles of cuts of uppers only, but when lasts with swing to the inside, so much so that the forward part of the foot is twisted to one side, is worn for one or two seasons, and then shoes made on lasts with the swing to the outside are sold by retailers, almost to the exclusion of those that wearers have been endeavoring to shape their feet to, it is beyond reason and common sense, and should be discountenanced, not only by retailers but by wholesalers as well.

It is to their interest to prevent changes as changes of shapes and styles often result in much loss to them by having on hand lots of the discarded shapes, and the only way to get rid of them is to offer them at almost any price, instead of keeping right on ordering more, and considering them as standards that would be safe to stock up with. I don't mean to say that there should be a standard last from which there should be no departure, but any sensible person can readily understand that all engaged in the shoe business, whether as manufacturer, wholesaler, or retailer, would be much better off in many ways if there was, among the many freaks and other lasts, one that was acknowledged as standard, because of its good fitting qualities, and sensible as well as nice appearance.

Kick and fight against it as they may, all lasts and shoe manufacturers who think of it at all, must know that we are destined to have a standard last before many years have passed, not only standard in shape but standard in measurements, and standard places in which to measure those strappings. Wouldn't it be fine if a wholesaler could order, season after

season, from the manufacturer, case lots by number of styles, button, lace, congress or other kinds, and simply say make so many A, B, C, D, E and EE, on standard last, knowing what he was to get would pile right up with those he had on hand, because they would be the same. If carried over from season to season they would never become outcasts.

There are altogether, too many good wearing shoes consigned to auction houses, and if shoe manufacturers ever do get together near enough to regulate the last shapes a long step will have been made toward the prevention of lots of shoes being sold at cut rates when their qualities would warrant a good price.

The old idea of a shoe factory was that it should make anything called for in the line of footwear. This is still the policy of a good share of the European factories. The modern idea is specialization, and it has come to be almost the rule that the bigger and more successful the factory the fewer the lines in its product.—*Boot and Shoe Recorder.*

Diversity of Shoe Styles.

Although the calendar does not say spring is here, nor nature give any considerable evidence of having done with winter, shoe retailers, who believe "the early bird catches the worm," are already showing spring shoe styles—and selling them to a few early buyers. Window displays contain practically nothing new in the shape of footwear. Variety rather than originality will no doubt be the characteristic of the year 1905 in the shoe world. This is a cosmopolitan nation and its shoe manufacturers and shoe sellers, have apparently agreed that, for a season at least, they will make and offer for sale everything that could possibly be asked for by anyone. An enterprising retailer, who sells only the grades bringing \$3.50 the pair or more, said: "I aim to put at least one shoe of every style in stock into the window display and in former years have often put several shoes of one kind in to complete the display. In arranging my window last week with the new goods for spring, using but one shoe of a style, I was unable to display more than half the different kinds." He undoubtedly spoke the truth and what he said would be endorsed by many other dealers.

A single window display contains a pointed-toe, closely resembling the tooth-pick of a few years ago, as well as the wide custom last which never fails to find friends. Between these two can be found a variety of models sufficient to satisfy those who eschew extremes. Men's shoes are shown with common-sense, half-military and full military heels. Women's shoes are made with common-sense, opera, the numerous Louis heights, as well as heels of the military mold. Vamps are cut in all known patterns. You may select from button, Blucher or bals; in boots, or if you prefer, slippers or oxfords.

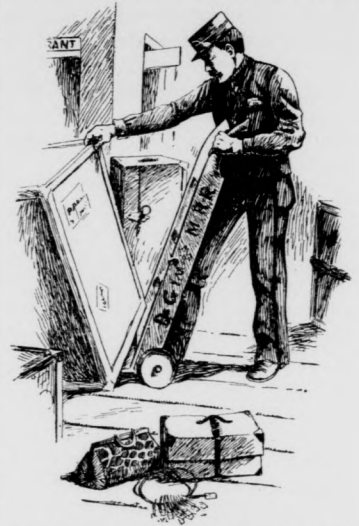
An abundance of finishes abound in leathers. Patents and enamels,

dull and bright blacks in calf, cow, horse, colt and kid.

Colors are shown in several shades, the more popular being tan, brown, chocolate and champagne—a few of these in patent finish. At some of the stores they are already selling many tan oxfords and a prominent member of the trade predicts that there will not be enough of these to go round before the season is through. White and gray canvas shoes and oxfords are also expected to sell in large numbers later in the season.

A few years ago when a determined effort was being put forth in certain quarters to forever relegate the pointed toe to oblivion the proprietor of one of the largest retail shoe stores in the world was asked to give his opinion. He said: "I attribute such success as I have attained to the fact that I have invariably endeavored to give the people just such shoes as they thought they wanted. When the people are again ready to buy and wear narrow toes, and I believe they will want them again, I shall be prepared to supply the demand." It is possible this man may prove to be a prophet and the time is here when manufacturers will make and dealers will sell what people want, instead of trying to compel the public to buy that which is made to satisfy the opinions of a few individuals who, in times past, have imagined they were called upon to prescribe certain shoes for their fellow beings to wear.—*Shoe Trade Journal.*

Tim the Truckman



Tim the truckman, who trundles the trunks, Trying to thump them up into small chunks, With his trusty truck in shine or rain, He breaks up the trunks with might and main And if they don't break with the awful abuse, He jumps on them hard with his HARD-PAN shoes.

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.

SINGLE INSIDE LIGHT 500 CANDLE POWER

SINGLE INSIDE LIGHT 500 CANDLE POWER

SINGLE INSIDE LIGHT 500 CANDLE POWER

25% Discount

For the Next 30 Days

Of course you want a lighting system and we have the kind you want. Write us to-day and get prices on the wonderful

N. & B. Automatic Gas Machine

IT HAS NO COMPETITOR

Manufactured by **Noel & Bacon Co.**
345 So. Division St.
Both Phones Grand Rapids, Mich.



Increase Your Sales

A barrel of Decorated Nappies and Teas for \$13.50 sell for \$21.60, you make \$8.10.

Twelve Decorated Dinner Sets for \$50.00 sell for \$63.00, you make \$13.00.

We are manufacturing one of the best high grade semi-porcelain bodies produced in this country and we offer the above inducement to give you an opportunity to prove same.

The American China Co.

Toronto, Ohio, U. S. A.

Cut this out and write us, mentioning the publication

CLOTHING

News Things in Shirts, Collars and Cuffs.

Following the early efforts of furnishers to get their spring lines well introduced, there should be a good duplicate business in shirts this season. Furnishers have not considered the weather, but having their new stocks ready, and no old goods to push out, they have made early efforts to get trade on the new and got very satisfactory results, all things considered.

Should March prove as interesting a retail month as February was, the salesmen for manufacturers, when they start out in April with fall lines, should reap a harvest of duplicate spring orders. Although retailers bought more liberally on initial orders for spring than has been the case in the past few years, the lack of old stock to do business on forced them to push the new to the front at once, and as new goods are always more or less an incentive to the consumer to buy, the introductory spring showings have awakened interest, and with the same amount of interest sustained throughout the present month there will be early duplicating.

Since the first showings of spring lines there has been a fair sale of pleated-front shirts, contrary to expectations; in fact, they have gone better than plain fronts. The fact is that there is no better time of the year than February and March for the sale of pleated fronts. This is a sort of in-between-season period, up to which time most men who have been wearing stiff bosoms tire of them after a winter's service and welcome a change to the semi-stiff or soft-front pleated shirt. This is especially true of the trade in large cities, where there has been a better demand for pleated shirts right along than is experienced by country dealers. The pleated front is still a favored style with the best trade, and a leader with the custom makers, and continuing in fashion with the best dressers there is sure to be a fair demand for it, at least in high-priced ready-made shirts. Whenever pleats have been in style they do much better in the high-priced lines than in the lower grades, because it is so much easier to turn out a handsome pleated shirt at a good price than at a popular one. One of the complaints hitherto lodged against the pleated shirt by the consumer is that the bosoms have been made too long and when worn crush up about as quickly as they are put on. Realizing that a shorter bosom would take well some makers have shortened their pleated bosoms and retailers report that they find them very satisfactory, as customers complain less about them.

Immediately after Easter, when the fold collar comes into general use, there is certain to be a large demand for plain front shirts, and if retail

purchases of these have been larger than usual it is because they have placed most faith in the soft plain front style and believe it will be the largest seller this coming summer. As the plain front has been a ready seller all through the winter with the custom trade, as well as in all other grades, and is talked of by the best trade as the spring and summer leader, the factories may be expected to anticipate the demand by doing the usual thing when prospects are good on a particular style—overproducing and glutting the market with more merchandise than can be consumed. There is a note of warning, however, in past experiences which should serve the factories well as a lesson for this season, and as stocks have been in the normal state now for some time, they should be kept well regulated that there may be no menace to good profits, once the retailer begins to get a good share of business.

In a previous issue we showed two illustrations of the then latest novelties in hand-embroidered fronts and cuffs. Recently there has been introduced, to be worn with day dress, white pique fronts in ribbed goods embroidered with floral sprays, fleur-de-lis and Grecian designs in three colors, the cuffs matching. The body fabric is a white madras in granite shown in the figures. A style so extreme as this is naturally limited to a small number of wearers, the few men who do not consider anything too showy so long as it is a novelty and different from the ordinary.

The latest importations of high-priced shirtings show solid color grounds in plain weaves, marled grounds, pebble weaves, double-and-twist weaves and granites, over-run with woven patterns in self color, all of which fabrics are shown with single and group cord stripes at wide intervals and heavy or Bedford cords in contrasting colors. Also in white grounds with similar stripe effects. Although these recent introductions have been described to the writer as the latest tendency in shirtings, there are buyers who have little faith in stripes and great confidence in figures, and, believing figures will sell better, will push them up front.—Apparel Gazette.

Two Miles of Track in a Day.

A new railway track layer, with a crew of forty men, will lay two miles of track a day. The track layer has a huge crane sixty feet long, which projects forward over the road and hauls behind it a train of sixteen flat cars loaded with ties and rails. A continuous double line of cars moves constantly over rollers and carries the ties with it. Both rails and ties are seized at the proper time by the machinery and placed on the road in front of the train, where they shortly form part of the track over which it passes. This device is said to be the most expeditious as well as economical track layer in the world.

The safest way to conceal stupidity is to remain silent.

There is No Risk Selling

"Clothes of Quality"

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

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

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

M. Wile & Company

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

MADE IN BUFFALO

MACKINAW SEASON, 1905

BLUE LINE

THE IDEAL CLOTHING CO.

TWO FACTORIES

WHOLESALE MANUFACTURERS.

GRAND RAPIDS, MICH.

RICHNESS IN APPEARANCE & WEIGHT SUPERIOR TO ANYTHING BROUGHT OUT IN OUR 15 YEARS EXPERIENCE IN THIS BUSINESS. STRIKING DESIGNS THAT WILL BE IDEAL FOR WINDOW DISPLAY.

The Sheep as He Appears in History.

Of all domesticated animals the sheep, from time immemorial, has been most closely associated with man. It can not be ascertained when, if ever, they existed in a wild state, for as far back as historic records go sheep were the faithful companions of our race and utilized both for food and clothing. Naturally gentle, they were easily petted, and it is easy to imagine that long before the dawn of civilization savage children had either favorite lambs for companions, while the older ones herded the flocks as their principal reliance for subsistence. When literature appeared and records began to be kept, universal and frequent mention of the sheep is found in all the sacred and profane writings of antiquity. Biblical history, from the time of Abel, is full of allusions to the flocks which formed the chief possessions of the Jewish people and their neighbors. The spoils of war and the tribute of vassal kings largely consisted of sheep. Thus we read that Mesha, King of Moab, was a sheep master, and rendered unto the King of Israel 100,000 lambs and 100,000 rams, with the wool. Ruth, the heroine of the loveliest of love stories in the Old Testament, was a native of Moab, and it is easy to picture her spinning cloth for her family in the affectionate household of her mother-in-law, the faithful Naomi. When Moses, toward the close of his weary wanderings in the wilderness, gained his great victory over the Midanites he obtained as loot no less than 675,000 sheep.

Sheep were familiar to every country of Asia, and long before the Christian era they were cultivated in Western Europe. Spain and Italy possessed them from an unknown period, they were extensively owned in all the Greek states, and there is every reason for believing that the barbarians of the North, in what is now Russia and the Balkan States, relied upon the sheep as their chief source of food and clothing. Theocritus, the sweet singer of the Grecian Isles, who flourished long before Christ, addressed many of his beautiful pastorals to depicting the joys and sorrows of the shepherds, the docility of the lambs and the affection of the master for his flocks. Virgil, the Roman poet, at a later period, made the woods re-echo with the praises of the beautiful Amaryllis and her faithful lover, the gentle shepherd Tityrus. In fact, the finest of both the Greek and Latin lyric poetry was composed in honor of the humble animal so familiar on all farms in ancient, as well as modern times. It is difficult to ascertain just when the custom of shearing the fleece originated and what people deserve the credit for this valuable discovery. It is known, however, that long after the founding of Rome the inhabitants thereof continued to obtain the wool by plucking it from the skin, and this comparatively awkward and unsatisfactory method was not wholly abandoned until the time of Pliny. It is easy enough to see why the sheep obtained so strong a hold on man

from the beginning and has held it through all the subsequent generations. Valuable as food always, it was invaluable for clothing purposes, especially to a primitive people, unacquainted with the fine arts that prevail in a higher state of civilization. The savage's only resource for a covering was in the skin of beasts, but stupid as he was, he could not long overlook the superiority of the sheep's wool over all other animal integuments. It was doubtless a long time before he discovered the art of spinning the fleece into yarn, and still longer before he found out how to weave the cloth. These, however, are very ancient inventions, and it is impossible to over-estimate their value in lifting men from barbarous to civilized conditions. As the race could make no intellectual advance until suitably clothed and fed, and as the sheep supplied both these needs as they were supplied by no other animal, it is but a fitting recognition of this lowly creature to give it high place among the world's benefactors.

Climbing the Ladder.

"There is plenty of room at the top of the ladder of success, but the rungs on the way up are well crowded."

The quotation is only a new wording of an old saw by a modern wise-acre. It was called forth in a discussion of the chances of the young man of to-day as compared with those of the last two decades and the last generation. Invariably in such discussions there is more or less to say of the trusts and how they have crushed the small competitor out of existence in the business world, giving the average man less of an opportunity for an independent living.

There is another side to the trust question, however, and this time and this column are appropriate for its parade. In the formation and development of these big corporations a better chance has been provided for the young man without capital, who is starting absolutely at the bottom of the ladder, than at any other time in the history of our country. Prizes are offered for brains—cultivated brains—energy, intelligence and conscientious effort. The salaries paid to men of ability are enormous, much higher than the same men could make in business for themselves with modest capital. The way to them is straight enough. That is the side of the trust question that is of value to the ambitious young man. That the rungs of the ladder of success are well crowded need not deter any one from starting to climb. It is a peculiar ladder and a good climber is not impeded by those ahead, nor does he need to knock them off. He will find it easy to climb right past them.

Discovered.

"Oh! George!" murmured the sweet thing, reproachfully, "what would papa say if he knew that you ever touched liquor?"

"He has discovered it already, dearest," admitted her fiance, sadly.

"Mercy! And what did he say!"

"He said: 'Well, George, I don't care if I do!'"

Wake Up Mister Clothing Merchant

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

Superior Values with a Handsome Profit to the Retailer

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

Spring and Summer Samples for the Coming Season Now Showing

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

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

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

Grand Rapids Clothing Co.

Manufacturers of High Grade Clothing at Popular Prices
Pythian Temple Building, Opposite Morton House

Grand Rapids, Mich.

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

H. H. Cooper & Co.

Utica, N. Y.

Manufacturers and Wholesale Dealers in

Medium and Fine Clothing

Perfect Fitting
Well Made and Good Materials

Our Garments Always Handle with Satisfactory Results

The Right Kind of Clothing at
Right Prices

Represented by

J. H. Webster

No. 472 Second Ave., Detroit, Mich.

MERCHANT OF THE FUTURE.

He Certainly Is the Salesman of To-Day—

- Who has character.
- Who is always cheerful.
- Who endeavors to be correct always.
- Who does the very best he can at all times.
- Who never fails to be polite and courteous.
- Who learns from the open book of experience.
- Who makes business success in a business way.
- Who with the boss "pull together" for business.
- Who does not dream, but finds and does his work.
- Who never thinks of failure, but hopes for success.
- Who although he makes mistakes will stand corrected.
- Who attends well to business during business hours.
- Who willingly listens to advice and profits thereby.
- Who is an up-to-date man, but is not prone to be fast.
- Who does not constantly keep his eyes on the clock.
- Who knows "success is the law of life," and hustles.
- Who is straightforward in all his manners and dealings.
- Who knows "time is a sacred thing" and does not waste it.
- Who aims at something and never lets up until he has it.
- Who is not a victim to the vices that beset all young men.
- Who keeps everything in the store neat, tidy and orderly.
- Who has a well defined character and desires for business.
- Who is not content with being just the average salesman.
- Who strikes out with a real determination to win success.
- Who endeavors to know the business "from the ground up."
- Who rises early and is at business when the store is opened.
- Who does not jump at conclusions, but feels them out first.
- Who is always on trial and always the same to all persons.
- Who waits on all customers as he would like to be waited on.
- Who does not try to grab the earth, but works to acquire his share.
- Who can "think twice before you speak," but thinks quickly.
- Who believes system in business makes it easier and better.
- Who saves time and money to spend, or invest, at the proper time.
- Who trains his tongue to utter only pleasant words for everybody.
- Who does not make everyone his confident, but makes them his friends.
- Who has enthusiasm for his motive power to help him to success.
- Who in his work has a place for everything and keeps it in its place.
- Who remembers: Eternal vigilance is the price of business success.
- Who enters into the confidence and plans of his employer—his adviser.
- Who never allows himself to be-

come slouchy and careless in his appearance.

Who is an aggressive hustler and leaves a lasting and favorable impression.

Who saves his energy, ambition and enthusiasm for things that are worth while.

Who carefully plans and executes his employer's business as if it were his own.

Who knows true success is getting the better of yourself, not the other fellow.

Who keeps his nerve and temper under control in trying and vexing moments.

Who observes that life is a constant battle, and enjoys his hard earned victories.

Who has a fixed purpose "to succeed" and heads himself in that direction.

Who studies the trade papers and commits all valuable information to memory.

Who is a student of human nature, and has the qualifications to use them in business.

Who knows money is essential to business success, as well as brains and management.

Who discovers new ways of improving and extending business beyond its present scope.

Who is methodical and punctual. Method is the very hinge of business and there is "no method without punctuality."—Boot and Shoe Recorder.

The Matter of Personal Loyalty to Employer.

Written for the Tradesman.

How often do we see or hear of an employe disloyal to the man or firm that furnishes him with the work that enables him to draw money every Saturday night to keep the wolf from the door the following week and, mayhap, put by something for the proverbial rainy day that comes at one time or another into most lives.

Sometimes the ungrateful one is an employe of long-standing. He owes his daily bread to the one whom he reviles behind his back. On every possible occasion—and, seemingly, some impossible ones—he comes forward with some sarcastic remark concerning his employer, some slur intended to do him injury in the mind of the listener. The wonder often is that these remarks—these stabs—do not reach the ears of the one they are intended to wound.

Once I knew a man in the declining years of his life who was an example at once to be pitied and scorned. 'Twas known that he had been in the employ of the same house and its successors for some twenty-five years. He had hated, during all that time, all the people he worked for. This was well known to others, but for some unaccountable reason those against whom his venom was directed were in complete ignorance of his attitude toward them. Had they been aware of the existence of this rancorous feeling on the part of the underling his presence in their place of business would not have been tolerated. Even to comparative strangers he unbosomed himself.

Finally, an accident deprived the world of a useless man, and then it came out what a snake in the grass he had been for a quarter of a century. There was nothing that could be done then—punishment had passed out of hands that, all unconsciously, had been fettered for years. They tried to put his memory out of their minds, but at every turn they were confronted with objects that reminded of the treacherous one. After many years of prosperous business life the firm retired and all traces of the man were obliterated for the partners. But his very name was one to loathe whenever they heard it.

This is an extreme case, I am aware. Usually the employe's disloyalty becomes known—leaks out—and then it's all up with him. He gets his conge instantler and his place is filled with some one else, who the employer has reason to think will have the interests of the place at heart.

Of course, a man may go to work for another and neither like him nor the job. If so, let him still be loyal to the person over him, and if he doesn't like the place let him hunt for another position and step down and out when he finds one more congenial. But, while he is there, let him be loyal. Harry Harris.

You may have a rubber conscience and still find it hard to erase your sins.

Precept should come from the lips of Example.

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

AUTOMOBILE BARGAINS
1903 Winton 40 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

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

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

The William Connor Co.
Wholesale Ready Made Clothing Manufacturers
28-30 S. Ionia St., Grand Rapids, Mich.

The Founder Established 25 Years.

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

We invite the trade to visit us and see our factory in operation turning out scores of suits per week.

Bell Phone, Main, 1282 Citizens' 1957
Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.

DO IT NOW

Investigate the
Kirkwood Short Credit System of Accounts

It earns you 5 1/2 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

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

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

GOOD BUSINESS MAXIM.**Do the Best Work of Which You Are Capable.**

Taking all men of all classes in all occupations in modern community life, the one great handicap of these masses is laziness.

The two great weaknesses of these masses, to quote a successful authority, are "Doing things without thinking, and thinking things without doing."

Yet handicap and weaknesses in the two propositions are identical in the last analysis. The person who does things without thinking finds the act of thinking repugnant; the man who thinks without doing is the victim of a physical inertia above the mental lassitude that affects him.

The greatest lesson ever learned by any young man starting out in life or by any old man who is working under any possible circumstances toward accomplishment is that the best work any such person is capable of doing is not good enough. This does not mean overwork for anybody. To overwork is as unwise for the employe to do as it is unwise for the employer to exact. But the best policy for the worker in any field is to work always with steam up, not that in certain lines at least he will be able to work every day with the same record of accomplishment, but that he needs first to have the interest in his work, and with that interest to see to it that his steam pressure is kept up.

Any man who ever took a new

position in a new working environment and was pleased at the change has felt the stimulating effect of this work and its environment. Just to the extent that this feeling is stimulated the same person has felt the reaction from it. Logically, this stimulus should not have been marked. But in practice it nearly always is, and in the first sensations of reaction the person may have his first impulse to decrease his steam pressure.

One of the greatest shortcomings of men, and which is laziness in disguise, is the impression that the employer is getting more than he is paying for. As a general proposition he does. Otherwise there would be no employes; it is in the principle of getting more than he pays for that has made the employer an economic possibility. To ask just how much more the employer should have than he is paying for is a thing not to be settled by the employe out of hand. When the employe sets about to establish this measure for his employer he is on dangerous ground.

He forgets that, in measuring the value of his services carefully to his employer, month after month and year after year, perhaps, he is making his own record as a doer of things and as surely grading himself as a man who is capable of just so much work of a certain kind. He is in that work at that certain, fixed salary; if he is thought of by his employer, it is as a \$15, \$20 or \$25 man; if a vacancy worth \$50 or \$100 a week occurs somewhere up the line the man

who has been measuring out \$25 worth of work a week can not be considered.

Why? Because if it had occurred to the management that this man had been capable of earning more money for the firm easily within the limits of the working day that man would have been discharged long before on the general principle that a willing man, who will do more if he can, is always a better employe than the unwilling one, who is capable of doing more if he will. The mere personal influence of the willing man is worth much to a house, in proportion as the influence of the unwilling one is a detriment.

With all the exposes that are just now affecting the business world the average person may imagine that honesty is a quality left out of the makeup of the desirable young man in the business world. But there has never been a time when honesty paid better than it pays now.

Strictly speaking, there is a reservation in the word "honesty" in business. The honesty of the business office is not the honesty that prevails in the home and among friends. This honesty of downtown is far beyond the possibility of defalcation and embezzlement, but it is short of the honesty that exists between two deserving friends. Perhaps I can illustrate it.

The other day a close friend of mine came to me to ask what I knew of Browne, merchant in a small town in my county. This friend was in a jobbing business in Chicago,

and Browne, in asking credit on a line of goods, had referred to me. I knew Browne well, of course, not from any particular experiences with him in business or in a social way, but because his town was one of my old stamping grounds, and many of my friends had known Browne better than I could have done.

Well, the questioner was my friend. Browne was not, and I gave my friend the benefit of any doubts. I had known of two or three cases in which Browne had not come up to the scratch in meeting his obligations, and I told my friend of them. I told him something of Browne's personality and something of his family and his habits. I told him in my best judgment there would be five possible chances that Browne would not pay to the ninety-five chances that Browne would pay.

That was my honesty with my friend, who after all gave Browne the credit that Browne had asked. Had my questioner been a business associate I should have said that Browne, as a business man, was all right and capable in his business and could be counted upon to meet his obligations. But it is a certainty that this business associate would have discounted the things I said sufficiently to offset the 5 per cent. of doubt that I expressed to my friend.

Truth in business life, in short, is not "the whole truth and nothing but the truth," which you are sworn to tell in court, and which the attorney for the other side will not allow you

First Highest Award

The complete exhibit of the

Dayton Moneyweight Scales

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

Highest Award and Gold Medal

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

The Templeton Cheese Cutter

received the

Gold Medal—Highest and Only Award

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

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

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

Manufactured by

Computing Scale Co., Dayton, Ohio.

Moneyweight Scale Co.

47 State St., Chicago

to tell if he can object effectively. In the applicants for salaried positions in all the lines of industrial and commercial life the applicant who tells the truth—business truth—is not at all rare; the applicant who will tell the whole truth is almost unknown. Chase a man down to the last limit of hedging, as you see it, and he will still have some truths in reserve which an employer thinks he ought to know. Yet, when all of this is said, how many truths has the employer reserved which the employe should have known?

It may interest the young man candidate for a business opportunity to know that the college man unmistakably has the advantage of the young man who has not had that training. Any business man of long experience, college man although he be himself, will attest to the wrinkles that have to be taken out of the average college man at the first brush. I had an experience with one of them a short time ago. When I first talked with him he was willing to "accept" a position if it paid \$100 a month, for instance!

I turned him out in one minute and thirty seconds, asking that he call again about the middle of the next week. He came—that is the characteristic of the college man, by the way. I jumped on him before he got his breath from the walk upstairs. I asked him if he knew about how much his first three mistakes in the place he wanted would cost the house? He didn't, of course. I asked him if he knew just how much more he might be worth to me or to another employer if he could assure me or them that there would be no mistake to cost anything. He thought he did.

Then I came down to the brass tacks of the whole question:

"How long," I said, "will it take for you to forget in the first place that you belong to one of the oldest families in Virginia; how long to forget that you were the valedictorian of your class; how long to lose recollection of your having proposed 'accepting' a position at \$100 a month, and to make up your mind that if I allow you to fill a place here at \$60 a month for the first year you will be a fortunate young man?"

He was hurt. An old friend of mine had been an old friend of the young man's father. He said he would call the next afternoon, and he came.

"I am ready to go to work in the morning," he said, simply. He has been at work ever since, too, and if he keeps to the gait he is going I shall be stuck into paying him \$60 a week instead of his present \$60 a month.

That is the college boy. His ideals are too high in the start. He has been schooled in an artificial atmosphere where the perspectives are comparable only with the scenes on a theater drop curtain as they might appear with the originals. But if the young fellow be of the right stuff he has had the advantages that come of discipline and mental training, and he can cast away his wrong ideas the

more quickly because he will recognize his mistakes more readily. He may be described in the vernacular as a "stayer." He can look ahead for opportunity as the uneducated one may not be able to do. He will have the habit of system as the other may not. In general he will be of the stuff to approach the employer's measure of a man as I saw it recently posted in a Boston office:

"A man has ability accordingly as he is able to master situations that come to him from day to day, and to finish each day's transactions in such a way that they will not need to come up again for consideration."

Won Trade by Calling Attention to "Sevens."

Some years ago a bright man evolved a selling plan which had for its method the clever use and repetition of a certain number. He chose "13," if we remember correctly, marked his wares accordingly at 13c, 26c, 39c, 52c, \$1.13, \$2.13, and so on and gave a premium to every 13th purchaser.

Recently a Connecticut retailer with a reputation for cleverness and progressive methods has taken this old plan, improved it, and added various details which make it far more effective and interesting. He chose the mystic "7" instead of "13," which is unwieldy and has a bad reputation, but his choice was perhaps more influenced because the month in which he wished to conduct the plan happened to be July.

It began on the 7th of the month, lasted 7 days, and was conducted during 7 hours each day. Every price had a 7 in it and every seventh purchase was given free. The sale drew immensely.

Something similar is a nine sale recently described by one of our Western exchanges. The merchant who conducted it wrote the paper as follows: "We hold some novel sale every two months. We very seldom slash prices and find, in fact, that it is not necessary except when we have a lot of old stuff to clean out. We have managed to keep our stock in satisfactory shape by means of these novel sales.

"We recently held a '9' sale and with every ninth purchase we refunded to the customer the amount as indicated on the sales slip. As fast as the sales came to the cashier's desk she gave them a number with a red pencil. This was quickly done and the next morning we made an announcement on our bulletin board as to the names of the lucky parties.

"After the sale had progressed a few days we were compelled to get three additional bulletin boards. These bulletins were placed in front of our store.

"The first day of the sale fifteen sales slips bore the figure 9; the second, forty; the third, one hundred; the last day broke the record with two hundred and eighty-five.

"Many women would make a small purchase so as not to lose much on the chance. Those who had their purchases refunded invariably turned the cash back into our drawer and made other purchases.

"The sale was a great success and interest increased every day. The percentage of cost to us was very small. We did little advertising outside of circular work.

"In order to attract more attention we displayed the lucky sales slips in the windows. During the closing days of the sale most every window was pasted full of number 9 sales slips.

"To the customer getting the most numbers of 'lucky nine' sales slips we presented a free ticket to the St. Louis Exposition, good for nine days. She wrote our store a letter every day which we published in our advertisements. This kept our sale before the eyes of the people. We also displayed the letters of this lady in our windows. We had a crowd in front of the windows the greater share of the day. The lookeron who read the first letter was interested in the next letter and came to make regular visits.

"We cut figure 9's out of red cardboard and hung them up in every convenient place in the store. Our store was open until 9 o'clock every evening.

"The ledge trims were made of figure 9's. The barns for many miles around were marked with the figure 9. People knew what the figure meant and more was unnecessary.

"We filled the aisles in our house furnishing department with figure 9's six feet in height. On these wooden frames we hung specials for the sale.

"The border of our circulars was

made up of figure 9's. We made that figure stick out as prominently as possible."

Free tickets to St. Louis are of course no longer possible, but a good substitute may be had—a trip to New York or Boston is always welcome, and the daily letter feature can be made doubly interesting, if the writer will compare the prices and values noted in the large stores of these centers with those in the home establishment.—Boot and Shoe Recorder.

The Old National Bank

Grand Rapids, Mich.

Our Certificates of Deposit are payable on demand and draw interest.

Blue Savings Books are the best issued.

Interest Compounded

Assets over Six Million Dollars

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

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically

PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

HARDWARE

Factors Which Contribute to the Success of the Dealer.

If the readers of this article could be asked for the secret of their success in business, probably no two answers would be the same. One might attribute his success to energy and enterprise, another perhaps to frugality and close attention to business; another to having what a customer wants at the time he wants it; to good advertising, close collections, etc. These are all factors of success, and there are perhaps many others, but I am sure that hard work and square dealing must go hand in hand with any of these to insure permanent success.

An article in one of our great story papers recently told of a young traveling man who asked an old salesman for some pointers before starting out on his maiden trip. The reply came in these terse, pointed words: "Work and be square—never come down on a price; make the price right in the beginning." I don't know when I have seen so much good advice expressed in so few words, and if you have not heard the story before I want to share it with you now. The hardware dealer probably needs this advice less than most men, for he seems to absorb the sterling qualities of the metals in which he deals—with the possible exception of brass.

Some one has defined genius as an infinite capacity for taking pains. That kind of genius should characterize every active hardware dealer. The indolent man has no place in a hardware store.

In a somewhat early day, when the sum total of mankind could be counted on the thumbs, a somewhat scantily attired ancestor of ours (who, it seems, was too lazy to pick his own apples) was driven from the Garden of Perpetual Delight and condemned to earn his bread by the sweat of his brow. He considered it a curse, and so yet do some of his descendants. But to the truly normal man this punishment of the past has become a blessing of the present. Aside from financial considerations, work well done brings its own reward—the sense of something accomplished and a keener and quieter satisfaction than ever comes to the indolent.

"The hope of seeing what we have not seen,
The hope of winning what we have not won,
The hope of being what we have not been,
The hope of doing what we have not done,"
will always be an incentive to the worker and spur him on to renewed efforts.

The idler is a man who has not found his true vocation or has passed it by unrecognized. He works off his superfluous energy in field sports and games, often laboring as hard in

these pleasant but unprofitable fields as he who works for his family or the good of humanity. The viciously idle are of another genus—their case is hopeless. The indolent races are unprogressive, I believe without exception the indolent members of a progressive race are also unprogressive. Outdoor sports are not to be condemned when used for recreation. We should all take more or less interest in them, for they are not only healthful, but to the hardware dealer often a source of profit.

Every business man should have a hobby—some non-money grubbing interest outside of business to occupy his leisure hours. It may be association work, amateur photography, gardening, dog training—anything to take his mind out of the rut. The essential thing is to lock up his business affairs when he turns the key in his store door lock. The man who does this will live longer and accomplish more than his unfortunate brother who carries his worries home and takes them to bed with him. The mountain of worry locked up in the store the night before is often but a mole hill in the light of another day. A worried poet once said, "Ye gods, it would be rare if care were not the waiter behind a fellow's chair;" but he can be easily banished. Lock the door on your worries. Worry is a habit of mind that can be cured by sane living and a vigorous effort. Be the master of your own mind.

I believe in the gospel of work and what President Roosevelt calls "a square deal." The one price store is where everybody gets a square deal. The merchant who continually cuts prices to effect sales begets a suspicion of exorbitant prices. The favored customer brags of his bargain. The customer who does not beat down prices hears of his neighbor's bargain, and justly feels that he has been discriminated against.

One's best customers seldom try to beat down a price—they are certainly entitled to as good a bargain as our penny-splitting friend, who is seldom a loyal customer. Make the price right in the beginning.

Be square with competitors. Do not make a price on goods not in stock, or a lower one on goods already purchased elsewhere. If your neighbor runs short and needs an article to fill an order, make the price right and let him share in the profits. Never speak evil of your business rivals.

"There is so much bad in the best of us

And so much good in the worst of us,

That it scarcely behooves the most of us

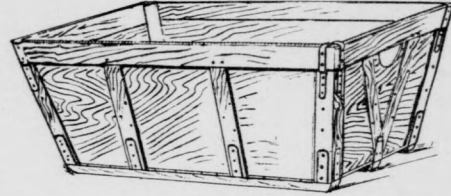
To talk about the rest of us."

That may not be good poetry, but it is good sense. No good was ever accomplished by running down a competitor.

Be square in your advertising. If goods are advertised at a cut price, the cut should be genuine, and a good reason given for it. The man who would be successful must tell the truth in print and out of it. We have all seen advertisements in which

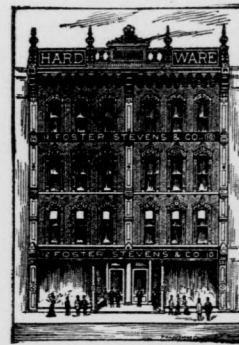
The Wilcox Perfected Delivery Box

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.

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

the lie was so patent that we wonder it deceived any one. A lie is a boomerang that seldom fails to come back to the thrower. A little boy once said: "A lie is an abomination in the sight of the Lord, but an ever present help in time of trouble." But I am afraid it only postpones the trouble. It pays to gain a customer's confidence and keep it—it never pays to abuse it. Frankness, truth and politeness are good business assets, as well as cardinal virtues. One of the best advertisements is a satisfied customer. Some are very hard to satisfy, but it pays to make an effort.

Money back if not satisfactory is a good working motto for every merchant. An unfair customer may present a claim not justified by the circumstances, but charge the loss up to advertising and you will find the money well spent. But, whatever you do, do it cheerfully, promptly, courteously. Replace defective or unsatisfactory goods with a pleasant smile, and you touch a warm spot in your customer's heart. On the contrary, an adjustment grudgingly or reluctantly made leaves a sense of injury at least equal to that left by a prompt, but courteous refusal. The old customers that you retain by this kind of advertising cost much less than the new ones you gain by any other method. It sometimes pays to be a little more than square.

Be square with your jobber. Do not cancel an order once given without his permission and a full explanation of the circumstances. He can not afford to be less than square with you—the retention of your business depends upon it. Don't discount a bill after the time limit has expired. The creditor may not protest, but it is unwise to save one's bank account at the expense of his character.

Let us also be square with ourselves and not try to buy for our own use at wholesale prices goods kept in stock by reputable retailers at home, and in the next breath condemn the catalogue house buyer, who tries to do the same thing.

T. J. Mathews.

Drop the Small Habits Which May Cost Success.

"Small habits reap more victims from among the youth of our country than do the larger, more glaring ones against which are constantly hurled the warnings of press and pulpit."

The venerable minister who gave utterance to the foregoing has a life record of good work behind him, but he never said anything to which it will better pay the young man to stop and think of than this.

Small habits, the kind that are so small that none, not even the parents of the young man who acquires them, consider them worthy of notice, are the kind of habits that spell ruin to all too many young men in this country each year.

The "big, bad habits" we all notice, even the young man who has them. A big head from an all night's spree or a state of being completely broke after a session at the poker table is pretty apt to make any

young fool stop and think. The morning of remorse, when a man sits on the bedside with his head between his hands and figuratively kicks himself for a fool, has worked more for temperance than all the tracts ever circulated. A depleted roll has turned more men from sure ruin at the gambling table than all the warnings against the evil ever concocted.

There is no finesse to these big habits. They come out and show themselves openly and they give a man something to think about—the day after. When a man is deathly sick after an evening's carousal he knows that getting drunk does not agree with him and he fights shy of all bars for a period at least. If he does not the fool's reward comes to him in a hurry. When, because of a poker game or a horse race, a fellow has to live on free lunches until the next pay day, he is not going to buck it quite so hard the next time. Maybe there isn't going to be any next time.

But with the small habits there is no aftermath, or other flaring sign of evil to warn the victim. He may even deride the belief that there is an evil in these same habits. Who ever heard of a little game of pool or billiards hurting any one? What difference does it make if a fellow does smoke a few cigarettes each day? And a little beer; what's the harm in going to the saloon after a little beer and drinking it at home? Probably to the beer may be added a little game of cunch for a quarter a corner, but is there any harm in that? Of course not. These things are too small to be afraid of. They can not hurt anybody; all they take is a little time, that's all.

The "little time" that these small habits take is just about enough in itself to make the thinking young man, the young man whose ambitions prompt him to mold his life in a way that will help him win success, leave them strictly alone.

There is nothing so valuable to the man who is going to carve out his own fortune (and the fortune that is not carved out by one's self is not worth having), as this same time. Minutes, hours, days; they are things the value of which man can not compute. They mean everything to young men. They are tides that come and go and leave him a wreck or carry him along with them to success. They can spell ruin just as well as they can spell hope; they will see a man fall just as readily as they will see him rise. One hour may mean an era of mental advancement and development to the man who spends it profitably; it may mean simply sixty minutes of time passed in shooting pool or billiards. You take your choice and you reap accordingly.

The great mass of young men of our large cities do not stop to think of the value of time after hours. They don't realize, or if they realize they hurry to forget it, the fact that it is just when a man is beginning to climb that he needs to put every minute of his time where it will do the

most good if he is to amount to anything.

You, Mr. Clerk, Mr. Salesman and Mr. Worker in general, this is written at you. If you are one of that large class of American young men who work daily only to be in a position to humor their desires at night, you are a victim of the small habits. If you worry about the quality of your cigars or cigarettes you are likewise a victim to them.

Remember how these habits didn't amount to anything at all, at first? 'Member when you didn't spend over 50 cents a week at pool or billiards, and when your smoking didn't cost you much more than that? Costs you more now, doesn't it?

But that isn't all you've lost because of the habits—those few paltry dollars. You've lost your opportunities to be improving yourself, to be fitting yourself for the chance that comes some day to every man to step into a position from where the climb to the top will be comparatively easy. And the chances are that you've lost these things so thoroughly that there is no recalling them.

The young man who wants to climb has got to choose, and choose early, between these small habits and success.

Henry Oyen.

Too Small by Half.

He—Will you never change your mind in regard to me, Dorothea?

She—Gracious! These town apartments are not big enough for a woman to change her mind in, Algernon.

HARNESSES

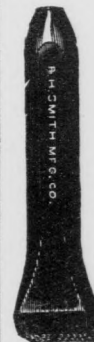
Special Machine Made

1½, 1¾, 2 in.

Any of the above sizes with Iron Clad Hames or with Brass Ball Hames and Brass Trimmed.

Order a sample set, if not satisfactory you may return at our expense.

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

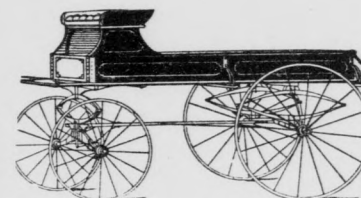


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Send for Catalogue and see what we offer.

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



FOR
\$38.00

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

ENOS & BRADFIELD, GRAND RAPIDS, MICH.

The E. & H. Loose Leaf Ledger

Showing the



2-Piece Back



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

THE Edward-Hine Co.

Mfg. Stationers, Printers and Binders. Loose Leaf Specialties.
5-7 Pearl Street Grand Rapids, Mich.



Some Reasons Why Girls Leave Home.

One of the curious social features of our day is the exodus of girls from their homes.

The old ideal of family life pictured the daughters as sitting sheltered, protected and contented in the home nest, and it was regarded as a great misfortune when one of these tender creatures was thrust by circumstances out of this safe haven into the cruel world.

But the home nest seems to have no attractions for the modern young woman, and instead of cuddling down to it, she is frantically anxious to fly away from it.

This is not peculiar to any grade of society. It is a universal mania among women.

The college-bred girl yearns to leave her father's house, no matter how luxurious it is, and go to live in a studio with a chafing dish and other dyspepsia-breeding appurtenances.

The village maiden's dream of bliss is to get away from home and mother and into some city.

The poor girl prefers the exhausting labor and long hours of factory or store to doing needed domestic work in her own home.

The rich girl who has neither the culture nor the talent to enable her to aspire to a career, nor the necessity of going out to be a clerk, or a stenographer, or typewriter, will marry simply to get away from home.

This is an abnormal state of affairs, and doubly unfortunate because the home needs the girls and the girls need the home.

It is a blighting disappointment to parents who have spent thousands of dollars in educating a daughter, when she refuses to stay at home and brighten and cheer the family circle with her culture and intelligence.

It is a cruel hardship to a mother who has spent her life toiling to rear a family of girls, and who has looked forward to having her burdens lightened when they were old enough to assist her to have her daughters turn their backs upon their home and leave her to struggle on with the domestic load unaided.

"We had looked forward for years to the time when Janie would be through school, and would fill the house with gay young company," say the lonely rich parents, "but she was not satisfied to stay at home, and she is in Paris or Leipsic cultivating her voice and studying art."

"We had expected to enjoy Eleanor's companionship so much," say the parents who have sacrificed everything to give their daughter a college education, "but it bored her to stay at home, and she is living in a settlement in New York or Chicago."

"I had thought that Mary would help me raise the younger children, and that I might have a little time to

rest when she was grown," sighs the poor mother of a big family, "but she didn't like to work at home and she is clerking in a store in San Francisco."

If every girl who finds the home circle too narrow for her and is bent upon getting away from it was a genius who could win some great triumphs in the outer world, if she had some special fitness even for doing some work outside of her home, or if she was so poor she needed the money she could earn away from home, it would be right and proper for her to go wherever her destiny called her.

This is not the case, however, with the majority of girls who leave home. The average girl is in no danger whatever of setting the world on fire with her genius; she has no mission to elevate society, and she could be more profitably employed in her own home than she is outside of it.

The most pathetic thing in every city in the land to-day is the thousands of young women who have left good homes, and kind parents, and comfortable surroundings to come there to starve and freeze and grow morbid and morose, living in hall bedrooms in third-class boarding-houses.

These girls lack everything to which they have been accustomed. They lack almost everything they should have—they lack protection, they lack guidance, they lack restraining influences, they lack the good society and innocent amusements that are a necessity to youth.

Yet they seem to feel that they are amply compensated for all they miss in simply being away from home.

Why is this?

Why should girls be so generally dissatisfied with their own homes, why should they find so little interest in them, and be so anxious to leave them?

Is the fault with the girls themselves or with the parents?

Undoubtedly the first reason why girls are so anxious to get away from home is because there is so little real sympathy between the average mother and daughter.

It is heresy to say this. We are in the way of thinking that the tie between a girl and her mother is the closest and most sacred in the world, but this is far enough from being the case.

It is true that there are few instances in which a real lack of affection exists between mothers and daughters, but cynically enough, this affection generally belongs to the category of blessings that brighten as they fade, and in the majority of cases it is only after a girl has left home and gone out into the world to work, or has married and gotten a home of her own, that she and her mother really begin to understand and appreciate each other.

The picture of a mother and a daughter who are real friends, and whose companionship is elective, instead of being forced on them by nature, is a beautiful and poetic one, but in actual daily life it is as rare as an old master in a chomo factory.

There is no other girl alive with whom the average woman feels so unacquainted as with her daughter, and there is no other woman in the entire universe to whom the girl could not more easily open her heart than to her own mother.

The mother wants her daughter to love her. She desires that the girl shall be fond of her home, and interested in it, but she does not know how to achieve these results.

The trouble is that all women depend too much on what they call natural affection. After a child is able to walk, and has ceased to depend physically upon its mother, there is no such thing as natural affection, which, after all, is nothing but an animal instinct.

After we begin to think, if we love people there must be some reason of congeniality, and they must have bound us to them by sympathy and comprehension and consideration. We do not love a person simply because the person is kin to us.

Every mother desires her daughter to confide in her, but how few make it possible for the girl to do so. The mother is only too often merely the critic on the hearth, who has forgotten it if there ever was a time when she was silly and giggling, and delighted in the attention of callow youths.

It's no wonder that the girl who knows her mother is going to criticize her conversation lets her hear as little of it as possible.

It's no wonder that the girl who knows her mother is going to ridicule her friends meets them elsewhere, or that she is anxious to get away where she may enjoy the society she likes in peace; and this does not infer by any means that the girl yearns for wild or dissipated society.

It may be perfectly innocent, but it is merely the kind of society her mother does not enjoy.

Mothers are not nearly as sympathetic as they are represented, either. Generally a mother's sympathy narrows itself down to purely personal taste, and when you hear a woman lamenting that her Mary is "undutiful," or her Sallie is a "disappointment," it is merely a case of Mary and Sallie wanting to do something that their mother never wanted to do.

Not once in a thousand times does a mother rise to the heights of sympathizing with her daughter whose desires and ambitions are radically different from her own.

If the mother is fond of society she is sympathetic enough with her daughter if the girl is a butterfly of fashion, but she does not and can not enter into the thoughts and aspirations of the girl if she is a noble and serious-minded young woman, who cares nothing for balls and parties, but who desires to take some part in the great work of the world.

It is because the mother, to whom clothes are everything, can not restrain herself from nagging and fretting at the daughter, whose thoughts are set on adorning her mind instead of her body, that almost every young woman who follows any career is

obliged, in self-defense, to leave home.

The average woman never realizes that her daughter is growing up, and has the rights of a grown person. Sometimes a mother will let her son do as he pleases, but as long as her daughters remain at home she considers that she has a perfect right to dictate to them about their clothes, what they shall eat, and drink, and believe.

I have known old maids at 45 who had never been allowed to pick out a pocket handkerchief for themselves, and I once heard a bride ejaculate the day after her marriage, "Thank God, I will never have to wear another pink dress"—a uniform she had worn ever since she was born, because her mother happened to admire pink.

Very few girls desire to do anything wrong, or yearn for the liberty that is license, but every one of them revolts against being bossed, and longs for the freedom to live her daily life without even a mother at her elbows always supervising her every act.

This is the reason that so many girls find the hall bedroom, and liberty to do their hair as they please and use the kind of a tooth brush they like, better than the satin-upholstered chamber at home with mother standing guard over it.

Girls find no interest in home because their mothers do not let them take any intelligent share in running it. Mother is willing that they should do part of the work under her eye like servants, but she will not let them manage things.

The girl does not intend to be a servant. She has ideas, theories, innovations that she longs to put in operation, and when she is not allowed to put these into practice, she throws up the job of helping mother, and turns away from home to find an outlet for her energies.

It is a brand new idea that if you want girls to stay at home, you must make home interesting to them, but it is one with which mothers will have to familiarize themselves.

Dorothy Dix.

Boston is in the throes of a religious revival. Social barriers have been broken down and daughters of Back Bay families join hands with Salvation Army lassies, taking drunkards from saloons, women from dives and boys and young men from poolrooms and loafing places. Twelve hundred men and women marched through Boston one night last week in the most wonderful parade that ever passed the city's streets. And yet there are some who will say that the power of religion is on the wane. It is said that the prayers offered in the churches of Philadelphia for the Mayor of the city made that individual feel more uncomfortable than any criticism that had ever been directed toward him.

Look not for truth in campaign documents or circus posters.

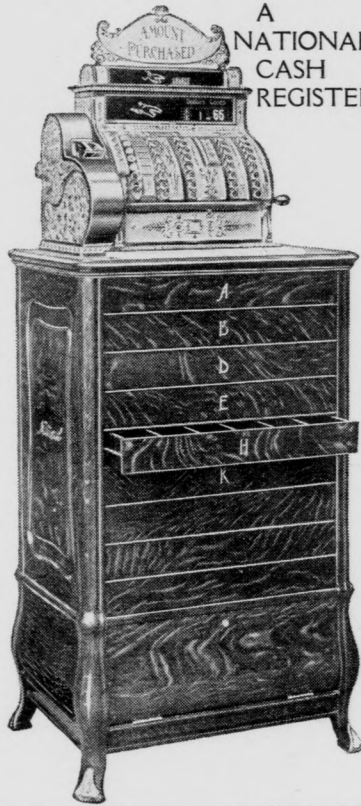
Deeds are but dreams made captive.

Work Less; Earn More Money

LET A NATIONAL HELP YOU

☐ Time, labor and money are saved by systematizing the handling of your money and enforcing carefulness, honesty and accuracy. Your sales are guarded, the leaks in your business are stopped and mistakes are prevented.

The Merchant's Helper
A
NATIONAL
CASH
REGISTER



☐ A National accurately records all cash sales, credit sales, money received on account, money paid out, money changed.

Each Clerk is Made Responsible

For every transaction he makes. The register causes him to endorse each sale, thus making him responsible for the money in his separate cash-drawer.

A National Cash Register Pays for Itself

Within a year out of the money it saves and then earns 100 per cent. on the money invested.

☐ Let one of our representatives call and explain how it is done.

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 _____

DELIVER THE GOODS.**You Must Do This or Submit To Failure.**

When Richard Roe has started out in life with noticeable energy and courage and some suggestions of ability, only to score two, or three, or four distinctly flat failures just before he suddenly springs up into a phenomenal success, it may be taken for granted that he has the whole lay world of his acquaintance guessing.

And this is not at all strange, for the reason that in all probability poor Richard has been guessing harder than any half dozen of his closest friends. How is it—how was it—that a man could fail so utterly in as many lines as Roe failed in and yet be the whole thing in this new field of his? He must have had some influence at work for him. They said they would not have his services as a gift at the last place he worked.

One of these particular Richard Roes whose experiences occur to me just now began as a lawyer a number of years ago. He took up the law because his father and his family in general thought he ought to do so. He was an earnest student and when he opened an office he set earnestly to work for a practice. Work?

He didn't do anything but work in the first few years, but without avail. There was not a living in the practice that he could command and fortunately for him he had to earn his living.

It was late, but he took a course in a commercial college, equipping himself as an accountant. As a book-keeper of average attainments, he could command a salary of \$75 a month, having some uncertainty about holding the place. He was a hard worker, to some extent because he had to work hard in his position, and in a great measure because he needed to hold the position. He felt the spur upon him to "make good."

He lost this \$75 job, however, after a year and took up the search for a kindred position. He got a better chance. It was as executive in a big office, with a number of men under his supervision and a salary of \$150 a month. He was pleased at the prospects and went into the work with his whole soul. Feeling that he had struck his gait and that he had at least a fair chance at a competence, he got married. Five months after he took up this executive position he was given two weeks' notice to quit.

It was a hard blow. Just when he was working hardest and when he felt that success was under his hand, he was discharged without having the least knowledge of where he had failed. He had a living to earn for his wife and for himself, and after a search for a position as accountant for a time he answered a newspaper advertisement for a salesman. He had no knowledge of the art of selling goods, and the idea had appealed to him only as a last resort.

It was a discouraging outlook. The advertiser was a manufacturer of skirts in a little factory on the West Side. He wanted and needed a sales-

man, but was steadfast in his refusal to pay a salary. He wanted results and would pay for results; he would give the young man a chance if the young man would take all the risk of commissions on sales to reliable customers. He could go to work, or he could make way for some one else who would.

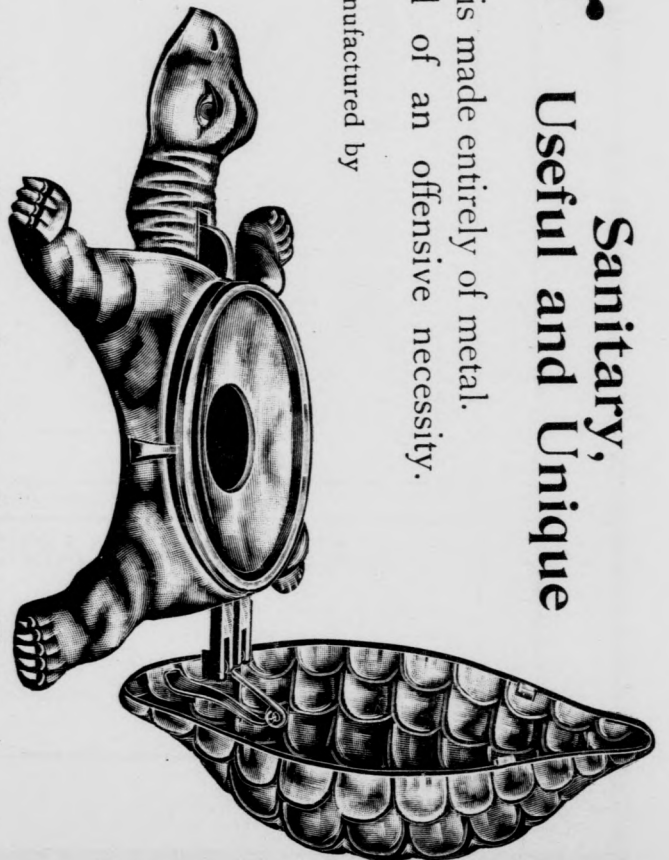
Manifestly there was something in the man; it is the supreme test of nerve in the new salesman to undertake the work on commission. Roe went to work with a sample line of skirts about which he knew absolutely nothing. But unknown to himself he was a salesman born, and he had not been on the road a week before he knew it. In a month he was a success as a salesman, and at 38 years old he finds himself in his particular niche in business, selling skirts and corsets on commissions that last year paid \$3,500, and which in three years more probably will pay \$5,000 a year.

In this position my friend Roe is illustrating one of the anomalies of salesmanship. He is in that position where probably within a year his employer will call him into the office and suggest paying him a salary of \$3,500 a year thereafter. If the employer does offer this Roe will refuse it flatly. There are two classes of men working on commission. One kind is too poor to draw a salary and the other too good. In the beginning Roe had begged for a salary—any sort of living salary—and the employer had refused; now he is approaching a salesmanship that can not afford to accept any salary considered within the bounds of the work. He has his established clientele, he has the knowledge of what he can do, and with his energy and ability to do hard work for another ten years at least, he will not bind himself with salary bonds, but will work on commission.

This is my friend Roe, who failed as a lawyer, who was discharged as an inefficient book-keeper, who could not conduct a business office satisfactorily, but who at 38 years old has found his gait in selling skirts and corsets all over the Western territory of a West Side Chicago factory.

How was it possible? There is no necromancy in it. He had to work to make a living, and he kept at it, falling by chance into the one place at last where he could "deliver the goods." In all probability his former experiences were of no value to him, unless his failures might have been a mere spur. He had always worked hard and in none of his failures did he have a premonition that he was to fail; he thought he was "making good" in every experiment unless in that of the law.

In these employments on salary, perhaps he did not realize, as must be realized, that there is a certain market value for men in certain avenues of business. These men may want more than the market price and the employers for the most part try to get them for less. At the same time in the employment of men this fixed market price is coming nearer



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Rivals in lasting qualities the age of a turtle itself. It is made entirely of metal. Its attractive appearance makes of it an ornament instead of an offensive necessity.

Write for prices and Catalogue of Metal Specialties manufactured by

and nearer to the possibility of a schedule.

There was never a time before when the ties of blood or the influences of a "pull" counted for so little as they count now. The competition of trade to-day is such that there can be no room for the business man who holds his place because of these things. To show how modern business is realizing the condition, I know an agency which is paid a fixed figure by a St. Louis and a New York house simply that the directing officers of these two corporations may refer to this company all interested friends who would unload employes upon them, explaining that all employes for the corporations are taken through this source only. Under this plan, if friends insist upon forcing the employment of the persons, the corporations have only to notify the agency to report adversely upon the applications.

As another example of how the ties of blood do not avail, I know a father whose son is just out of college, and who appealed to an agency to place the boy in a business in which the father was a past master. "Why don't you take him?" I asked. "He's a good boy, isn't he?"

The father assured me that the boy was all right, and that for that reason he wanted him to learn the business somewhere else than in his own works. "He is of the stuff to stand knocks, and I want to insure his getting them where they will do the most good. I need a boy just like him, however. Send me one if you can put your finger on him." The result was that we put the son with another business house and got a likely young college chap for the father.

Concerning the failures that may be made by the young man before he strikes his gait, one of the greatest handicaps possible is frequently put upon the young man by his own father and mother. They have "chosen a profession for him!" It is quite as sane for one to invite a friend out to a restaurant luncheon and order a dish seasoned with garlic without knowing the friend's tastes in the matter.

I know a fond father who is a shoe salesman and who is making \$7,000 to \$8,000 a year out of his work. He has a son who has a taste for salesmanship and who has been insisting that he will take up the work when he is out of school. The father says no, however, he is going to make a mechanical engineer of the boy; he is going to put him into a business where there will be a home life—where some position will attach to his work in the world.

I didn't tell the father that engineering brains to-day is the cheapest commodity that is on the market; considered from a worldly point of view, it is a quality of gray matter that does not compare with the gray matter which lifts \$8,000 in commissions every year from shoe sales. Probably the boy has the gift of salesmanship and may improve on the father's record if he be left to his own choice of an occupation,

while if forced into the engineering, his one failure may mean down and out. Perhaps the life of the traveling salesman is not all that it might be, viewed from the domestic side, but in the business world the labor market is established and is ruled by the laws of supply and demand. If salesmanship were the easiest, simplest, pleasantest life in the world it could not have such rewards in money.

To-day the market value of men in the higher positions in business life is at least 10 per cent. under the figure that ruled in the height of the prosperity in 1902. Last year public attention was called to the almost universal "letting out" of employes in the big firms and corporations. The fact was that the labor market was too strongly bulled. Salaries were higher than conditions justified. The result was a general movement ridding the employers of old and inefficient workers and the employing of new, younger men at smaller salaries. I know of positions that had been occupied by older men at \$5,000 a year to be given over to younger, more efficient men at \$2,000 a year. At the same time you could not have found an employer in a successful business who sacrificed his true and tried and efficient employes.

There is a danger line established always when the employe begins to receive all that his position will bear. He can not go to an employer under these circumstances and ask that his salary be cut, but, on the other hand, he may feel that he is in danger of dismissal because he is getting so much money for work that is so light, or so easy of accomplishment, or calling for so little responsibility. The one thing for such a person to do under such circumstances is to reach out for more work and more responsibility—to try to give to the employer something that is not easy of purchase by a mere weekly entry on a salary roll. There are such things.

I have a friend who is selling steel for a big Chicago house. They forced him out on the road on a commission basis and now they can not force him to accept a salary. They offered him \$2,800 in salary last year, but he refused. "No," he said, with finality; "I'm going to make \$3,800 next year while you are offering me only \$2,800 salary; Oh, no!"

And he will hold them. He has a clientele that he can take with him to any other steel house in the country. His customers all over the country are disposed to write to him suggesting that the "duck shooting is good," or that "fishing is excellent just now," indicating between the lines that an order for steel is awaiting his coming. One has only to know the sharp, merciless nature of competition nowadays to realize that a salesman of this type virtually can make his own terms.

"Am I delivering the goods?" is the one sharp question which the employe needs to ask himself. If he can answer "yes" in all certainty, he need have no fear of failure; until he is in that position where he can

do so, he not only is in danger, but he has not "struck his gait."
H. J. Hapgood.

Why He Missed the Lynching.

At a recent dinner in London the conversation turned on the subject of lynchings in the United States. It was the general opinion that a rope was the chief end of a man in America. Finally the hostess turned to an American, who had taken no part in the conversation, and said:

"You, sir, must often have seen these affairs."

"Yes," he replied, "we take a kind of municipal pride in seeing which city can show the greatest number of lynchings yearly."

"Oh, do tell us about a lynching you have seen yourself," broke in half a dozen voices at once.

"The night before I sailed for England," said the American, "I was giving a dinner to a party of intimate friends when a colored waiter spilled a plate of soup over the gown of a lady at an adjoining table. The gown was utterly ruined and the gentlemen of her party at once seized the waiter, tied a rope around his neck and at a signal from the injured lady swung him into the air."

"Horrible!" said the hostess, with a shudder.

"And did you actually see this yourself?"

"Well, no," said the American, apologetically. "Just at that time I was downstairs killing the chef for putting mustard in the blanc mange."

—Modern Society.

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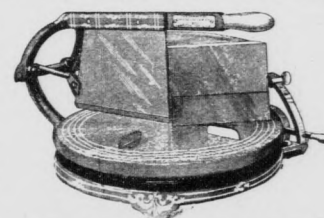
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The Simplest, Best, Cheapest. If you wish an outfit or books it will pay you well to write me for sample.

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

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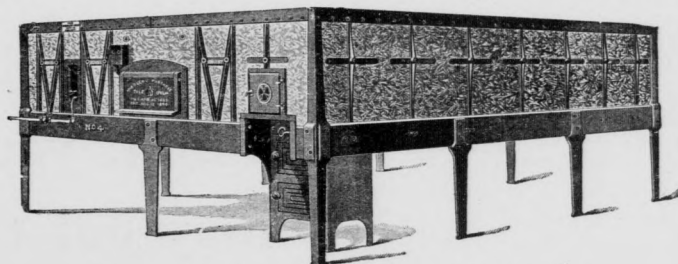


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Superior to any other stock food on the market. Merchants can guarantee this stock food to fatten hogs better and in a shorter time than any other food known. It will also keep all other stock in fine condition. We want a merchant in every town to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

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

Middleby Oven Manufacturing Co.

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

EARLY MARRIAGE.

It Is An Aid To Success in Business Life.

The young man who has turned his face toward achievement and success, pinning his faith on Kipling's words,

"Down to Gahenna or up to the throne

He travels fastest who travels alone,"

will find that the majority of evidence is against this theory insofar as it applies to the course upward. With one or two exceptions the men who have risen with phenomenal rapidity are men who have married early. In cases without number the words as well as deeds of such men attest to the good influence which their wives have had in their careers.

"If I have been successful," said a man whose swift rise to power in the last few years has astonished the world, "it is because I have never had any fires to fight in the rear." While this remark alone might seem to have an equivocal bearing upon the subject, to those who know the story that lies behind it the brief utterance implies an untold tribute to the woman who never failed to hold one end of the fort against the invaders of peace.

Time and again the man who made it—James J. Hill—has indorsed it practically. How practically can best be appreciated when it is said that Hill is a Presbyterian, and that the greatest gifts which he has made in honor of his wife, who is a Roman Catholic, have been to a Catholic university.

"How is it that you give such a sum to a religious body whose tenets differ so radically from your own?" was asked of Hill.

"Because, after living in a Catholic family the larger part of my life, I see no reason for not supporting what I have seen and heard taught there," was substantially the answer. How unreservedly this man has expressed his appreciation and absolute trust in his helpmeet is shown by the way he has backed her opinions and policy ever since he has known her. He had the astuteness not only to see the possibilities in this pretty "maid of the inn"—whose name was Mary, too, by the way—but to follow a course which developed rather than altered her. Foreseeing even in that early stage of his life, when he was nothing but a "mud clerk," that he would one day be a millionaire, he sent her to school—to the care of the good nuns. Later, when they had passed from the first happiness of their married life in their little cottage, the children which came were reared in the Catholic faith.

A little thing which, if it were needed, reveals another bit of that sweet and supreme influence which has kept pace with one of the greatest of money making careers happened not long ago, when Hill, by a simple answer, added the finishing touch to that lifelong appreciation.

He was telling somebody of his

son's engagement. "Yes," he said, "they will be married soon by my friend, Archbishop Ireland."

When Mrs. Charles M. Schwab started out a few years ago to provide summer vacations for 5,000 children in New York her husband not only provided the funds but he was heart and soul with her in the enterprise. Involving work, money, time and endless planning, the scheme was a little pleasure hunting excursion which, like many others of the same kind, they entered into together, hand in hand, metaphorically speaking, as they had often gone that way in reality in childhood days in Loretto.

Schwab was married when he was 22. Before he had left Loretto to begin his meteorlike business life he had asked the tall, sweet-faced girl who had been his playmate and schoolmate to be his wife. Before leaving his native town he had tried his fortune as a grocery clerk, but he could only make \$2.50 a week. It was with the encouragement of the girl he loved that he concluded to seek a wider sphere of influence.

Ever since they were married his wife has watched carefully his business progress, and, although she has not kept up with him in technical knowledge, she has frequently given him valuable advice. That she has seen that he had no "fires to fight in the rear" was the conviction of those who saw how carefully she shielded him from intrusion during the time of his sensational breakdown. She permitted nobody to pass the vigilant watch which she established, and parried questions and intercepted visitors, in all of which her husband placed a dependence upon her that touched many who saw it.

Of other great financiers who have married early, one of the most prominent is Thomas Lawson. In 1878 he

married Miss Goodwillie. Those who remember only the spectacular features of the famous "Mrs. Thomas W. Lawson pink" incident have missed the romantic devotion to his wife which was its chief inspiration. For four years before this particular carnation became famous Lawson was the purchaser of all that were grown, with the thought only of giving a constant and unique pleasure to his wife, who was then an invalid. Upon her recovery she used it largely in dinner table decorations in their several homes until out of compliment to her it was exhibited under her name. After it had won prizes large sums of money were offered for a bulb from the plant, until Lawson, in his characteristic manner, bought up the whole growth at the cost of \$30,000.

No matter what may be the inequalities in his career, this is a side to his life with which, as he himself has always been on record as saying, his best successes have been inextricably mixed. "A few years ago," said a prominent man, "I was talking with Lawson in his office when the door softly opened and his Secretary placed a case of long stemmed flowers upon his desk. His face lighted. 'Those are Mrs. Lawson's pink,' he said. 'Aren't they beautiful?' As he spoke I noticed a new note in his voice. Just then he adjusted his curious gold chain. On the end was a locket, on one side of which was carved a gypsy's head, the other containing a miniature of a sweet faced girl.

"It is a picture of my wife," he said, extending it, 'at the time we were married. Her name is Gypsy. You will notice that each of the beads in this chain—there are 333—is carved with a gypsy's face. It was just a little fancy of mine,' he added

in his characteristic way, before the interview closed."

In his home life Mr. Lawson is the ideal husband and father, devoting all his time out of business to his wife, who is not strong, and to his children. He lives and works for them and is scrupulous not to permit business to intrude upon his home life.

That what a man thinks best of he desires for his son goes without saying, and it can hardly be doubted that it was because he held a high opinion of the matrimonial influence, that he himself had missed for many years, that Jay Gould was the better pleased at the marriage which his son, George Gould, made early in life. This, in spite of the fact of his noted cupidity and that the money was all upon the one side—his own.

That he worshiped his son's wife was told of the elder Gould during the years which he lived after she came into the family, and he never missed an opportunity to offer a tribute to her influence on the life of his son. That this has been a potent one in guiding the life of George Gould to more successful paths than are followed by the sons of most rich fathers no one who reads of the home life of the Goulds is likely to doubt.

G. R. Clarke.

The devil always has Vanity as a side entrance to the human heart.

Man's egotism is the parent of his belief in immortality.

ELLIOT O. GROSVENOR

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

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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

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

MATHEMATICAL GRIEVANCE.

Noblest of Sciences Neglected in Our Schools.

The cry is ceaselessly sent up that everywhere public school pupils are deficient in mathematics, and especially in arithmetic, which forms the basis of all advanced study. Teachers explain this by the alleged inaptitude of young students; the children themselves claim that they can not "understand" the demonstrations they are called upon to perform, and, not understanding, they come in time to regard it with a cordial hatred. So it is that teachers and pupils and even parents are in many places joining hands in an endeavor to have the attention given to arithmetic in our schools curtailed, or if that may not be, to have the study count for less in the pupil's rating, so that his standing may not be degraded by reason of failure, or partial failure, in this one branch. It is argued that arithmetic alone, of all the studies commonly followed in the public school, is usually disregarded and set aside when the pupil concludes his course; that there is little or no use for anything but the simplest operations of addition and subtraction in the home or in ordinary business or professional life; that, in short, it is a fruitless tax upon the pupil's mentality, of value to few besides clerks or bookkeepers, and that the latter will in any case take a special course in some business college after leaving school.

The fault lies not in mathematics, but in the way in which it is taught. Teachers, for the most part inapt themselves and illy taught in this respect, present the subject in a mechanical and lifeless way. They fail to see, and so fail to impress upon the young student's mind, that mathematics is the noblest of sciences, governed by laws as immutable as they are marvelous. They do not recognize, and so fail to pass on the important word to the pupil, that this study lies at the base of all other sciences and of life itself, that chemistry, physics, astronomy, could not exist without its staff to lean upon; that it is the framework as well as the basis of navigation, mechanical and civil engineering. It probes the ocean's depths, it reaches to the stars, it pierces the bowels of the earth, it erects every noble structure that has been reared on earth by man, it constructs and operates machinery, it is the power behind the inventor, it is to-day solving the mysteries which have baffled the race since time began. Even if the young student expects to take but a minor place in life and to be a mere looker-on while important work is being accomplished, a sound grounding in the large, elemental principles of mathematics may well be ranked as a valuable part of that broad "mental culture" which our social philosophers are insisting upon. It is true that many brilliant men and women, and many who have done fine service in the world, have been dull in mathematics, but it is also true that every mind which has been opened

to a comprehension of these great laws which rule the universe has been enriched in the process.

What we need in our schools is an influx of mathematical missionaries. Men and women who possess an aptitude for the science would do well to qualify themselves to go out as teachers, spreading the magnetism of their own appreciation throughout a darkened world. Such a career would not only be a worthy one to follow, but it is practically unlimited in its professional possibilities. Not alone are all public schools, from the grammar grades to the high schools, perpetually seeking what they rarely find, teachers well qualified in this regard, but there is never a time when the colleges and universities of our land are not keenly on the lookout for professors capable of lifting this branch of learning out of the dry-as-dust category in which it is generally placed, and developing it to its full capacity as one of the most fascinating of studies.

First American Pencils.

When the war of 1812, by its embargo acts, had so depressed the cabinet making business that William Monroe, of Concord, Mass., was attracted by the large profit awaiting the American who should successfully make lead pencils, it was undoubtedly with the idea of immediate rewards and no conception of the future possibilities of their manufacture that he undertook to manufacture pencils from black lead. For four months he continued discouraging experiments; then his patience was rewarded by the ready sales of a modest sample of thirty pencils in Boston and demand for more. But in a year and a half he was compelled to abandon the business owing to the difficulty of obtaining raw materials, and it was ten years before he was able to make a pencil which was the equal of the imported article.

Less yet did Joseph Dixon think of the future demand in the business world for the little stick of graphite incased in cedar. Or, if he had any notion of the possibilities, it was removed from his mind by the patriotic anger aroused in his breast when his first consignment was not enthusiastically received and he was told it could be sold if he would put a foreign label on the pencils. Rather than do this he demanded the return of the consignment and turned his attention to the manufacture of crucibles. It was not until after years that the Joseph Dixon Crucible Company undertook with exceptional success the manufacture of lead pencils. The present popularity of the American-made pencil, with its output of 200,000,000 a year, is due largely to the ingenuity of its inventors, who have perfected automatic machinery so accurate in operation that their product is unexcelled. In addition, the large deposits of graphite found near Ticonderoga, N. Y., where the substance is found in its purest form, and the presence in the United States of the greatest cedar forests in the world have greatly aided in the rapid progress of the industry.

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The First Grand Prize
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Grand Rapids, Mich.



Observations of a Gotham Egg Man.

As we approach the season of flush egg production the main interest of many of the egg trade centers in the probable policy of egg storers, which alone determines the bottom to which prices can fall. There have been some recent sales on this market at 17½¢ for storage packed Western firsts for April delivery, but there appears to be no general desire on the part of buyers to make future contracts on that basis of price and later offers to sell at the same figure have not been accepted. Merchants here who usually store more or less stock in the spring generally express the belief that 17½¢ at seaboard points is too high for safety in the April deal, and it is very improbable that any considerable amount of stock could be contracted for delivery here at that price—at least until the actual condition of April supply and demand is disclosed.

The great bulk of the accumulations were sold from October 15 to December 31, and a study of the average prices then realized, in comparison with the cost during the period of accumulation, shows that the operations as a whole must have been unprofitable. A comparatively liberal stock remained unsold at the close of December. Experienced egg men will agree that the high prices at which these latter goods were sold during January and February resulted from very unusual conditions, a repetition of which is not at all to be depended upon. In fact, it may be shown that in a majority of years during the past ten the same quantity carried over would have netted more or less serious losses.

Considering only that portion of last year's season during which reasonable safety demands that the great bulk of the storage accumulation must be marketed, it is evident that the prices paid last spring were too high; had they been fully 1¢ cheaper there would have been no more than a very moderate profit on the average holdings.

This year the indications point to a large increase in total egg production. Collectors in nearly all sections report heavier stocks of laying poultry in farmers' hands and the shortage in lay during January and February, caused solely by the exceptionally cold weather, will doubtless bring a larger share of the total production upon the markets from April onward. If it is accepted as evident that on an even basis of production with last year prices should be at least 1¢ lower than during the storage season, it must be admitted that a greater reduction than that is called for this spring by reason of the almost certain prospect of larger supplies.

During the shortage of egg supply recently experienced there has been

very little discrimination as to moderate differences in quality; "first come first served" has been the general rule and those that came last generally had to take what was left at the same price. But it will not always be so. Just as soon as the wholesale market is fully supplied buyers will begin to pick and choose and already they are beginning to discriminate against some of the Southern goods that run small or dirty. Shippers will, therefore, do well to assort their eggs more closely hereafter; it is well worth while to establish a reputation for a brand—and it is easily done by careful grading and packing, for buyers are quick to spot the reliable brands and to give them marked preference.—N. Y. Produce Review.

Fortunes in the West.

Competent men in the East, who thoroughly understand the building trades and are tired of conditions here and anxious to better themselves, will find the smaller towns of the West ready to receive them with open arms. Instances are plentiful of bright young artisans who, having worked intermittently at their trades in the Eastern cities at from \$2 to \$4 a day, went to these towns and, while growing up with the community, established businesses of their own and are now fast accumulating wealth. "I know of one case," says a Chicago man, "the mayor of a town of 2,000 population in South Dakota, who sold newspapers in Chicago, ran an elevator in Milwaukee, worked as carpenter at Sioux Falls, and finally drifted to the town where now he is the chief citizen and man of wealth, banker and promoter of big enterprises.

"Had I remained in Chicago," he told me, "I would probably be selling papers or running an elevator in a skyscraper to this day. The opportunities for gaining a competence in the cities are extremely limited, and, altogether, city life is not what it is cracked up to be for the workman. Give me the smaller towns of the limitless West with their sunshine, roominess, the genial good fellowship of their inhabitants, and the absence of the madding throng that makes life in a city like Chicago resemble a hades on earth. Any man with a thimbleful of brains can succeed in the West, if he knows how to adapt himself to conditions. He must be a worker, he must be energetic, honest, enterprising, fearless. If he has these qualities the West wants him, and he will win out all right."

To Make Repairs.

Morgan Robertson, author of "Sinful Peck," says that he was in a drug store recently when a small boy entered in a hurry and tried to talk, but was out of breath.

"I want—want—want some," he stammered, "some cement—some cement an' a lot—a lot of courtplaster. Quick!"

"Cement and courtplaster?" asked the druggist. "What's the matter?" "Ma hit pa with a pitcher."

We want you to make us regular shipments of

EGGS

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.

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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.

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WANTED CLOVER SEED

We buy BEANS in car loads or less.

Mail us sample BEANS you have to offer

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Grass, Clover, Agricultural, Garden

Seeds

Peas, Beans, Seed Corn and

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

Counteracting the Effect of Mail Order Houses.

We will simply look at the matter in a plain business way and say the man who sends money out of his own town simply takes it out of his own pocket twice. How long would you and your town hold together if the hardware man sent to Cleveland for his groceries, your grocer sent to Kansas City for his dry goods, the dry goods man had his drugs all shipped in from Oshkosh, and the druggist bought his postage stamps from a great catalogue house in Buffalo? If you are selling shoes and send to Pike's Peak every time you want a dustpan you must not be too sure your hardware merchant will not catch the fatal germ and have his overshoes freighted from Tampa.

A catalogue town ought to be quarantined. It will be a long time dead and extremely dead at that.

Who pay the big taxes in your town and boom the banks, the schools, the churches and the various organizations very materially? Who back the new pavements, the good roads and go down in their pockets to bring the railroads, the trolleys and the manufacturing establishments to the village? The business men, of course. You knew it, and knew that their prosperity is your prosperity, and that their downfall tolled the bell for the whole community. And yet once you almost caught the catalogue fever. An escape in the hand is worth two in the bush.

A dollar spent in trade in your home town goes round and round the mulberry bush and sooner or later finds its way back to your own pocket. The same dollar sent to some millionaire merchant in the catalogue city fattens the unknown's bank account and enables him to bequeath grand libraries to the starving poor. Reciprocity means as much to your town as it does to the state or nation. It is the foundation principle, the bulwark of life and prosperity.

Greenbacks sent out of town make a fat churchyard.

The story of the stove is the plain unvarnished story of the average transaction with the catalogue house. A merchant a thousand miles away is as independent as an army mule, and he isn't issuing any picture books for the benefit of the farmers at any loss to himself. Look the catalogue over, and to one catch bargain, which in the end costs the purchaser dear, you will find a dozen articles on which the prices are higher than in your own town.

Carpenters who have bucked against the catalogue game could tell you of soft hammers and saws with ruinous flaws, and tools with ill-fitting or defective parts which will never be replaced by the merchant prince so far away, when the local hardware man would furnish standard goods backed by a guarantee, and would have promptly replaced imperfect tools. Shoes that will not fit and raincoats that are not waterproof and pictures painted by ear and pianos with all kinds of chronic diseases and other strange and wonderfully useless things are freighted and

expressed and carted around the country. Every time the Dum-Dum strikes somebody offers up a silent squeal. Next time some one else is the victim. You can't fool most of the American people but once.

A good article is worth a fair price, a poor article is dear at any price, and when you are buying things you never saw, of a man you never will see, and sending your good money on in advance you are taking bigger chances than a callow youth with a shell-game man.

Now the least said soonest ended. You should fight the catalogue slaughter in your vicinity as vigorously as you quarantine any other fatal thing. It is fatal to reciprocity, it is death to prosperity, it dooms your town, it robs your neighbors and it makes monkeys of its victims. The half has never been told and we haven't undertaken to break the record here. A hint and you get wise, and that's sufficient.

That Explained It.

The old colored man at his gate with a crutch under his arm had sent a boy of his color, about 10 years old, to the postoffice for mail, and the lad had returned empty-handed.

"I don't see how dat kin be," mused the old man. "You enquired for Moses Whitebeck, did you?"

"Yep."
"And did de postmaster dun look or only shake his head?"

"He dun looked."
"And he said dar was no letters or papers?"

"Dat's what he said, uncle."
"Well, I can't make it out. Did yo' call me Mose or Moses?"

"Moses, I reckon, but it might have been Mose."

"Hu, but dat 'splains it clear as mud!" exclaimed the old man. "When I hain't sendin' to de postoffice fur mail I'm Mose or Moses, but when I'm 'spectin' letters I'm Mr. Worthington Johnson, Esquar, and you dun orter know it. Yo' didn't gib my right name, an' ob co'se yo' didn't git any letters. Now, den, young man, yo' git right down dar an' sagatiate de mistake, and yo' take keer to furnish dat pos'master wid sich an egotistical circulashun dat he'll know who I am and send me up dem leben or fo'teen letters waitin' for me. Shoo! When anybody expects dat a boy 10 years old has got a delinashun in his head he's suah to git combusted!"—Chicago News.

Real Consideration.

Mrs. Blank, coming suddenly into the hallway about 10 o'clock one evening, discovered Bridget on her knees with her eye to the keyhole of the drawing-room door.

"Why, Bridget, what are you about?" she exclaimed, indignantly. "Don't you know my daughter has company?"

"An' that's just it, mum!" was the somewhat reproachful reply. "I jist wanted to make sure if I'd better knock before goin' in—it's time to be lookin' afther the fire."

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

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

Shippers Having Dressed Calves and Live Poultry

It will be to your interest to call us by telephone, our expense, as we are in a position to handle your output to better advantage than any other firm in the city.

F. W. Brown, Detroit, Mich.

370 High St. East

Bell Phone Main 3979
Co-Operative 254

Eastern Market

WE PRINT Letter Heads, Note Heads, Bill Heads, Cards, Envelopes, in fact everything a dealer needs.

TRADESMAN COMPANY.

THE COUNTRY CLERK.

He Is Favored in Large Corporation Offices.

To the young man coming from the country there is something sacred about the general offices of a large business firm. He has heard of the firm long before he comes to the city. He has seen the firm's advertisements in newspapers and magazines, has bought the goods that the firm puts on the market, and possibly has read stories concerning the greatness of the firm and the prominence of its directors. Viewing business life and all its many phases from the unsophisticated vantage point of the stranger to the city and its ways he sees the acme of business attainment in the big houses with which a metropolis is so plentifully sprinkled.

The young man from the country is a favored one in large corporation offices. The great difficulty in getting competent office help is to get men who will stay at work, year after year, so that they will become especially adapted to their particular firm's needs. The young man of city breeding does not like to stay in one place if promotion and raises are slow to come. The whole city is before him and there are many jobs to choose from. He grows up with no ideals as to the business world. He has seen and knows that all industrious young men do not rise to positions of importance by "sticking with one firm."

Perhaps his father is a clerk. In that case he will be constantly adjured to stay away from his office work. If he enters a large firm's employ it will be because he needs a job, because he has to make some money right away, not because of his intentions to work up with one firm.

This proneness of the city boy to shift positions at each chance given him to make a few dollars more per week causes much trouble for the heads of departments where a large number of clerks is employed. It takes a year to fit a clerk properly for any special kind of work. Therefore, when the country boy with hope in his heart and good recommendations comes to apply for work his application is given consideration.

He is apt to be surprised from the start. The atmosphere of a bustling business office is scarcely the sort the average stranger in the city expects to find. There is none of the dignity he expected to find pervading the establishment of Boggs & Moggs. On the contrary, there is a shirt sleeve informality among the workers not unlike the informality to which he was accustomed in his own town. As the "new man on the desk" the beginner is treated with indulgence and contempt, according to the dispositions of the old clerks with whom his lot is cast. He is never allowed to forget that he is "green" or that it takes much experience to make a good clerk.

Then, too, when he is being broken into his work he will learn from the old clerks that he is making a foolish move by going into clerical work. He will see men who have been in

the work for ten or fifteen years and who are not making more than \$15 a week. These will tell him just as soon as the opportunity offers that there is nothing in office work, that the pay is always small, and that the only hope of promotion is through a pull. He will learn in after years that a little of this is actually so.

But if he will examine closely into the habits of the men who give him this advice he will see that they are scarcely men to pattern after. He will find that many of them are "booze fighters," poker players, and "rounders;" that they have spent more time thinking and planning the "times" they are to have after business hours than in the conscientious prosecution of their duties. They have never made any special efforts toward fitting themselves for better positions, and yet they wonder why promotion does not come to them.

While there are several reasons why some men should remain clerks for ten or fifteen years, besides the great reason of inefficiency, the beginner will find if he will observe closely that the majority of the old men in minor positions have only their own habits and lack of adaptability to thank for their lack of progress. It is these men, and they are to be found in every large office, who deal out discouragement to the beginner. They are failures, and they predict failure for the novice if he stays in the work and has no pull.

If the young man new in a big office begins to listen and give heed to the words of these croakers he had better get out of the work as soon as circumstances will allow him. If he believes that what they say is true it will not be long before he is hopelessly discouraged, and discouragement is fatal to success of any kind in any line. He will find it hard not to pay some attention to this doctrine of the failures, for they are the men with whom he will have to work day after day, and he is sure to be more or less friendly with them. But a system of listening without hearing must be inaugurated by the

new man in the office if he is not to be led away by the propaganda of despair he is sure to hear.

If in the beginning he throws his lot with the men who have failed of success in the work it will not be long before he has fallen into the slough of despond from which he will find it hard to lift himself to a place where he will be noticed for promotion by his superiors.

It may be said fully that the general atmosphere of the large office employing 400 or 500 clerks is bad for the ambitious young man. There is a narrowness to office work that leaves its effects on the men who follow it. There are the unvarying routine, the minute petty details, the stunted horizon, the dreariness of indoor work, which is sure in time to sap the vitality, energy and ambition of the worker.

But, on the other hand, the young man beginning to work for the first time will find the routine of office life is not entirely inimical to his chances of success even if he does not attain it by remaining with one firm and "working up." The discipline of a large firm's office, the regular hours for reporting, and the regularity with which work is done will teach him promptness to begin with. The nature of the work will teach him that desirable quality, concentration, and the system under which most modern offices are run will teach him expedition.

This is not bad training for the young man who is going to make business his career. Even if a little exuberant energy is lost through bending for long hours over a desk the worker is in no way loser if he acquires in exchange steadiness and complete control of his mind.

Whether he will make a success at office work the beginner should be able to tell within a year or two. There are qualities which one must have to become a good clerk as well as a good doctor or lawyer. Accuracy is the prime requisite of the office worker, no matter what his department, and the new man who is

inaccurate in his figures or in any work that he may do will have the fact brought home to him immediately. For the beginner to observe the dexterity, speed and accuracy of the older clerks is to lose heart when he comes to compare his own slow efforts to theirs. He soon finds, however, that if he once acquires a mastery of the system of figuring used he has the greater part of the trade at his finger tips. Once the routine of an office is learned the work is easy.

In the meantime the beginner will have several of his ideals concerning the business world rudely shattered. He will find that all the men in high positions in the business world are not ideal types of men; that a man may occasionally work his head off in an effort to please without once attracting attention; and that in many instances the road to favor with his employers is paved with partiality. But he will find this new knowledge of business is no bad thing, and he will be all the better equipped for his part in the struggle of the commercial world after its acquisition.

Two years should show him positively if he is fitted for the work, for if he does not recognize his adaptability to the work in this time it is because he hasn't any.

Jonas Howard.

Beauty is but skin deep—that accounts, perhaps, for so many shallow women.

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.
Grand Rapids, Mich.

**GRAND RAPIDS
FIRE INSURANCE AGENCY**

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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.

APPLE ROMANCE.

Old Mission Fruit Brings About a Marriage.

Written for the Tradesman.

Over on the bay, on the opposite shore from Elk Rapids, as some of my readers know, lie many large and beautiful farms. These are, for the most part, devoted to the raising of apples, for which the region is justly celebrated. One farm, especially, is famous for its fruit, hundreds of barrels of which are shipped to Chicago during the season. This place numbers many broad acres, whose destiny is presided over by a young married couple who both work hard to make their business a success. And it is a business, requiring as much thought as a mercantile establishment. During three months of the year the thrifty wife takes summer boarders. This is the third season they have come to her, and they consider themselves more than fortunate that they "happened to find her out." She is one of the "best cooks on earth," they all declare, a most charming companion, a cheery, strong, healthy girl whom it is a delight to know.

The farmhouse is large and old-fashioned, with rambling wings, "dormer windows" and mammoth porches. Hammocks sway under the grand old trees, which stand in picturesque groups around the house, and the ground is sodded and kept as closely trimmed as any velvety city lot. Swings are also here and horses and carriages are at the disposal of the guests.

If the boarders think that "Mrs. Polly," as they affectionately call her, is perfection she returns the compliment as to her boarders. They all get along so nicely together—none of the jarring and jangling one so often finds at a resort.

Although the summer boarders pay liberally for their stay in this favored spot, they often "take hold and help" the pretty mistress with her work. And sometimes, "just for fun," they invade the orchard and help pick and pack the big red apples.

They are "all such nice boarders," declares Mrs. Polly, that she finds it impossible to "take her pick." But down in her secret soul she knows that there is one who has crept a little closer to her heart than the rest, although, of course, with so many lovely people, it would never in the world do to say so.

The young lady's name is Elise Estabrook, and the Windy City is her home; but you won't find it between the directory covers many more moons—but I am anticipating my story.

One day, late in the autumn—Mrs. Polly's guests stay as late as she will keep them—the whole house had gone out in the orchard. As frequently happens on such occasions, they fell to talking about the writing of names and addresses on a slip of paper and attaching it to a fine apple, "just to see what would come of it." Some made the positive assertion that they "never would dare to do such a thing." But Elise, in

a spirit of mischief—she acted like a madcap that day—said she wasn't afraid to do it, whereupon one of the young men "dared her" to send her name and address. Not to be "dared," with a laugh in her eye, Miss Elise Estabrook thereupon selected the nicest and the biggest red apple she could find and securely attached a card to the stout stem, bearing her name and address, and sent it on its precarious mission.

The apple went with its fellows in the barrel over to Chicago to a large commission firm on South Water street. Then a retailer bought the barrel, along with a lot of others, which were toted over to a fashionable suburb on the lake front, and here is where the story takes on an added interest, for now the young man appears on the scene. He it is who is one of the purchasers of a peck of apples at this particular store, and he it is into whose possession comes the particular peck containing the particular apple designed for some fine young man by a particular—and particularly—attractive young lady summering at Old Mission! Being very fond of this variety of apples, he was in the habit of buying them frequently and having them sent to his room by his landlady, who was a dear little old soul and petted the young fellow immensely. He used to like that, for he didn't get it now, since he left his old home in the East and came out to the Great and Glowing West to make his fame and fortune. Both these had come to him in so flattering a measure that he was likely to have that handsome head of his turned. He was popular in social, literary and church circles. He belonged to several athletic clubs and was a great favorite with all who knew him. More than one angling mama would have liked him for her daughter, but as yet he was "heart and fancy free." In his pleasant bachelor apartments he had not felt the need of a wife. Surrounded by the best of books, artistic furniture and beautiful pictures, he had more than the comforts that fall to the lot of the average city young man who has no home of his own. To be sure, he meant to marry sometime, but the right one seemed not to have passed his way, and so he was helping to swell the list of eligible bachelors.

In lounging robe and slippers he was taking his ease one Sunday afternoon, reading his magazines and papers and munching one of the apples that had come to him from the far-off summer resort. On the table at his side lay a card which he had detached from the stem of the apple he was enjoying. He picked it up several times, and read it carefully over each time.

"Elise Estabrook! Elise Estabrook," he repeated, turning the address over and over in his mind. The street was some half dozen blocks away and the next morning he would go past there and see what sort of abode held the sender of the name. Accordingly, the next morning found the young man up a half hour

earlier than usual. Breakfast over he sauntered forth on what struck him at the time as a fruitless search. To find the writer of the card he felt would be like looking for a needle in a haystack.

But Fate—or what not—was to prove kinder to him than he dreamed.

He found the street and number all right and paused the merest fraction of a second to admire its severely simple lines and the well-kept appearance of the surroundings, when he felt his toe come in contact with some object. Thinking a pebble was in his way, he gave it a kick. But the offending object was no pebble—it was a pocketbook!

Naturally the young man opened it up to ascertain, if possible, the owner. Imagine his surprise to read

on a card within the same name and address he had taken from the apple!

With some trepidation he rang the doorbell.

* * *

Of course, that pocketbook is regarded as a treasure by both; and the seeds of the apple that so luckily was the means of bringing the couple together were saved by the young man, "to plant when we have a home of our own," which will be the coming May.

* * *

It is needless to state that "Mrs. Polly" and all her summer boarders will be bidden to the wedding, and the "daring" young fellow who investigated Elise Estabrook to the apple project has promised to be best man.

Jessica Jodelle.

When You Find a Dealer

who has the best candy business in his town you will invariably find that he handles

Hanselman's Candies

We have helped thousands of merchants build up a candy trade which is the best paying part of their business—first, because our candies are pure and wholesome, and second, because we provide the dealer with all kinds of advertising matter. Let us help you.

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.

Everybody Talking

About those splendid Chocolates we are making.

- Fine Looking Goods
- Fine Tasting Goods
- Old Customers Pleased
- New Customers Gained

Certainly pays every dealer to carry our line of Chocolates.

Straub Bros. & Amiotte
Traverse City, Mich.

Note the good results you will get from putting in our line.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, March 18—Most of the talk in the coffee market this week has been that relating to the proposed import duty on the article. There is likely to be little if any opposition in the trade should the question come up in Congress next session, although just how the community at large will take it is another thing. The week has been rather more active in the jobbing line and some interest even showed in invoices. The situation, as a rule, favors the seller. In store and afloat there are 4,249,691 bags of Brazil coffee, against 3,117,540 bags at the same time last year. At the close Rio No. 7 was well sustained at 7½¢. Mild grades are rather stronger, in sympathy with Brazil sorts, but the volume of business through the week has been moderate. Good Cucuta is held at 9@9¼¢ and good average Bogotas, 10¼@10½¢.

More and more interest is shown in teas and sellers appear to be quite confident that a turn has come to the long lane of quietude. Considerable line business has been done and quotations generally are firm. Pingsueys and country greens have occupied most of the attention. Prices are unchanged.

While the market for refined sugar shows no great amount of activity, there are certain "signs of spring" which encourage the trade in the belief that a good run of orders will soon be coming in. Stocks are thought to be light in the hands of the trade generally and a good trade is confidently anticipated.

There is little if any change in the spice trade, although the feeling is rather firmer on pepper. Stocks of black Singapore here are running very light and quotations are, as a rule, firmly adhered to. Other goods remain about as last noted. Singapore black pepper is quoted at 12@12¼¢.

Nothing of interest can be found in the rice situation. The demand is light, supplies plenty large enough to meet requirements and prices show no change from those ruling for some time.

There has been a good call for grocery grades of New Orleans molasses on old contracts, but new business has remained rather light. Prices are about unchanged, but are firmly sustained. New goods are expected in a short time, but have all been taken in advance. Syrups are steady and new offerings so far have been quickly taken up. Good to prime, 21@25¢ in round lots.

It is said that some 1905 (future) pack of tomatoes have been sold at 62½¢ f. o. b. factory. This may be true, but it certainly need not be taken as a criterion of the market generally. Packers, as a rule, will certainly turn down such offers and

goodness knows there must be a small margin even at 65¢. In fact, only the very largest and best equipped plants can put up tomatoes at this figure and make a living. At the moment quotations are from 62½@75¢, the latter for exceptionally good Jersey product. Trade in canned goods generally has been of moderate proportions, but still something is doing all the time. Prices on peas, corn, etc., are without change.

Butter has had a week of ups and downs and at this writing shows considerable more strength than was exhibited the fore part of the week; in fact, almost 2¢ advance has been made. Best Western creamery is held at 27@27½¢; seconds, 23¢; thirds, 20¢; held stock, from 18@21¢; imitation creamery, 22@24¢; factory, 18@21¢—possibly 2¢ for very desirable goods; renovated, 19@23¢.

Cheese shows about the same conditions as last week. There is a fair trade and quotations are well sustained on the basis of 14¢ for top grades of New York State full cream.

Eggs declined to a point where speculators took a hand and there has been some reaction from the bottom prices. Fresh gathered Western, 17¢; seconds, 16½¢; inferior, 13@15¢.

Condemn the American Tobacco Co.

South Bend, Ind., March 20—At the last regular meeting of the South Bend Retail Grocers' Association the following resolutions were unanimously adopted:

Whereas—This Association has repeatedly gone on record as being opposed to premium and gift schemes, coupled with the retailing of proprietary package goods, tobaccos, etc.; and,

Whereas—The American Tobacco Co., and its offspring, the Florodora Tag Co., are doing more to educate the buying public in the mail order system of purchasing goods, since their recent innovation of "the cash" or "part cash" feature in connection with their premium department, than all other agencies combined; and,

Whereas—Both consumer and dealer are compelled to pay for these premiums, in a continual upward incline of cost being charged for their products; and,

Whereas—This system of distributing and selling articles composing general merchandise is a "trade abuse," being detrimental to retail merchants in all lines of trade; therefore be it

Resolved—That the South Bend Retail Grocers' Association disapprove of and condemn the methods of the American Tobacco Co., and request them to discontinue the same; and be it further

Resolved—That the Secretary notify the American Tobacco Co. of this resolution and request the leading trade journals to publish same. And also request all other retail grocers' associations, as individual associations, to take similar action, notifying the American Tobacco Co. of such proceedings.

Delmar F. Baer, Sec'y.

A Case with a Conscience



Varnish Variations are all too common in show case construction. Some cases get an allopathic dose of the shellac and a homeopathic dose of varnish. These cases peel—turn white—scratch easily—are thin skinned. They have what the doctors call "anaemia."

Here's the way we do it:

We use three coats of the best varnish money can buy. We fill and stain—varnish—varnish and rub—varnish, then rub and polish. Takes us eighteen days to put the finish on one of our cases.

RESULT—They look good when new and keep on looking that way. We want to say a word about

Our Hoss-Sense Hat Case

This is just the thing to show hats, either Derbies, Soft or Straw. Shows them up. Keeps them clean and handy to get at.

We furnish this with rods or shelves, or rods and shelves.

It's easy to change it over to a ribbon display case if you desire.

Shelves adjustable. Comes in all sizes.

It's a good 'un.

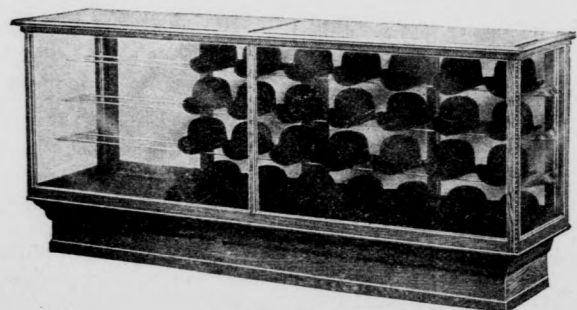
Grand Rapids Fixtures Co.

S. Ionia and Bartlett Sts.

GRAND RAPIDS, MICH.

New York Office:
724 Broadway

Boston Office:
125 Summer St.



No. 63H

THE GRAND CANYON.

First Impressions of a Grand Rapids Man.

Written for the Tradesman.

We all admire men for their achievements. Their progress in science, art, business and the professions is wonderful and we are thankful that we are living now and enjoying the blessings and advantages they have given us. But the wonders of this twentieth century of human effort become insignificant when compared with some of Nature's wonders. This is especially true regarding the Grand Canyon in Arizona. The public in general has known very little of this magnificent sight until recently, as it was formerly necessary to travel sixty-five miles by stage to reach it, and then only in summer. Now a railroad runs to its very rim, so that it is easily accessible at all seasons of the year. This is a great advantage, as so many tourists plan to go to California in the winter.

Any tourist to the West who fails to see the Grand Canyon misses one of the greatest natural wonders of the world. Go with me in imagination on a bright, clear morning to the very rim of the Canyon. At first you do not realize the grandeur of the view. Before you, below you, up the river, down the river, is a broad expanse of the most beautifully colored red and brown sandstone of various hues, seamed and creviced and worn thousands of feet deep. The rocks are worn in an endless variety of forms and sizes. Your imagination enables you to construct these forms into picturesque castles like those on the Rhine, amphitheaters like those at Rome and Athens, Pyramids of Egypt, a battle ship, and so on without limit.

The opposite rim is thirteen miles distant. You can not realize this distance until your eye passes from rock to chasm and chasm to rock through endless forms and colors. The lights and shadows on the rock formations are ever changing and chasing each other. The entire view is one panorama of color and form and beauty and massiveness and sublimity, caused by erosion for ages. Diagonally below you are seen some white spots on a broad expanse, apparently only a few hundred feet away. They are Cameron's tents and the path leading to them is seven miles long. A mile and a half beyond them you reach the edge of a precipice, down which you look upon the Colorado more than a thousand feet. By a winding trail over which you may safely ride your sure-footed burro you reach the river, two hundred feet wide and about thirty feet deep. From the rim it appears so narrow that one could easily jump across it. Its color is red, similar to the sandstone formations in this region.

To get an adequate idea of the height and depth of the Canyon you must take the trail down to the river and look up. The effect is awe-inspiring. A sunset at the Grand Canyon is most beautiful. Gradually

the bright colors of the day are chased away by the rapidly lengthening shadows. The blue atmospheric haze of the distance comes nearer. Your heart swells with emotion as you see the wondrous beauty of the scene gradually enveloped by the shades of night. The afterglow of the sunset gives you one last indistinct view. Then all is hushed and still. You even speak to your companions in subdued tones. The sublimity of it all possesses you. You have worshipped for a day at one of Nature's most beautiful and wonderful shrines. You are impressed with the greatness of creation and your own littleness.

It is amusing to observe the effect of this view upon the tourists. Strong, able-bodied men will go out to the edge and look out over the broad expanse for a few seconds, express themselves in forcible terms characteristic of men alone, wheel about and walk back to the hotel, overcome by the sight. Women poetically and sentimentally inclined will reel off poetry by the yard. Artists will clasp their hands and go into ecstasies. Some stand speechless, apparently overcome by the view, and all agree that it surpasses all descriptions and pictures of it. No artist can adequately paint it, no writer find words to describe it. It must be seen to be appreciated, and it is well worth the cost of the entire trip to the coast. C. D. Crittenden.

Recent Trade Changes in the Hoosier State.

Ayrshire—Ingle & Skeavington, general store dealers, are succeeded by the Ingle Supply Co.

Bloomington—W. J. Allen will continue the retail hardware business formerly conducted by the Allen Hardware Co.

Fort Wayne—Wm. Yergens, Sr., of the firm of Wm. Yergens, Sr., of handle manufacturers, is dead.

Huntingburg—Mrs. Valentine Bamberger is succeeded in the boot and shoe business by Louis Bamberger.

Knox—G. H. Omes, tailor, has moved to Hammond.

Logansport—The Dormer Manufacturing Co. succeeds the Dormer Truck & Foundry Co.

Princeton—F. R. Parrett, druggist, has sold out to H. G. May.

Rochester—Horace C. Mackey succeeds Trickle Bros., grocers.

Shoals—J. A. Cook is succeeded in the general store business by T. C. Wilson.

South Bend—Warlich & Hilderbrand, who deal in furnaces, are succeeded by Warlich & Hutchins.

Union City—E. E. White succeeds J. T. Moffett in the drug business.

Indianapolis—The Faulkner-Webb Co., manufacturer of pickles and canner, has gone into bankruptcy.

Compromise is the cash discount on the claims of justice.

Gas or Gasoline Mantles at 50c on the Dollar

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



Yes, this is the one they are all talking about. Always absolutely accurate—thoroughly guaranteed.

The Standard Computing Cheese Cutter

Mr. Merchant—Compare the Standard with anything you have seen in the way of a cheese cutter. Have you seen one that looks as good to you as the Standard? It is all that we claim for it. The only absolutely perfect and accurate computing cheese cutter made giving money values and weights at the same time.

The Standard is right. The Price is right. The Terms are right. Write us. Catalogues and testimonials for the asking. Salesmen wanted.

SUTHERLAND & DOW MFG. CO., 84 Lake St., Chicago, Ill.

Tally One for the Shipper

The New Uniform Bill Lading Has Been Knocked Out

We have the old form of Barlow Patent Manifold Shipping Blank" in stock—either tripliate or duplicate—with blank space for name of R. R. Co. and shipper, or printed to order with firm name and your own list of goods.

Telephone or write for samples and prices.

BARLOW BROS., 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, ca ved 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

THE AGE LIMIT.

Its Application to the Retail Grocery Business.*

As a rule, any broad statement concerning a matter that is universal in its nature, which is oracularly delivered as a fact, is not worth attention.

It makes no difference who it is that elects thus to exhibit himself as the know-it-all. The learned man can appear quite as ridiculous in such a role as can the one who is an ignoramus. Indeed, I would doff my hat to the latter rather than even recognize the scholar who is so infatuated with himself.

A man can have some respect for the astronomer who asserts that the earth is tipping a trifle farther to one side or the other than has been its recent habit during the past ten thousand years; one can even take interest in the statement of the geologist that the ledge known as Niagara Falls is wearing away at the rate of a quarter of an inch a year, so that the tremendous cataract will wholly disappear two or three thousand years hence. And there is something attractive as well as uncanny about the claim made by learned hydraulic engineers that, ages ahead of us, the waters of our Great Lakes will be flowing naturally across the State of Illinois and so on down to the Gulf of Mexico, leaving Detroit, Cleveland and Buffalo as mere inland towns high and dry.

Such statements are interesting because the awfulness of their character can not possibly have influence upon the things in which we and our immediate descendants are or may be concerned. But when a man, sufficiently learned in his profession to be called to the head of the medical department of one of the oldest and most famous institutions of learning in the world—when such a man makes the bold statement that the average man is no good after he reaches the age of forty years, then we realize that Homer nods once in a while, just as he did centuries ago.

In the first place, it is "dollars to doughnuts" that there are men right here before me this evening who are as competent to judge as to the value of the average man as is the now notorious Dr. Osler, and it is certainly a fact that I would, in considering relative values, give preference over Dr. Osler's estimate to the opinions of several gentlemen here present, on the subject of the age limit.

Of course, the entire question of value, be it the value of a man, a horse, a ton of coal, a pint of milk or an expressed opinion, is merely one of judgment, based on the point of view and the comparisons that are available. For instance, there was once a good friend of mine who had a touch of the artistic in his make-up and extremely good taste as to interior decorations and he had a stableman who roomed upstairs above the stables. It was a small, neatly furnished apartment, really artistic in its plain elegance, and was a source of satisfaction in its appropriateness.

*Address delivered by E. A. Stowe at annual banquet Kalamazoo Retail Grocers' Association.

One evening he visited his employe in his room and was somewhat startled to see a goodly sized pasteboard box, upon the cover of which was a gaudily colored illustration of beets, corn and onions, resting upon a shelf in the most conspicuous place in the room.

"Where did you get your picture, Joseph?" my friend asked, at which the stableman allowed that it was given him by the cook.

"Do you think it appropriate as an interior decoration?" was asked, and the servant expressed satisfaction with the effect produced, at which my friend stepped over and, taking down the box, discovered that it contained a quart bottle nearly full of whisky. As he looked at the stableman that worthy observed, "Didn't I don't tole you, boss, it wuz'n interior decoration? 'n' I'll swar to goodness I like the effec'!"

You see it was the point of view that developed the opinion; and so I say again, it is rank nonsense for any man, however learned, to declare dogmatically just when the average man is at his best, just when he is of no further value.

A good groceryman is at his best just so soon and just so long as he keeps up with the procession. I have known A-T, three-x grocers, who were less than 25 years of age, and I have known others who, at the age of 60, could give the youngster cards and spades and then win out. It is very rarely a question of years—this matter of human values. It is a question of health, temperament and objective. Your business man of value, whether he be 30, 40, 50 or 70 years of age, is the one who has an ideal, a standard, which he must establish for himself. No one else can do it for him; and, once established, this standard will, if lived up to, keep pace with whatever of good, of superiority, of value presents itself in the man's sphere of operations.

Yes, there is a great danger to be avoided. There are many dangers, any one of which will bring injury, disappointment and the ultimate decline in a man's value, and I do not now refer to advancing years. Intemperance is the chief pitfall.

Beyond question the intemperate use of spirituous liquors comes first under this head; but there are other and woeful intemperances. A man may easily wreck his prospects by intemperate labor; it is as easy, almost, to become an inebriate through selfishness as by the use of liquor, and it is difficult to judge which grade of intemperance is most harmful. Ignorance as to what is developing constantly in any man's line of business is the result of an intemperate indifference to progress. Bigotry is another form of intemperance that is harmful to a man's progress and, finally, there is the most insidious, most dangerous intemperance of all—so far as a man's business value is concerned. That is the spirit represented by crafty fear, narrow minded views, petty jealousies, covetousness and distrust of all ideas that do not "track" with the ideas and methods

in vogue in the 80's, the 70's or even farther back.

Every grocer—and for that matter, every man who succeeds in business and remains successful, no matter what his line—must keep posted as to what others in his line have tested and dropped or retained. It is not alone the members of the learned professions who must forever remain students. A good retail grocer must be a constant student. He must know his following and the followings of others; he must understand the policies of his competitors; he must know the markets, not alone of his own city, but of the chief adjacent centers of business. Why, talk about your scientists, the successful retail grocer is as great as any of them.

If you keep yourself thus informed, then you have something upon which to base judgment that you can bank on. Thus you will be free from fear, thus your prudence will be stronger and better; and, free from fear, sure and accurate as to discretion, you are above and beyond little, mean estimates as to your neighbors. Your confidence is built right and, with such self-reliance, you can not avoid being upright and fair toward not only your customers but also your competitors.

Then you will become big, broad, brilliant business men who will keep going and contribute your portion toward keeping the city you live in going; and it won't make any difference—if you do not meet with ill health (and such men are, as a rule, well and hearty)—it won't make any difference, I say, whether you are 20 years old or 67 years young.

Two more thoughts I offer, that you may take them home with you: "All that is human must retrograde if it does not advance." You can not remain as you are and where you are. The other thought is that you are never less alone than when you are by yourself.

If you do not progress as grocers—as men—you must, perforce, go backward. When you are by yourself, as you believe, you are surrounded by an infinite number of intangible sprites who, burdening themselves with your thoughts, be they good or ill, go pell mell in all directions to scatter the examples, the results of those thoughts.

Therefore be hopeful, self-reliant, wise but fearless, and you will progress, if the thoughts you send out and the examples you set are of the sort that is worth the while.

It is said that about forty senators and representatives will accompany Secretary Taft when he makes his visit to the Philippines, among them Speaker Cannon. The visit can not but result in a better understanding of conditions in our new possessions, and therefore more intelligent legislation in their behalf. The senators and representatives will be afforded an opportunity to witness for themselves the needs of the islands and their inhabitants, and upon their return will enlighten their colleagues and suggest such reforms as the situation may demand.

Correspondence School vs. Actual Training.

In this age, when everything from dressmaking to running a railroad engine is taught by mail and the correspondence system of learning is abroad in the land, the much mooted question is, "Which is the better, the correspondence system of learning or the actual training?" The correspondence school advocate will bring tons of literature to prove that the mail method is miles ahead of the other method in that it sends young people out into the world prepared to go into actual business and hold positions of trust and responsibility.

But how many successful business men, young men who have started lately, have learned in the correspondence school? An investigation will prove that comparatively few got their start in that way. All the old men, men whose word is worth something, will say that the only real preparation for a business life is training in that best of schools, actual business.

Still the "learn by mail" system has its advantages. It has a place which it fills with a fair degree of efficiency. As a preliminary training the correspondence school is well worth the time spent when the student is working and can not attend a business college. It paves the way for actual business training and makes life easier for the worker as he climbs the slippery rounds of the business ladder toward the shining light at the top known as success.

But make no mistake, the young graduate of the correspondence school must not feel that he should have a position one whit more responsible than the worker that has not received a diploma from one of the schools. He might by a judicious course of what might be called "four flushing" put up a pretty good front for a time, but it would be a strain and an unsatisfactory experience and sooner or later his lack of actual business training would be discovered and he would be worse off than when he began.

If the young man goes into business with a correspondence school education and starts at the very place he would have started had he not the education he has a great many more chances of success. While he has already mastered the theoretical business points he now gets the practical ones, and with the two he runs a chance of winning out, while without either of the two he would be working with a heavy handicap.

The correspondence school is a blessing in some instances. One of them is that a young person may earn his living and get his education at the same time. Were it not for the correspondence school many such would go through life striving hard to hold a small position simply because they could not spend the time getting the necessary training. They were too busy making a living. To such the correspondence school is a great blessing. If I were a merchant and a young man came to me for a

position and said that he had obtained his education by the correspondence system after working hours, I would surely engage him, as the young man who will, after a day's work, get out his books and study with a teacher hundreds of miles away has the right sort of stuff in him for a successful business man. What is learned in the correspondence school is usually learned never to be forgotten. There are no superfluities in it either.

But if the correspondence school is a good thing in one way it is poor in another. The correspondence school graduate is likely to get an exaggerated sense of his own ability. He has been taught to think by the smoothly worded circular that after taking a course in a correspondence school the rest of the way is easy. He is deluded into thinking that he has a complete business training, when, as a matter of fact, he has just a good foundation. With great confidence in his ability to do difficult business stunts he oftentimes gets himself into serious trouble through the lack of knowledge, which no correspondence school can teach.

The one bright particular fault to find with the different schools about the country at present is their glimmering, glistening promises. Pictures of nice looking young men jumping over the counter into the heart of shining success are to be found in the advertising sections of the magazines. The reading matter accompanying the pictures tells how easy it is to jump from a position at present paying a small salary to one paying a large one. The proposition always looks good to those who read it. The youth holding a poor position, perhaps because he could not hold a better one, jumps at this chance to prepare for a lucrative job. And he is disappointed when he learns that he can not batter down the door leading to success with a correspondence school diploma. Here is where the correspondence school is a delusion and a snare. While it will fit a young man or woman to learn to occupy a good position it will not teach them how to go into that position without previous knowledge of it and "make good."

The correspondence school does another thing for which it is to be commended. It awakens ambition in young people and talents hitherto unsuspected are brought to the surface. Many a boy has been awakened and has gone earnestly to work because of the pictures painted by the correspondence school advertising man, and has made a mark in the profession he has chosen. For this the correspondence school has a good mark coming. Were it not for its deception in the matter of promising to teach all that is necessary to know about a business, the correspondence school would be a thing of great good, but, like all other things, it has its drawbacks and has to be taken with a grain of salt.

Burton Allen.

Content never bridged a stream or tunneled a mountain.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.				40
Hicks' Waterproof, per m.				50
Musket, per m.				75
Ely's Waterproof, per m.				60
Cartridges				
No. 22 short, per m.				2 50
No. 22 long, per m.				3 00
No. 32 short, per m.				5 00
No. 32 long, per m.				5 75
Primers				
No. 2 U. M. C., boxes 250, per m.				1 60
No. 2 Winchester, boxes 250, per m.				1 60
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.				60
Black Edge, Nos. 9 & 10, per m.				70
Black Edge, No. 7, per m.				80
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of	oz. of	Size	Per
				100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.				72
No. 12, pasteboard boxes 100, per 100.				64
Gunpowder				
Kegs, 25 lbs., per keg.				4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg				2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg				1 60
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.				1 85
Augurs and Bits				
Snell's				60
Jennings' genuine				25
Jennings' imitation				50
Axes				
First Quality, S. B. Bronze				6 50
First Quality, D. B. Bronze				9 00
First Quality, S. B. Steel				7 00
First Quality, D. B. Steel				10 50
Barrows				
Railroad				15 00
Garden				33 00
Bolts				
Stove				70
Carriage, new list				70
Flow				50
Buckets				
Well, plain				4 50
Butts, Cast				
Cast Loose Pin, figured				70
Wrought, narrow				60
Chain				
1/4 in 5-16 in. 3/8 in. 1/2 in.				
Common	7 c.	6 c.	6 c.	4 1/2 c.
BB	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 c.
BBB	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 1/2 c.
Crowbars				
Cast Steel, per lb.				5
Chisels				
Socket Firmer				65
Socket Framing				65
Socket Corner				65
Socket Slicks				65
Elbows				
Com. 4 piece, 6 in., per doz.				75
Corrugated, per doz.				1 25
Adjustable				40 & 10
Expansive Bits				
Clark's small, \$18; large, \$26.				40
Ives' 1, \$18; 2, \$24; 3, \$30				25
Files—New List				
New American				70 & 10
Nicholson's				70
Heller's Horse Rasps				70
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				5
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s				60 & 10
Glass				
Single Strength, by box				90
Double Strength, by box				90
By the light				90
Hammers				
Maydole & Co.'s new list				33 1/2
Yerkes & Plumb's				40 & 10
Mason's Solid Cast Steel				30c list 70
Hinges				
Gate, Clark's 1, 2, 3.				60 & 10
Hollow Ware				
Pots				50 & 10
Kettles				50 & 10
Spiders				50 & 10
Horse Nails				
Au Sable				40 & 10
House Furnishing Goods				
Stamped Tinware, new list				70
Japanese Tinware				80 & 10

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages	1/2c per lb. extra.
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	30
3 advance	45
2 advance	70
3/4 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Alloway Grade	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
20x28 IC, Charcoal, Alloway Grade	15 00
20x28 IX, Charcoal, Alloway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	23 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
No. 28	4 40
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Soldier	
1/2 @ 1/2	21
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade,	\$1.25
Tin—Alloway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade,	\$1.50
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Wright	80-10
Screw Nuts	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickered	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	4c
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per gross	
Pints	4 25
Quarts	4 40
1/2 gallon	6 00
Fruit jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, CVrimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	2 10
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, per doz.	3 10
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilted cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/8 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1 1/2 in. wide, per gross or roll.	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	3 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—Some of the purchases made in the medium grades of worsteds and woolens compare favorably with those placed at a corresponding date last year. As to the prices secured, most lines are held at an advance, which makes the aggregate sales heavier in dollars than for several seasons. With a few exceptions the cutters are taking worsted suitings and broadcloths in weights that are from one to three ounces lighter than the goods they are accustomed to use. This is true in a large measure of other fabrics such as serges, cheviots, Venetians and woolen dress goods in plain and fancy effects. The fact that crepes and oliennes and voiles have been well received has been taken by some observers of the market as an indication that the season will continue to the end favoring lighter fabrics than are usually demanded by the American trade. To explain the preponderance of business being placed on goods of lighter weight, sellers state that manufacturers have had to pay much higher prices for their raw materials, and that in order to keep cloths of a given grade within the price limit of cutters, they were obliged to make them an ounce or two lighter. Buyers have been taken into the confidence of the manufacturers, and have not been averse to the plan adopted to overcome the increased cost of raw material. They will take a 12-ounce fabric that costs what a 14-ounce cost last year. This they will work up, and in the completed garment the use of the lighter fabric will not be noticeable. In woolen dress goods mills have made every effort to produce effects that closely resemble worsteds; using crisp yarns that have been lightly spun, and giving the cloth a worsted finish. The best styles in this class of goods are already well sold. From what is said in the salesrooms of leading mill agents and commission houses, the call for spring fabrics is still of fair proportions. Buyers are after spots and when they find that they can not get exact duplicates, they lose no time in getting substitute cloths. Lightweight cloakings are also in demand among cutters.

Carpets—What will be done with regard to ingrain carpets for the coming fall season is at present a question of vital importance to Philadelphia manufacturers of these goods. That the spring season has been one of the worst in the history of the trade, both as to unprofitable prices and lack of demand, is almost too well known to require repeating. A prominent Philadelphia ingrain manufacturer is extremely pessimistic over the outlook. In discussing the situation he recently remarked: "It looks as if the day of the ingrain carpet was about over. This spring sea-

son has been one of the poorest, if not the poorest, in the history of the trade. To cap this, manufacturers have been wholly unable to secure prices that would net them any profit. Carpet wool, as you well know, has advanced enormously; but notwithstanding this, we manufacturers of ingrains have been unable to advance prices. This has been primarily due to lack of demand. Efforts have been made to advance prices but have failed, because the buyer did not want the goods even at old prices. It may be that consumers of these goods have grown beyond the time when an ingrain carpet would satisfy them. Now when the farmer comes to town and wants a carpet for his sitting room or parlor he demands something better than ingrain, as he has the money to pay for it, and having made up his mind before coming to town just what he wants, he usually gets it. That to my mind is the trouble; the consumer has outgrown the ingrain stage. A large part of my plant is working on cheap rugs, and this is what has kept the looms running."

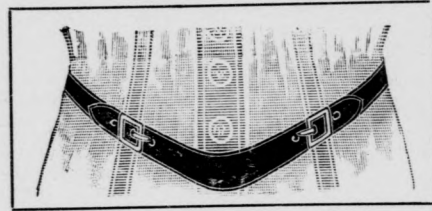
Ginghams—Of the leading lines of gingham that have been held at prices that mills refuse to recede from, it is reported that the orders now in hand will suffice to carry the mills through the season on a profitable basis, and that with a reasonable amount of duplicates the product for the first six months of 1905 will reach satisfactory figures. At this time it is estimated that jobbers and cutters have less than 60 per cent. of their usual quantity of stock in hand. Some of the large operators have covered their requirements on the standard gingham, as the entire trade has done on fine dress gingham; but it is thought that a supplementary business during the ensuing weeks of spring should increase the total sales at first hands for 20 or 30 per cent. The conditions in the market were never stronger from the standpoint of the manufacturer. Primary stocks have been kept down to the lowest margin in years, and the value of the goods as the season advances is rigidly maintained. Finishers of standard and special construction goods find the gray goods market advancing and this puts an end to the possibility of prices for the finished product undergoing a decline for any delivery this spring or summer, so agents declare. The lines of fancy gingham in fine grades are well sold as this season has been particularly favorable to exclusive patterns that give a character to retail assortments or the products of the cutting trades.



Merchants, Harken

We are business builders and money getters. We are experienced. We succeed without the use of hot air. We don't slaughter prices. If we can't make you reasonable profits, we don't want your sale. No company in our line can supply better references. We can convert your stock, including stickers, into cash without loss. Everything treated confidentially. Note our two places of business, and address us
RAPID SALES CO.
 609-175 Dearborn St., Chicago, Ill.
 Or 1071 Belmont St., Portland, Oregon.

Newly Out



This is the latest out in child's belt and is a winner to retail at 25c.

We also carry a complete line of ladies' leather and silk belts and girdles, in all the latest styles, to retail at from 25c to \$1.00.

Write for sample dozen.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Retails at 50 Cents



100
 Dozens a Day
 on this
 One
 Number

GET YOUR ORDER IN

PURITAN CORSET CO.

KALAMAZOO, MICH.

The Country Store a Paradise for Idlers.

Written for the Tradesman.

Where may an earthly paradise be found?

Some find it in the country store between the hours of six and nine o'clock p. m. We who live within its shelter are the only ones who can realize the true meaning of what the term signifies.

It would be hardly wise to attempt to give anything further than a graphic description, as the reader probably would not credit it. Those who never had the opportunity of spending a few months in a country store would think that it was exaggerated; therefore, I will only speak on a few of the mild features which are woven around the life of a country merchant:

Enter his store at evening and we will see many things to amuse us. On the counter, on nail kegs lying lengthwise on the floor, and in every other position available, we see the daily visitor taking his usual amount of comfort as he pushes himself as near the fire as possible and joins in the general conversation. The many different happenings of the neighborhood are rehearsed at length, and often scoffed at, especially if the persons referred to are soaring higher in the moral world than they. The lofty ideals and deeds of those who are striving to become better, in order to place themselves in better situations in life, are classed as "stuck up." Judgment is passed on all those who they fear are superior in mind to themselves. The prosperity of the country is discussed from the prices of products and wages only. If everything is high why it is, "Hurrah for the President—he's the man!" But if products and wages are low then the Chief Magistrate is an anarchist and ought to be shot. The causes are not taken into consideration—it is simply all the President's doings. In political campaign times they do not converse on the money system or any other—it is simply "Hurrah for So-and-So!"

The entertainments which occur in the district school house do not seem to be attractive to them and are considered of little or no importance.

Of course, most any one enjoys meeting friends and having old-time chats once in a while; but it seems as if it would grow monotonous if the amusement were indulged in too often. Then, too, they are never anxious to adjourn and the good merchant sometimes has to announce that it is closing time before they make a move to vacate.

Now this is only a slight illustration of what may be seen and heard nearly every evening by the glowing hearth of every country merchant, for it is the society they—the so-called daily visitors—crave, and they must have it.

As a class the farmers are an intelligent people who are fond of the quietness of their homes and the solace of their families; but among them are to be found many who are perfectly satisfied with this particular pastime. So they congregate in

the country store and create for themselves their ideal of paradise. At least it must be paradise to them or they would not wish continually to live in that atmosphere. While it can not be said that there is anything immoral said by our evening visitors, still their talk could be of a more elevating nature.

This may seem disgusting to my readers, but listen while I state the fact that it is a common occurrence to see two or three little boys not more than 10 years of age among the crowd who are clapping their hands at the remarks made and enjoying the evening to the utmost.

However, we are thankful that we have only a few people who do not wish to ascend higher in the intellectual world. We regret that there are any, for our country to-day gives us every advantage to become enlightened. Even in the most remote rural districts we can now pride ourselves on our good school system, whereby the poorest of people have the chance of elevating themselves from their past ignorant state into fitting subjects to inhabit this land of education and refinement.

Lucia Harrison.

Don't Be Too Old Fashioned.

"All of us remember to a certain degree," said a prominent dry goods merchant of this city, "what our fathers told us when we were about to go out into the world to earn a living. I remember being instructed by my father, who was a merchant of the old school, never to waste anything, this being backed up by the text 'wilful waste makes woeful want.'"

"After having attained to a business of my own I had occasion to advertise for an office boy and naturally wanted a bright, intelligent lad. In order to test the various applicants who appeared at all likely I set them at various jobs. Two particularly attracted my attention, both being neat and bright looking. They were put to work unwrapping two packages of goods and placing them upon the counter. One little chap evidently bearing in mind what had been told him at home, carefully untied the string, wound it up, took the paper off, neatly folded that up, placed it away and finally put the goods on the counter, all of which occupied from 15 to 20 minutes. The other one whipped out a pocket knife, cut the cord, pulled the paper off, threw it under the counter, had the goods on the counter in a jiffy and immediately turned with the question: 'What next sir?'"

The merchant paused and then continued: "Being an American I took the chap with the knife. He is my partner now."

He who can put his soul into a necktie seldom has any heart for the needy.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

For Men's Wear



We have several good numbers in this line. It's an item that pays a profit and is a quick seller. Our low priced number is a fancy mixture at \$6.00 each. This article is "dressy" as well as serviceable. The others are \$9.00 and 10 00 each and are both grey mixtures. These are both exceptional value for the money.

For Ladies' Wear

The popular priced coat is \$3.00 each, but we also have the high grade garment at \$10.00 each. Something out of the ordinary is a rubber lined coat at \$3.00 each and for some purposes it proves better than the other kind. All of the above are neatly packed in boxes of one each. Sizes range from 34 to 44 inclusive.

Good dressers are sure to be suited with these garments because the styles are right. Why not try a sample lot?

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan

Send Us Your Spring Orders

for

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2 1/2 Million Dollars

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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



This is a picture of **ANDREW B. SPINEY, M. D.** the only Dr. Spiney 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. SPINEY, M. D.
Prop. Reed City Sanitarium, Reed City, Mich.

Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago



Michigan Knights of the Grip.
President, Geo. H. Randall, Bay City;
Secretary, Chas. J. Lewis, Flint; Treasurer, W. V. Gawley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, Detroit; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden; Secretary and Treasurer, O. F. Jackson.

The Traveler Represents the Life Blood of Trade.

There are thousands of men on the road selling shoes, but that does not necessarily mean that they are shoe salesmen; and if I attempted to tell some of you oldtimers what are the necessary qualifications of successful shoe salesmanship, I might justly be accused of presuming to know something that my own experience and the results of my own efforts did not warrant.

It is claimed by many that the really successful salesman is born, that no amount of training or experience is of any value whatever if he is not a natural salesman. Of one thing I am convinced at least in my own mind, and that is whether the shoe salesman is a necessary evil, or an indispensable luxury, the fact remains he has come to stay and the manufacturer or jobber who tries to get along without him will soon find to his sorrow that he has made a mistake.

Experiences of a salesman on the road are varied and original and constantly changing. He must be ready at all times to adopt new methods to meet new conditions. Always on the alert, he readily takes advantage of any weakness he sees in his competitors, at the same time taking no dishonorable methods. If this be true and I am sure it is, anything I might say or any experience I may have had can only be the opinion or experience of one individual, and the chances are it would be of little or no value to anyone else.

On one thing I think all will agree with me when I say there has never been a time in the history of the commercial world when there was a greater demand for successful salesmen than the present moment, and I will go farther and say that I do not believe the time will ever come when it will be necessary for a good man to look very long for a position.

The so-called drummer of years ago is not the man on the road today. If Darwin's theory is correct, man has made wonderful progress in his being. Whether you admit this or not, the fact remains that the past twenty years have worked a wonderful evolution of the commercial traveler. From the drinking, gambling, fast living and easy habits of the former drummer with his jolly red face and flashy clothes, we can to-day point with pride and admiration to the average commercial traveler as we find him, and I be-

lieve I am safe in saying that no class of men upon whom the searchlight of public gaze is always turned and who are subjected to such avenues of sin and temptation have higher moral standing. That there is still room for improvement we do not deny, and in recognition of that fact let me point you to that organization that has for one of its chief objects the moral, social and intellectual development of our craft.

What can you say of the traveling man as you find him to-day, regarding business? I want to say without fear of contradiction that there is no class of men on earth to-day that so completely represent the life blood of trade as he does. He is the blood that pulsates from the fountain head of business, passing down through the veins of commerce and giving new life to progress and new ideas to the wants of man. We find him in the early days, far ahead of steamboat or locomotive, blazing the way and locating trading posts that have since grown into the world's great trade centers. You will find him to-day the great envoy of trade, a diplomat in business, going and coming to all corners of the earth, and by his tireless energy, magnetic influence, honesty and integrity, he has become the great moving force of the commercial world, making himself felt, honored and respected in every civilized and semi-civilized nation on the globe. Not only is his influence recognized in the commercial world, but the time is not far distant—and some states have already felt his power—in the social and political events of the day. If any of you doubt this, ask Bob Dunn, the Republican candidate for Governor of Minnesota at the late election, who was defeated although all the rest of his ticket was elected, Dunn having estranged the traveling men by charging that they were managed and influenced by their houses.

And so, I believe, you will ever find him, as time and tide roll on, always to the front, a necessity to trade, loyal to his country and honoring his profession.—Geo. W. Rodgers in Shoe Trade Journal.

The Road as a Training School For Business.

Every salesman who goes on the road does not succeed—not by any means! The road is no place for drones; there are a great many drops of the honey of commerce waiting in the apple blossoms along the road, but it takes the busy "worker" bee to get it. The capable salesman may achieve great success, not only on the road, but in any kind of activity. "The road" is a great training school. Alderman Milton Foreman, chairman of the transportation committee in the Chicago Common Council, only a few years ago, was a drummer. He studied law daily, and went into politics, while he yet drew the largest salary of any man in his house. Marshall Field was only a traveling man; John W. Gates sold barbed wire before he became a steel king. These three men are merely types of successful traveling men.

"Nineteen years ago," said a great business man, "I quit picking worms off tobacco plants and began to work in a wholesale house in St. Louis at five dollars a week—and I had an even start with nearly every man ever connected with that firm. The president of the firm to-day, now also a bank president, and worth a million dollars, was formerly a traveling man; the old vice-president of the house, who is now the head of another firm in the same line, used to be a traveling man; the present vice-president and the president's son-in-law were traveling men when I went with the firm; one of the directors, who went with the house after I did, was a traveling man. Another, who traveled for this firm, is to-day vice-president of a large wholesale house. One more saved enough recently to go into the wholesale business for himself. Out of the whole of us, six married daughters of wealthy parents; and thirty or more who keep on traveling earn, by six months' or less of road work, from \$1,200 to \$6,000 each year. One of the lot has done, during this period of rest, what every one of his fellow salesmen had a chance to do—taken a degree from a great university, obtained a license (which he cannot afford to use) to practice law, learned to read, write and speak with ease two foreign languages, got a smattering of three others, and has traveled over a large part of the world. Of all the men in the office and stock departments of this firm only two of them have got beyond twenty-five dollars a week; and both of them have been drudges. One of them has moved up from slave-bookkeeper to credit-man-slave and partner. The other has become a buyer. And even he, as well as being a stock man, was city salesman. Just last night, on leaving the street car an old schoolboy friend told me that he was soon going to try his hand on the road at selling bonds. He asked me if I could give him any pointers. I said: 'Work and be square—never come down on a price; make the price right in the beginning.' 'Oh, I don't know about that,' said he. I slapped him on the breast and answered: 'I do!'"

Most people are willing to take a man at his own estimate only when he figures it below par.

Music is the whisper of Deity to coax the soul of man nearer Heaven.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequalled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.

Alabastine Your Walls

Just ask the doctor if there isn't danger of disease in your walls. Don't take our word for it—ask him. Make him tell you.

There is only one perfectly sanitary and hygienic wall covering. That is Alabastine—made from Alabaster rock—then colored with mineral coloring.

ALABASTINE is cleanly, because it is made from pure rock—Alabaster rock and pure water. It is not stuck on with sour paste nor smelly glue.

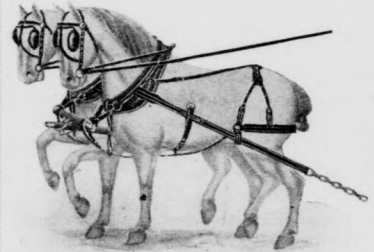
When your walls need covering, you don't need to wash ALABASTINE off. Just add another coat, for ALABASTINE is antiseptic as well as beautiful. The most beautiful decorations are possible with Alabastine.

Any decorator or painter can put it on. You could do it yourself. Insist on Alabastine being delivered in the original package, it is your only safeguard against substitution of worthless kalsomines. Write for beautiful tint card and free suggestions.

If your dealer can't supply you send us his name and we will see that you have Alabastine.

ALABASTINE COMPANY

Grand Rapids, Mich.



We manufacture a very complete line of

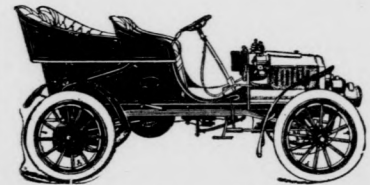
Double and Single Harness

WRITE US FOR CATALOGUE

BROWN & SEHLER CO.

GRAND RAPIDS, MICH.

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.

GONE TO HIS REWARD.

Sudden Death of A. F. Peake, the Veteran Traveler.

A. F. Peake, the long-time traveling salesman, died at the home of a friend in Jackson last Friday morning as the result of heart disease. The funeral took place on Sunday, being largely attended. The deceased was a director in the Jackson Skirt and Novelty Co., with which institution he had been identified for several years.

Mr. Peake was selected by the business men of his ward in 1896 to make the run for Alderman on the Republican ticket. He surprised everybody by the large majority which rolled up opposite his name, and the record he made in the Common Council was an exceedingly creditable one. He was considered a leader of his party in his county and district and was repeatedly called upon to represent both in State and district conventions.

Mr. Peake was a man of strong likes and dislikes and, in common with men of positive ideas who make no concealment of their opinions, possessed enemies as well as friends. Even his enemies, however, respected him as a man and honored him for the honest way in which he undertook to accomplish his ends, because he never resorted to circumlocution or subterfuge.

Utterly without sympathy for sham or pretense; already honored by his fellow citizens and with prospect of more honors in store; admired by his house and respected by his trade; surrounded by every comfort and advantage which an adequate income could provide, Mr. Peake had every reason to regard his position with pride and his future with composure.

Mr. Peake was born in Lewis county, New York, forty-seven years ago. He lived at home on the farm until 15 years of age, when he left home to seek an education. He attended school at Lowville Academy, going from there to Fairport, where he entered the employment of W. W. Howard, the leading general merchant of the place, where he continued four years. Twenty-five years ago he entered the employment of the old and reliable soda manufacturing establishment of DeLand & Co., of Fairport, and for two years covered territory in nearly all of the Northern States, when he was assigned to Michigan as State agent, which position he held successfully for nearly twenty years, during which time he came to be known and respected by every wholesale grocer in the State and, probably, formed the acquaintance of more retail grocers than any other man on the road.

Mr. Peake was married in 1881 to Miss Lulu Herrick, daughter of Hon. John Herrick, of Glendale, N. Y. Their family consisted of a 19 year old son and a 9 year old daughter. Mrs. Peake died about a year ago. He was to have been married in a few days to a lady who is a resident of New York State and who has had the care of his daughter since the death of his first wife.

Mr. Peake was always prominently identified with the traveling fraternity and always took a leading position in all movements having for their object the betterment of the traveling men, both individually and as a class. He was one of the charter members of the Travelers' Protective Association in Michigan, was Vice-President for three years and President for one year. He was also one of the organizers of the Michigan Knights of the Grip, serving as its first President and rendering the organization yeoman service as a member of the Board of Directors for three years subsequently, during which time he served as chairman of the Finance Committee. The death benefit fund (\$500 in the event of the death of a member), to which the remarkable success of the organization is largely due, was one of his hobbies, having been recommended by him in his annual address as President.

Mr. Peake was always a persistent and consistent advocate of accident insurance among traveling men, having made several unsuccessful attempts to incorporate such a feature in the work of the Michigan Knights of the Grip. Believing that it was the duty of every traveling man to protect his family against possible want by means of accident insurance, and thoroughly convinced that such insurance should be furnished by the traveling men themselves on a co-operative basis, he was easily persuaded to accept the Presidency of the Michigan Commercial Travelers' Mutual Accident Association, as soon as the directors could effect certain changes which he demanded in the interest of economy and utility as a condition of his taking the office and prior to his election thereto. He continued in this position until succeeded by J. Boyd Pantlind.

The following resolutions on the death of Mr. Peake were adopted by Post A:

Whereas—It has seemed good to the all-wise Ruler of the Universe to remove from this earth our beloved brother, A. F. Peake, a worthy member of our Association; and

Whereas—The close relations held by the deceased to the Michigan Knights of the Grip, he being one of the founders and its first President and for many years a member of the Board of Directors, render it proper that we should show our appreciation of his personal worth as a member and good citizen; therefore be it

Resolved—That Post A extend to the family of our deceased brother our heartfelt sympathy in their affliction and commend them to Him who doeth all things well.

Resolved—That these resolutions be printed and a copy sent to the family of our deceased brother, also a copy spread on the records of Post A.

J. J. Frost,
Jas. F. Hammell,
C. W. Gilkey,
Committee.

The music of heaven does not depend on the misery of earth.

Fifth Annual Banquet of the Kalamazoo Grocers.

The fifth annual banquet of the Kalamazoo Retail Grocers' Association, which was held last evening, was, by all means, the most successful event of the kind ever undertaken by that organization. Plates were provided for 200 banqueters and only about a dozen places were vacant when those present had found seats.

Following the invocation by H. J. VanBochove and the discussion of the menu, President J. A. Stekete delivered a warm address of welcome, in the course of which he set forth the advantages of associated effort and enumerated the numerous reforms which had been accomplished by the Kalamazoo organization. He then turned the affair over to Eugene A. Welch, as toastmaster, who proved to be equal to the occasion, introducing each speaker in a becoming manner.

After a vocal solo by Robert J. VanBochove, E. A. Stowe discussed The Age Limit, as applied to the retail grocery trade. The address will be found printed verbatim elsewhere in this week's paper.

After a piano selection by Frank Flynn, a short address by Wm. Coleman and a guitar selection by Marvin J. Schaberg, W. L. Brownell delivered an address which was the gem of the evening—the star feature of the occasion. Mr. Brownell is an ideal after-dinner speaker—effective, magnetic and convincing. He convulsed his hearers with a series of references to his own career as a grocer, especially in the early days of his connection with the trade, and concluded his remarks—which could have been extended indefinitely without tiring the audience—with terse, crisp and pertinent advice, which could not fail to profit every grocer if properly followed. The Tradesman regrets that a verbatim report of this speech was not obtained, although much of the charm of the speech would be lost when separated from the delightfully pleasing personality of the speaker.

After a brief address by Selig Stern and a vocal solo by Clarence Hoekstra, Frank H. Cummings delivered an excellent address along certain lines pertinent to the grocery business, illustrating his talk and concluding it with a series of stories in Swedish dialect, which were greatly appreciated by the audience.

After a short address by Henry VanBochove, Sam Hoekstra spoke on the subject of Pure Food, treating it from a practical, common sense standpoint. He made an urgent appeal for less red tape, less striving after effect and less relying on technicalities and a broader and more general and more practical interpretation and administration of the laws now on our statute books on this subject. He also made a plea for better laws on the subject of pure drinks, believing that it be just as essential that we have pure and unadulterated liquors as pure food.

H. J. Schaberg delivered one of his characteristic addresses, which was

listened to with marked attention from start to finish, when the Retail Grocers' Quartette presented an excellent selection and Steven Marsh wound up the programme by telling a number of stories which were not only pat, but carried with them an excellent moral.

This is the first year the grocers have given a banquet independent of the butchers, due to the fact that the butchers have formed a separate organization during the past year; and, although some misgivings were felt in advance of the affair, the attendance and interest and programme all proved that the Kalamazoo Retail Grocers' Association is abundantly able to hold a banquet of its own and make a success of it from start to finish.

The Boys Behind the Counter.

Niles—Albert Hindenach, who is accused of being short in his accounts as City Treasurer of Marshall, is a local drug clerk, coming here from Marshall a year ago. He says that many people refused to pay their sewer tax, because his predecessor in office had not made them do so, and that the return sheets, which should be in the custody of the City Recorder, have turned up missing, although he turned them over to that official. Hence, it is difficult to ascertain who paid the sewer tax and who did not. Hindenach says he will go to Marshall and endeavor to straighten matters out, also that if a shortage exists he will try to settle.

Alpena—John A. Schaff has resigned his position with M. A. Cohen to take the management of Greenbaum Bros.' shoe department.

Pontiac—Frank J. Cochlan has resigned his position with Smith & Leisenring to take one in the drug store of Fred R. Graves.

Ann Arbor—Edward Nissle has resigned his position at the Albert Lutz shoe store, to take one in the shoe department of Mack & Co. Homer Wood of that department has been promoted to the position formerly held by Fitch Forsythe.

Sturgis—Shoecraft & Allard have sold their factory building on North street to Favorite & Schermerhorn, who will now occupy the entire building instead of the front room as formerly. Shoecraft & Allard have leased the building formerly occupied by the Miller-Hubbard Co. as a finishing room and office and have ordered a quantity of new machinery which will increase their facilities for the manufacture of steel step-ladders.

Tonia Sentinel: Harley F. Preston has gone to Pennsylvania, where he will travel for the Ypsilanti Reed Furniture Co. He has been with A. A. Knight for four years and is well fitted for his new position.

Flint Citizen: F. M. Calkins has taken a position with the Peninsular Stove Co., of Detroit, and will represent the company in Minnesota and North Dakota. He left this morning for Detroit.

Because a woman is as pretty as a picture is no sign she's painted.



DRUGS

Michigan Board of Pharmacy.

President—Harry Helm, Saginaw.
Secretary—Arthur H. Webber, Cadillac.
Treasurer—J. D. Mulr, 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. Mulr, 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.

Sensible Advice to the Drug Clerk.

A wholesale druggist offers this practical suggestion to young men employed in his branch of industry:

"A young man, or any man, working in a druggist's supply house, or even in a retail drug store, should grasp every opportunity to study that wonderful book known as the Pharmacopoeia. This book is commonly called the Dispensary and contains the exact percentage to which drugs and chemicals must be brought to pass the official test. There is one of these books for each nation. It contains the names of every article handled by druggists and chemists, tells what they are, how they are made, what they are used for, what are poisonous, what are not poisonous, what a dose consists of, and how much would kill a man. Relative to crude drugs it gives the source of their production.

"An employe who would use all of his spare time studying the names and spelling of names of these drugs, the location of the territory of the production of the crude materials, and the weights and measures by which they are dealt, would find that advancement would not be long in coming to him. Any one thoroughly acquainted with this book would always find himself in demand in the drug trade. How relieved a man feels when he knows that the names will be spelled right, and the weights and measures will be computed correctly when he assigns a task to a subordinate. He finds that he can rely on this certain person and soon lets him in on the ground floor, or first rung of the ladder of success, which he will gradually climb, as he pays attention to the business. The rudimentary privilege acquired with a view to making himself more proficient in the jobbing trade may lead to the development of a skilled pharmacist. At any rate it is worth money to the possessor.

Preservation of Eggs.

Experiments have been made by Director Strauch, of the Agricultural School, in Neisse (Germany), with various methods for keeping eggs fresh. At the beginning of July 20 fresh eggs were treated by each

method and examined at the end of February. The results are given below:

Kept in brine: All unfit for use. Not decayed, but unpalatable from being saturated with salt.

Per cent. spoiled
Wrapped in paper.....80
Kept in salicylic acid and glycerin.80
Rubbed with salt.....70
Packed in bran.....70
Coated with paraffin.....70
Painted with salicylic acid and glycerin70
Immersed in boiling water 12-15 seconds50
Treated with a solution of alum..50
Kept in a solution of salicylic acid.50
Coated with soluble glass.....40
Coated with collodion.....40
Coated with varnish.....40
Rubbed with bacon.....30
Packed in wood ashes.....20
Treated with boric acid and soluble glass20
Treated with potassium permanganate20
Coated with vaseline and kept in lime waterAll good
Kept in soluble glass..All very good

Furniture Cream.

Here are several formulas for preparations of this character:

Castile soap1 ounce
Yellow wax1 pound
White wax1 ounce
Turpentine2 pints
Boiling water2 pints

Melt the waxes on a water-bath and add turpentine, stirring until the mixture is quite liquid. Separately dissolve the soap in the boiling water, and pour the two mixtures simultaneously into a hot earthenware jug or jar. Stir for five minutes and pour into wide mouthed bottles for sale.

Yellow wax3½ ounces
Potassium carbonate160 grains
Oil of turpentine2½ fl. drams
Oil of lavender80 minims
Water, a sufficient quantity.

Boil the wax with 16 fl. ounces of water over a direct fire, and add to the hot liquid potassium carbonate. Remove the mixture from the fire, add the oils of turpentine and lavender; stir until cool, and add enough water to make 32 fluid ounces.

In using this cream first remove all dirt and grease, apply the polish with a woolen cloth and then rub with a piece of linen until the furniture has acquired a polish.

Beeswax4½ ounces
Castile soap½ ounce
Spirits turpentine½ pint
Boiling water½ pint

Melt the wax in a covered jar by gentle heat, add the turpentine carefully, and then gradually add the soap, previously dissolved in the water, and stir until stiff.

White Furniture Cream.

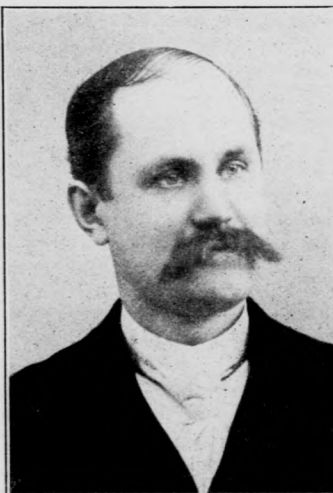
White wine vinegar.....3 ounces
Raw linseed oil.....6 ounces
Butter of antimony.....½ ounce
Methylated spirit.....6½ ounces

Mix the linseed oil with the vinegar, added by degrees, and shake well so as to prevent separation. Add the methylated spirit and butter of antimony and mix thoroughly.

REPRESENTATIVE RETAILERS.

Wm. A. Hall, President State Pharmaceutical Association.

William A. Hall was born at Morris, Connecticut, Sept. 10, 1860, his antecedents being American on both sides. He attended private school at Morris and graded school at Winsted, graduating in 1882 from the Sheffield Scientific School at Yale. He then came to Michigan, locating in Greenville, where for five years he was a clerk for J. R. Slawson & Co. He then purchased a third interest in the business, which he retained ten years, selling out in July, 1897, and removing to Detroit, where he purchased of the estate of C. Purtscher the drug stock so long owned and managed by Frank Inglis.



He has succeeded in increasing the trade very materially and building up a large and lucrative patronage.

Mr. Hall was married Sept. 10, 1885, to Miss Ellen Madison, of Wixom. They have had three children, all of whom died in infancy. They reside at 176 Stanley avenue.

Mr. Hall united with the Congregational church of Morris, Conn., when he was 14 years of age and when he went to Greenville he affiliated with the Congregational church of that place, acting as Treasurer of the society six years and President of the Sunday school eight years. On removing to Detroit he united with the Forest Avenue Presbyterian church.

Mr. Hall is not a member of any fraternal or secret organization. He has long been a member of the Michigan State Pharmaceutical Association, serving the organization as Vice-President and as a member of several important committees. At the last annual meeting, held at Grand Rapids, he was elected President of the Association. Mr. Hall has but two hobbies outside of business, and they are fishing and hunting. He goes fishing on the least provocation and hunts whenever he gets a chance.

He attributes his success to education and perseverance, coupled with the ability and disposition to pay one hundred cents on a dollar.

New Milk Powder from Canada.

A process has recently been pat-

ented in Canada for the manufacture of milk powder, which consists of mixing with milk a sufficient quantity of milk salts to render the albumen soluble, such as 1 per cent. of nitrate of calcium and phosphate of potassium. The milk is then evaporated and non-crystalline sugar is added in the proportion of about 1 to 2 per cent. of the weight of the milk in order to prevent decomposition.

The Drug Market.

Opium—Is dull and has declined.
Quinine—Is firm.
Morphine—Is unchanged.
Citric Acid—Is very firm at the advance noted last week.
Bayberry Wax—Has advanced 100 per cent. in the last few weeks and is very scarce.

Bromides—While quotations remain low, manufacturers are unable to deliver in any quantity. Orders for 500 pounds and over are refused.

Cocaine—Is very firm abroad and an advance is looked for.

Norwegian Cod Liver Oil—Is weak and lower.

Glycerine—Has declined on account of competition between manufacturers.

Iodides and Iodine—Are in a very firm position and likely to advance.

Menthol—Is dull and lower.

Naphthaline or Moth Balls—Are much cheaper this year and demand good.

Oil Citronella—Is scarce and higher.

Oil Lemon—Is very firm and advancing.

Oil Peppermint—Has declined.

American Saffron—While prices are high, is advancing.

Goldenseal Root—Is still advancing.

Celery Seed—Is scarce and tending higher.

Gum Shellac—Is lower.

Linseed Oil—Is very firm at the last advance.

Base Ball Supplies

Croquet
Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.

29 N. Ionia St.
GRAND RAPIDS, MICH.

You will make no mistake if you reserve your orders for

Hammocks
Fishing Tackle
Base Ball Supplies
Fireworks and Flags

Our lines are complete and prices right.
The boys will call in ample time.

FRED BRUNDAGE

Wholesale Druggist
Stationery and School Supplies
32-34 Western Ave., Muskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum	Evacchthos1 00@1 10	Tinctures	Aconitum Nap'sR 60
Aceticum 6@ 8	Erigeron1 00@1 10	Aconitum Nap'sF 60	P D Co 60
Benzolcum, Ger. 70@ 75	Gaultheria2 25@2 35	Aloes 60	P D Co 60
Carbolicum 26@ 29	Geranium 50@ 60	Arnica 60	P D Co 60
Citricum 42@ 45	Gossippi Sem gal 50@ 60	Aloes & Myrrh 60	P D Co 60
Hydrochlor 3@ 5	Hedeoma1 40@1 50	Asaroetida 60	P D Co 60
Nitrocum 8@ 10	Junipera 40@1 20	Atrop Belladonna 60	P D Co 60
Oxalicum 10@ 12	Lavendula 90@2 75	Aurant Cortex 60	P D Co 60
Phosphorium, dil. @ 15	Limonis 90@1 10	Auranti Cortex 60	P D Co 60
Salicylicum 42@ 45	Mentha Piper 3 75@4 00	Benzoin Co 60	P D Co 60
Sulphuricum 13@ 15	Mentha Verid 5 00@5 50	Barosma 60	P D Co 60
Tannicum 75@ 80	Morrhuae gal. 1 25@2 00	Cantharides 60	P D Co 60
Tartaricum 38@ 40	Myrica 3 00@3 50	Capsicum 60	P D Co 60
Ammonia	Picis Liquida 10@ 12	Cardamon 75	P D Co 60
Aqua, 18 deg 4@ 6	Picis Liquida sal @ 96	Cardamon Co 75	P D Co 60
Aqua, 20 deg 6@ 8	Ricina 92@ 96	Caster 1 00	P D Co 60
Carbonas 18@ 15	Rosmarini @ 1 00	Catechu 50	P D Co 60
Chloridum 12@ 14	Rosae oz 5 00@6 00	Cinchona 50	P D Co 60
Antiline	Succini 40@ 45	Cinchona Co 60	P D Co 60
Black 2 00@2 25	Sabina 90@1 00	Columba 60	P D Co 60
Brown 80@1 00	Santal 2 25@4 50	Cubebae 60	P D Co 60
Red 45@ 50	Sassafras 90@1 00	Cassia Acutifol 60	P D Co 60
Yellow 2 50@3 00	Sinapis, ess. oz. @ 65	Cassia Acutifol Co 60	P D Co 60
Baccas	Tiglli 1 10@1 20	Thymus 40@ 50	P D Co 60
Cubebae po. 20 15@ 18	Thymus, opt @ 1 60	Theobromas 15@ 20	P D Co 60
Juniperus 5@ 6	Theobromas 15@ 20		
Xanthoxylum 30@ 35			
Balsamum	Potassium		
Copaiba 45@ 50	Bi-Carb 15@ 18		
Peru 71@ 50	Bichromate 13@ 15		
Terabin, Canada 60@ 65	Bromide 25@ 30		
Tolutan 35@ 40	Carb 12@ 15		
Cortex	Chlorate po. 12@ 14		
Abies, Canadian 18	Cyanide 34@ 35		
Cassiae 20	Iidide 3 60@3 65		
Cinchona Flava 18	Potassa, Bitart pr 30@ 32		
Buonymus atro. 30	Potass Nitras opt 7@ 10		
Myrica Cerifera 20	Potass Nitras 6@ 8		
Prunus Virgini 15	Prussiate 23@ 26		
Quillaja, gr'd 12	Sulphate po 15@ 18		
Sassafras po. 25 24			
Ulmus 40	Radix		
Extractum	Aconitum 20@ 25		
Glycyrrhiza Gla. 24@ 30	Althaa 30@ 33		
Glycyrrhiza, po. 28@ 30	Anchusa 10@ 12		
Haematox 11@ 12	Arum po @ 25		
Haematox, 1s 13@ 14	Calamus 20@ 40		
Haematox, 1/2s 14@ 15	Gentiana po 15 12@ 15		
Haematox, 1/4s 16@ 17	Glychrrhiza pv 15 16@ 18		
Ferru	Hydrastis, Canada 1 90		
Carbonate Precip. 15	Hydrastis, Can. po @ 2 00		
Citrate and Quina 2 00	Hellebore, Alba 12@ 15		
Citrate Soluble 55	Inula, po 18@ 22		
Ferrocyanidum S. 40	Ipecac, po. 00@2 10		
Solut. Chloride 15	Iris plox 35@ 40		
Sulphate, com'l 2	Jalapa, pr 25@ 30		
Sulphate, com'l, by 70	Maranta, 1/4s @ 35		
bbi. per cwt 7	Podophyllum po. 15@ 18		
Sulphate, pure 7	Rhel 75@1 00		
Flora	Rhel, cut 00@1 25		
Arnica 15@ 18	Rhel, pv 75@1 00		
Anthemis 25@ 25	Spigella 30@ 35		
Matricaria 30@ 35	Sanguinari, po 24 @ 22		
Folia	Serpentaria 50@ 55		
Barosma 30@ 33	Senega 85@ 90		
Cassia Acutifol. 15@ 20	Smilax, om's H. @ 25		
Timnevelly 25@ 30	Smilax, M @ 25		
Cassia, Acutifol. 25@ 30	Scillae po 35 10@ 12		
Salvia officinalis, 18@ 20	Symplocarpus @ 25		
1/2s and 1/4s 8@ 10	Valeriana Eng @ 25		
Uva Ursi 8@ 10	Valeriana, Ger 15@ 20		
Gummi	Zingiber a 12@ 14		
Acacia, 1st pkd. @ 65	Zingiber j 16@ 20		
Acacia, 2nd pkd. @ 45	Semen		
Acacia, 3rd pkd. @ 35	Anisum po. 20. @ 16		
Acacia, sifted sts. @ 28	Aptum (gravel's). 13@ 15		
Acacia, po 45@ 65	Bird, 1s 4@ 6		
Aloe, Barb 12@ 14	Carul po 15 10@ 11		
Aloe, Cape @ 25	Cardamon 70@ 90		
Aloe, Socotri @ 45	Corlandrum 12@ 14		
Ammoniac 55@ 60	Cannabis Sativa. 5@ 7		
Asafoetida 35@ 40	Cydonium 75@1 00		
Benzoinum 50@ 55	Chenopodium 25@ 30		
Catechu, 1s @ 18	Dipterix Odorate. 80@1 00		
Catechu, 1/2s @ 14	Poeniculum @ 18		
Catechu, 1/4s @ 16	Foenugreek, po. 7@ 9		
Camphorae 93@1 00	Lini 4@ 6		
Euphorbium @ 40	Lini, grd. bbl. 2 1/2 3@ 6		
Galbanum @ 100	Lobelia 75@ 80		
Gamboge po. 1 25@1 35	Pharlaris Cana'n 9@ 10		
Guaiaicum po. 35 35@ 45	Rapa 5@ 6		
Kino po. 45c @ 45	Sinapsis Alba 7@ 9		
Mastic @ 60	Sinapsis Nigra 9@ 10		
Myrrh po. 50 @ 25	Spiritus		
Opil 15@ 25	Frumenti W D. 2 00@2 50		
Shellac 40@ 50	Frumenti 1 25@1 50		
Shellac, bleached 45@ 50	Juniperis Co O T. 1 65@2 00		
Tragacanth 70@1 00	Juniperis Co 1 75@3 50		
Herba	Saccharum N E. 1 90@2 10		
Absinthium oz pk 25	Spt Vini Gall 1 75@6 50		
Eupatorium oz pk 20	Vini Oporto 1 25@2 00		
Lobelia oz pk 25	Vina Alba 1 25@2 00		
Majorum oz pk 28	Sponges		
Mentha Pip oz pk 23	Florida Sheeps' wl 3 00@3 50		
Mentha Ver oz pk 25	Carriage 3 00@3 75		
Rue oz pk 22	Nassau sheeps' wl 3 50@3 75		
Tanacetum V 22	carriage 3 50@3 75		
Thymus V oz pk 25	Velvet extra shps' @ 2 00		
Magnesia	wool, carriage @ 2 25		
Calcined, Pat 55@ 60	Extra yellow shps' @ 1 25		
Carbonate, Pat 18@ 20	wool carriage @ 1 25		
Carbonate K-M. 18@ 20	Grass sheeps' wl, @ 1 25		
Carbonate 18@ 20	carriage @ 1 25		
Oleum	Hard, slate use @ 1 00		
Absinthium 4 90@5 00	Yellow Rect, for @ 1 40		
Amygdalae, Dulc. 50@ 60	slate use. @ 1 40		
Amygdalae Ama. 8 00@8 25	Syrups		
Anisi 1 45@1 50	Acacia @ 50		
Auranti Cortex 2 20@2 40	Auranti Cortex @ 50		
Bergamit 2 80@3 25	Zingiber @ 50		
Cajiputi 85@ 90	Ipecac @ 60		
Caryophilli 85@ 90	Ferri Iod @ 60		
Cedar 50@ 90	Rhel Arom @ 60		
Chenopadii @ 2 50	Smilax Om's 50@ 60		
Cinnamoni 1 00@1 10	Senega @ 50		
Citronella 60@ 65	Scillae @ 50		
Conium Mac 80@ 90	Scillae Co @ 50		
Copaiba 1 15@1 25	Tolutan @ 50		
Cubebae 1 70@1 80	Prunus virg @ 50		

Mannia, S F 45@ 50	Sapo, M 10@ 12	Lard, extra 70@ 80
Menthol 2 65@3 00	Sapo, G @ 15	Lard, No. 1 60@ 65
Morphia, S P & W2 35@2 60	Seidlitz Mixture 20@ 22	Linseed, pure raw 46@ 49
Morphia, S N Y Q2 35@2 60	Sinapis @ 18	Linseed, boiled 47@ 50
Morpha, Mal. 2 35@2 50	Sinapis, opt @ 30	Neat's-foot, w str 65@ 70
Moschus Canton. @ 40	Snuff, Maccaboy, @ 51	Spts. Turpentine. 58@ 63
Myristica, No. 1 28@ 30	DeVoes @ 51	Paints bbl L
Nux Vomica po 15 @ 10	Snuff, S'h DeVoes @ 51	Red Venetian 1 1/2 @ 3
Os Sepia 25@ 28	Soda, Boras 9@ 11	Ochre, yel Mars 1 1/2 @ 2
Pepsin Saac, H & @ 1 00	Soda et Pot's Tart 25@ 28	Ochre, yel Ber 1 1/2 @ 2
Picis Liq N N 1/2 @ 2 00	Soda, Carb 1 1/2 @ 2	Putty, commer'l 1 1/2 @ 2
gal doz @ 2 00	Soda, Bi-Carb 3@ 5	Putty, strictly pr 1 1/2 @ 2
Picis Liq qts @ 2 00	Soda, Ash 3 1/2 @ 4	Vermillion, Prime @ 2
Piper Liq pints. @ 60	Soda, Sulphas @ 2	American 13@ 15
Pil Hydrarg po 80 @ 50	Spts, Cologne @ 2 60	Vermillion, Eng. 75@ 80
Piper Nigra po 22 @ 18	Spts, Ether Co. 50@ 55	Green, Paris 14@ 18
Piper Alba po 35 @ 7	Spts, Myrcia Dom @ 2 00	Lead, red 6 1/2 @ 7
Pix Burgun @ 30	Spts, Vini Rect bbl @ 7	Lead, white 6 1/2 @ 7
Plumbi Acet 12@ 15	Spts, V'i R't 10 gl @ 5	Whiting, white S'n @ 90
Pulvis Ip'e et Opilii 30@1 50	Spts, V'i R't 5 gal @ 5	Whiting Gilders' @ 95
Pyrethrum, bxs H @ 75	Strychnia, Crystall 05@1 25	White, Paris Am'r @ 1 25
& P D Co. doz. @ 75	Sulphur Subl 2 1/2 @ 4	Whit'g Paris Eng @ 1 40
Pyrethrum, pv 20@ 25	Sulphur, Roll 2 1/2 @ 3 1/2	cliff @ 1 40
Quinia, S P & W. 25@ 35	Tamarinds 8@ 10	Universal Prep'd 1 10@1 20
Quinia, S Ger 25@ 35	Terebenth Venice 28@ 30	Varnishes
Quinia, N. Y. 25@ 35	Theobromae 45@ 50	No 1 Turp Coach 1 10@1 20
Rubia Tincturum 12@ 14	Vanilla 9 00@ 9	Extra Turp 1 60@1 70
Saccharum La's. 22@ 25	Zinci Sulph 7@ 8	Coach Body 2 75@3 00
Salacin 4 50@4 75	Oils bbl gal	No 1 Turp Furni 00@1 10
Sanguis Drac's 40@ 40	Whale, winter 70@ 70	Extra T Damar 1 55@1 60
Sapo, W 12@ 14		Jap Dryer No 1 T 70@

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets By Columns

Table listing market indices by column (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y) with corresponding commodity names and prices.

Main commodity price table with columns 1 and 2, listing items like AXLE GREASE, BAKED BEANS, BUTTER COLOR, CARBON OILS, CHEESE, CLOTHES LINES, COCOA, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISHING TACKLE, FLOUR, FRESH MEATS, GELATINE, GRAINS AND FLOUR, HERBS AND PELTS, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALT, SOAP, SODA, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Continuation of commodity price table, listing items like Marshmallow, Cotton Windsor, Cotton Braided, Galvanized Wire, COCOA, Baker's, Cleveland, Colonial, Epps, Huyler, Van Houten, Webb, Wilbur, COCOANUT, COCOA SHELLS, COFFEE, Santos, Mocha, Arabican, Extract, National Biscuit Company's, Seymour Butters, N Y Butters, Salted Butters, Family Butters, Soda, N B C Soaps, Select, Saratoga Flakes, Oyster, Round Oysters, Square Oysters, Faust, Argo, Extra Farina, Sweet Goods, Animals, Assorted Cake, Bagley Gems, Belle Rose, Bent's Water, Butter Thin, Chocolate Drops, Coco Bar, Coconut Taffy, Coffee Cake, N. B. C., Coffee Cake, Iced, Coconut Macaroons, Cracknels, Currant Fruit, Chocolate Dainty, Cartwheels, Dixie Cookie, Fluted Coconut, Frosted Creams, Ginger Gems, Ginger Snaps, N B C 7 1/2, Grandma Sandwich, Graham Crackers, Honey Fingers, Iced, Honey Jumbles, Iced Honey Crumpet, Imperials, Indian Belle, Jersey Lunch, Lady Fingers, Lady Fingers, hand md 25, Lemon Biscuit Square, Lemon Wafer, Lemon Snaps, Lemon Gems, Lem Yen.

Continuation of commodity price table, listing items like POLES, Bamboo, FLAVORING EXTRACTS, Foots & Jenks, Coleman's, Van. Lem., 2oz. Panel, 3oz. Taper, No. 4 Rich. Blake, Jennings, Terpenesless Lemon, No. 2 D. C. per doz., No. 4 D. C. per doz., No. 6 D. C. per doz., Taper D. C. per doz., Mexican Vanilla, No. 2 D. C. per doz., No. 4 D. C. per doz., No. 6 D. C. per doz., Paper D. C. per doz., GELATINE, Knox's Sparkling, doz 1 20, Knox's Sparkling, doz 1 00, Knox's Acidu'd. doz 1 20, Knox's Acidu'd. doz 1 00, Oxford, Plymouth Rock, Nelson's, Cox's, 2 qt. size, Cox's 1 qt. size, GRAIN BAGS, Amoskeag, 100 in bale 19, Amoskeag, less than bl 19 1/2, GRAINS AND FLOUR, Wheat, Old Wheat, No. 1 White, No. 2 Rde., Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, Quaker, paper, 5 70, Quaker, cloth, 5 90, Spring Wheat Flour, Pillsbury's Best, 4 60, Pillsbury's Best, 4 60, Pillsbury's Best, 4 60, Pillsbury's Best, 4 60, Lemon & Wheeler Co.'s Brand, Wingold, 1/8s, 6 50, Wingold, 1/4s, 6 40, Wingold, 1/2s, 6 30, Judson Grocer Co.'s Brand, Ceresota, 4 cr, 6 40, Ceresota, 1/2s, 6 30, Ceresota, 1/4s, 6 20, Worden Grocer Co.'s Brand, Laurel, 1/4s, cloth, 6 80, Laurel, 1/4s, cloth, 6 70, Laurel, 1/4s & 1/2s paper 6 60, Laurel, 1/4s, 6 60, Davenport Co.'s Brands, Golden Horn, family, 6 10, Golden Horn, bakers, 5 90, Pure Rye, light, 4 70, Pure Rye, dark, 4 55, Calumet, 5 90, Dearborn, 5 75, Bolted, 2 50, Golden Granulated, 2 60, Feed and Millstuffs, St. Car Feed screened, 20 50, No. 1 Corn and Oats, 20 50, Corn, cracked, 20 00, Corn Meal, coarse, 20 00, Oil Meal, 29 00, Winter wheat bran, 18 50, Winter wheat midngs, 19 50, c/W Feed, 19 00, Car lots, Oats, 35, Corn, new, 53, Hay, No. 1 timothy car lots, 10 50, No. 1 timothy ton lots, 12 50, HERBS, Sage, 15, Hops, 15, Laurel Leaves, 15, Senna Leaves, 25, INDIGO, Madras, 5lb boxes, 55, S. F., 2, 3, 5lb boxes, 65, JELLY, 5lb pails, per doz, 1 70, 7 5lb pails, 35, 30lb pails, 65, LICORICE, Pure, 30, Calabria, 23, Sicily, 14, Root, 11, LYE, Condensed, 2 doz, 1 60, Condensed, 4 doz, 3 00, MEAT EXTRACTS, Armour's, 2 oz, 4 45, Armour's, 4 oz, 8 20, Liebig's, Chicago, 2 oz, 2 75, Liebig's, Chicago, 4 oz, 5 50, Liebig's, Imported, 2 oz, 4 55, Liebig's, Imported, 4 oz, 8 50, New Orleans, Fancy Open Kettle, 40, Choice, 35, Fair, 26, Good, 22, Half barrels 2c extra, MINCE MEAT, Columbia, per case, 2 75.

6

Table with 2 columns: Item Name and Price. Includes categories like MUSTARD, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Sausages, Beef, Canned Meats, RICE, SALAD DRESSING, and SAUERKRAUT.

7

Table with 2 columns: Item Name and Price. Includes categories like Deland's, SAL SODA, SALT, Common Grades, SALT FISH, SEEDS, SHOE BLACKING, SNUFF, SOAP, and LAUTZ BROS. CO.

8

Table with 2 columns: Item Name and Price. Includes categories like Big Master, TOBACCO, SODA, SOUPS, SPICES, Pure Ground in Bulk, Common Gloss, SYRUPS, STARCH, TEA, and Young Hyson.

9

Table with 2 columns: Item Name and Price. Includes categories like TOBACCO, SODA, SOUPS, SPICES, Pure Ground in Bulk, Common Gloss, SYRUPS, STARCH, TEA, and Young Hyson.

10

Table with 2 columns: Item Name and Price. Includes categories like Pails, Traps, Boards, Window Cleaners, Wood Bowls, YEAST CAKE, FRESH FISH, WICKING, WOODENWARE, Baskets, VINEGAR, and OYSTERS.

11


Table with 2 columns: Item Name and Price. Includes categories like CONFECTIONS, Stick Candy, Pails, and various confectionery items like Jumbo, Standard, and Fancy.

SPECIAL PRICE CURRENT

AXLE GREASE

 Mica, tin boxes .75 3 00
 Paragon85 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 160


ROYAL

 10c size. 90
 1/4 lb cans 135
 1/2 lb cans 190
 1 lb cans 250
 1/4 lb cans 375
 1 lb cans 480
 1/2 lb cans 1200
 1 lb cans 2150

BLUING
 Arctic 4 oz ovals, p gro 4 00
 Arctic 8 oz ovals, p gro 6 00
 Arctic 16 oz ro'd, p gro 8 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.....33 00
 500 or more.....32 00
 1,000 or more.....31 00

COCOANUT
 Baker's Brazil Shredded


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 measure90
 1/4 bu. measure..... 1.80
 12 1/2 lb. sack Cal meal .39
 25 lb. sack Cal meal... .75
 F. O. B. Plainwel, Mich.

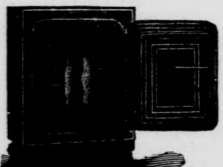
FRESH MEATS
Beef
 Carcass 6 @ 8 1/2
 Forequarters... 5 @ 6
 Hindquarters... 7 1/2 @ 9 1/2
 Loins 9 @ 16
 Ribs 8 @ 14
 Rounds 7 @ 8 1/2
 Chucks 5 @ 5 1/2
 Plates @ 4
 Loins @ 10
 Dressed @ 6
 Boston Butts... @ 9
 Shoulders..... @ 8
 Leaf Lard..... @ 7 1/2
Mutton
 Carcass @ 8 1/2
 Lambs @ 12 1/2
Veal
 Carcass 5 1/2 @ 8


Karo
CORN SYRUP
 1 1/2 lb cans1 25
 1 lb cans2 25
 1/2 lb cans3 50

COFFEE
 Roasted
 Dwinell-Wright Co.'s Bds.


White House, 1 lb.....
 White House, 2 lb.....
 Excelsior, M & J, 1 lb..
 Excelsior, M & J, 2 lb..
 Dip Top, M & J, 1 lb..
 Royal Java
 Royal Java and Mocha..
 Java and Mocha Blend..
 Boston Combination


CONDENSED MILK
 4 doz. in case
 Gall Borden Eagle....6 40
 Crown5 90
 Champton4 52
 Daisy4 70
 Magnolia4 00
 Challenge4 40
 Dime3 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.

SOAP
 Weaver Soap Co.'s Brands


1. cakes, large size...6 50
 50 cakes, large size...3 25
 100 cakes, small size...3 25
 80 cakes, small size...1 50

Tradesman Co.'s Brand

 Black Hawk, one box...2 50
 Black Hawk, five bxs...2 40
 Black Hawk, ten bxs...2 25


TABLE SAUCES
 Halford, large3 75
 Halford, small2 25

Place Your Business on a Cash Basis by using our Coupon Book System. We manufacture four kinds of Coupon Books and sell them all at the same price irrespective of size, shape or denomination. We will be very pleased to send you samples if you ask us. They are free.
 Tradesman Company
 Grand Rapids

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.
WHY?
 Because our houses are the recognized headquarters for these goods.
 Because our prices are the lowest.
 Because our service is the best.
 Because our goods are always exactly as we tell you they are.
 Because we carry the largest assortment in this line in the world.
 Because our assortment is always kept up-to-date and free from stickers.
 Because we aim to make this one of our chief lines and give to it our best thought and attention.
 Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.
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 New York Chicago St. Louis

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 100 Candle Power Strong at
15c a Month
 by using our **Brilliant Gas Lamps**
 We guarantee every lamp
 Write for M. T. Catalog. It tells all about them and our gasoline system.
 Brilliant Gas Lamp Co.
 42 State St., Chicago



The Wizard Engine

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Economical Power
 In sending out their last specifications for gasoline engines for West Point, the U. S. War Dept. required them "to be OLDS ENGINES or equal." They excel all others or the U. S. Government would not demand them.
 Horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and **Repairs Practically Cost Nothing**
 Send for catalogue of our Wizard Engine, 2 to 8 H. P. (spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct-connected pump; or our general catalogue showing all sizes.
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L. J. SMITH & CO., Eaton Rapids, Mich.

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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—Well established up-to-date shoe stock in city of 10,000. Good reasons for selling. Address "Shoe," care Michigan Tradesman. 388

For Sale—Stock of general merchandise and fixtures. Fine location. Low rent. Railroad market town for large scope of good farming country. Present invoice about \$3,500. J. O. Packard, McBain, Mich. 389

The largest and best selected museum in the State, consisting of fire arms, Indian relics, stone implements, large collection of coins, war relics and thousands of other things for sale on account of failing health. Will sell for \$5,000, worth \$10,000. H. B. Smith, 235 Jefferson Ave., Detroit, Mich. 390

For Sale—Clean stock of general merchandise. Will invoice from \$5,000 to \$6,000. Annual sales \$22,000. One of the best towns in Southern Michigan of 1,200 inhabitants. County seat. Best of reasons for selling. Address No. 381, care Michigan Tradesman. 381

For Sale or Rent—Large new store in enterprising village. Suitable for any line of merchandise. Improved 80 acre farm for sale, rent or exchange for merchandise. Jno. W. Curtis, Whittemore, Mich. 385

Wanted—To exchange an equity of \$6,500 in 240 acres Iowa land for a good clean hardware business in a good town. Address Box 92, Emington, Ill. 382

A good proposition which will bear investigation in one of the best towns in Michigan, 5,000 inhabitants. Grocery, crockery and meat market combined. Clean stock, no chestnuts. Doing a business of \$45,000 a year. Will sell fixtures cheap and will reduce stock if necessary. Owner established 18 years. Going in manufacturing business. Call or address C. Ripperger, No. 1 Conklin Ct., Grand Rapids, Mich. 383

Farm lands for merchandise or other properties. Describe offerings fully—cash basis—write for list. C. W. Redfern, Whitehall, Mich. 380

For Sale—Full line of grocery fixtures at half price. C. F. Simmermaker, Pipton, Ia. 379

Look Here! first-class flouring mill proposition that will net a profit of \$3,000, with good wheat crop this year. Will take clean merchandise or productive property. A. W. Howe, Dansville, Mich. 374

For Sale—Stock and furniture in hotel of 25 rooms, good restaurant in connection and doing a good business; located in Petoskey, Mich., one-half block from G. R. & I. depot; rent reasonable, \$50 per month. Address F. C. Cook, Park Hotel, Petoskey, Mich. 375

Finest investment in North Dakota—The Hope Land & Investment Company have 11,520 acres of land in Western North Dakota, for sale. Four miles from town; good soil; rich grasses and fine water. Write for terms to B. C. Shaw, Secretary, Hope, N. D. 376

For Sale—Tinshop with established trade in oil field and best farming district in Ohio. Address J. H. Bowers, Rawson, O. 377

For Sale—Complete set store fixtures, showcases, computing scales, platform scales, coffee mill, spice cans, cash register, cracker case, large bevel mirror, removable shoe ladder, refrigerator, butter box, tables, Cincinnati lighting plant; shoemaker's sewing machine. Will sell any or all at bargain. A. J. Prindle, Howell, Mich. 387

For Sale—First-class, fresh, up-to-date general store stock, lease and fixtures, close to city. Average monthly sales, \$1,200. Best of reasons for selling. Enquire of C. H. Gleason, 53 Pearl St., Grand Rapids, Mich. 391

Money grows at the rate of 2 to 5 per cent. every week by our proven Privilege System. No loss ever made. Safest investment for large or small amounts. Write for our prospectus and full particulars. The Cincinnati Privilege Selling Co., Mitchell Bldg., Cincinnati, O. 392

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 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—A clean drug stock. Established 14 years. Good location. Address F. L. R., care Michigan Tradesman. 386

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

Young lady desires a position as bookkeeper. Best of references. Address No. 342, care Michigan Tradesman. 342

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

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 \$400 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 crack. 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

For Sale—\$1,800 stock and fixtures; mostly groceries; prosperous business; choice location at invoice for cash. Address E. A. Hough, Elburn, Ill. 365

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—One grocers' 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

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—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—\$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, 775 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, Rhineland, Wis. 304

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

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—Drug store, Northern Indiana at a bargain if sold by March 15. A snap. Address No. 282, care Michigan Tradesman. 282

For Sale—For cash; \$5,000 up-to-date clean stock groceries and queensware; monthly sales \$2,500; good location, low rent; reason for selling, owner must quit business on account of health. Address Lucas & Co., Oelwein, Iowa. 317

For Sale For Cash Only—Stock of general merchandise with fixtures. Established ten years. Good country trade. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich. 359

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morris Ave., South, Grand Rapids, Mich. 835

Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly different and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building Chicago 800

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

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—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

Bakery—The best bakery, ice cream and candy plant in the state of Kansas. Address James P. Divine, Salina, Kas. 330

For Sale—Clean, up-to-date stock of groceries, crockery, china and glassware, practically the only crockery stock in a good live town of 1,500, within 50 miles of Grand Rapids. Doing a good business. Stock and fixtures will inventory about \$2,000. No trades. Address "B," care Michigan Tradesman. 216

For Sale—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

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GONE BEYOND.

Wm. N. Rowe, Manager Valley City Milling Co.

William N. Rowe, President and Manager of the Valley City Milling Co., died at his residence, 184 North Prospect street, about 4 o'clock Tuesday afternoon of congestion of the liver and peritonitis. Besides being President and Manager of the Valley City Milling Co., Mr. Rowe was a member of the Advisory Board of Chicago University, director of Kalamazoo College, Treasurer of the Millers' National Association and a member of the board of directors of the Millers' National Federation.

Mr. Rowe was born at Rochester, N. Y., Oct. 5, 1853. From early childhood he was fond of study, and took all possible advantage of Rochester's excellent schools until he was 13 years of age, when his father moved to Michigan and engaged in farming. For four years his schooling was confined to two winter terms of three months each in a country school house and two terms at the Grand Rapids high school. The summers were devoted to work on the farm. This was altogether unsatisfactory to a young man who loved knowledge, and at 17 he decided to obtain a more liberal education than was possible with the limited facilities at his command. Obtaining his father's consent, he left home and entered the normal school at Fredonia, N. Y. Graduating from this institution, he entered Rochester University for a short term of special work. He then returned to Grand Rapids and entered Prof. Swensberg's Business College. Upon his graduation from this institution he entered the employ of La Bar, Heath & Co., at Cadillac, as book-keeper, remaining with this firm about a year. An unsolicited offer of a position as teacher from the Mountain Grove (Mo.) Academy and Business College proved too strong a temptation to one whose early inclinations were all in the direction of teaching, and the offer was accepted. He remained in that institution two years, when he was elected Superintendent of the public schools of North Springfield, Mo., for a period of three years. He declined re-election, however, on account of the uncongeniality of the climate of Missouri, and returned to Grand Rapids, immediately entering the employ of Mangold, Kusterer & Co., of the Star mills. He remained with this firm, first as book-keeper, then as traveling salesman, for five years, when he organized the Valley City Milling Co., being associated with the late Prof. C. G. Swensberg, the late Hon. M. S. Crosby and Richard M. Lawrence, the latter having been assistant book-keeper at the Star mills. The firm began business by purchasing the Valley City mill, Mr. Rowe being both manager and traveling salesman, and two years later bought the Globe mill. In May, 1890, the Model mill, together with the grain elevator and flour storehouse, was purchased. The company also own numerous elevators and storehouses located at country points

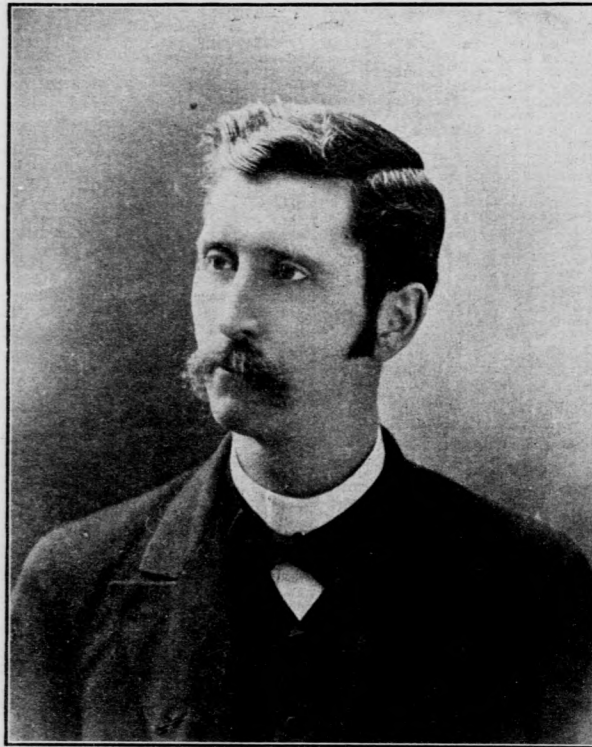
with an aggregate storage capacity of 90,000 bushels of grain and 10,000 barrels of flour. The three mills above named have an annual capacity of 200,000 barrels of flour and 22,500 tons of feed and meal, the whole combined making one of the largest milling interests in Western Michigan, due largely to Mr. Rowe's business sagacity and foresight and to the excellent judgment he exercised in surrounding himself with competent and progressive co-operators and assistants.

Mr. Rowe was prominent in church circles, having been a member of the Fountain Street Baptist church, and having been one of the organizers of the Berean Baptist church on Plainfield avenue. He was also identified with the Grand River Horticultural Society, having been President from

Will Encourage Growing of Profitable Crops.

St. Johns, March 20—At the last meeting of the Business Men's Association, Mr. Dolson, a representative of the Owosso Beet Sugar Co., was present and gave the directors an excellent talk on the profit in sugar beet raising. He asked that the merchants of this city do what they could in stimulating the sugar beet industry in this vicinity. The directors were heartily in favor of assisting the company in obtaining acreage and at the same time they would endeavor to promote the canning industry in this city. They believe sugar beets, tomatoes, corn, etc., to be profitable crops.

Sebwaing—At a meeting of the stockholders of the Sebwaing Lum-



Wm. N. Rowe

1878 to 1881. He was a director of the Michigan Millers' Fire Insurance Co. It was largely through his influence that the Grand Trunk Railway Co. was induced to make its terminal in this city at the east end of Bridge street bridge. He was a man whose advice and experience were eagerly sought in business life, and his integrity was never questioned.

The deceased leaves a widow and two sons, W. S. Rowe and Fred Rowe, the latter having been identified with his father in the milling business.

The funeral will be held at the residence Thursday afternoon at 2:30. The Rev. J. Herman Randall will officiate.

A man often shows his wisdom by keeping his wit to himself.

ber & Manufacturing Co., held last week, it was decided to erect a planing mill to take the place of the one destroyed by fire a few weeks ago. It will have greater floor space and capacity than the old mill and will be ready for operation in sixty days.

Manistee—The Louis Sands lumber and salt business has been merged into a stock company under the style of the Louis Sands Salt & Lumber Co., with an authorized capital stock of \$1,000,000, all of which has been subscribed and \$50,000 paid in in cash and \$950,000 in property.

Happiness, like a stray cat, has a way of creeping in when she isn't coaxed.

You can not atone for stealing the bakery by giving away a few biscuits.

Business Wants

For Sale—Stock general merchandise, \$3,500. One of the best towns within twenty-five miles of Grand Rapids. E. D. Wright, with Musselman Grocer Co., Grand Rapids. 297

New Steel Rails, quick shipment, from 8 lb. to 45 lb. sections, with joints and spikes. Also standard sections, relaying rails. Charles A. Ridgely & Co., 1040 Old Colony Bldg., Chicago, Ill. 396

Grist Mill Location. Will build mill in wheat country. Anyone knowing good location write Miller, care Michigan Tradesman. 394

Wanted—Two second-hand Bundy key time clocks, with keys. Send price and particulars to S. Scheuer & Co., Patterson, N. J. 393

For Rent—At Cadillac, Mich., brick store building, 25x75. Desirable location. For particulars enquire of Wilcox Bros., Cadillac, Mich. 369

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

HELP WANTED.

Wanted—Experienced lady clerk for general store. Must be a hustler. Lock Box 76, Mantou, Mich. 395

Wanted—Salesman to handle side line, big commission. No samples. Elgin Chemical Co., Elgin, Ill. 373

Wanted—Experienced clerk for general store. State experience, reference and wages. Chas. Cowles, Riley, Mich. 372

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

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

AUCTIONEERS AND TRADERS

W. A. Anning, the hustling salesman. Merchants write at once for particulars of my reduction or closing out sales, conducted by my new and novel methods, means money in the bank. Bills paid, stock cleaned up. Every sale shows a profit to the merchant above all expenses. I conduct all sales personally. Big list of references. Address Aurora, Ill. 308

MISCELLANEOUS.

Yellow Globe Danver Onion seed 1904 crop. Very finest strain. Tested and comes up fine; 75c pound, f. o. b. here; bills paid June 1, 1905; can fill orders from one pound up. If you have a customer wanting the very best, here it is. Union Seed Co., Kalamazoo, Mich. 384

Corno Corn Killing Plasters, made like wafers. Are guaranteed to cure the most obstinate corn. Money back if they fail. Price 25c. At your druggists' or mailed on receipt of price. Agents wanted. Best Supply Co., Sole Mnfrs., Joliet, Ill. 378

Merchants wanted to send for our complete catalogue of premiums, advertising novelties, etc. Stebbins-Moore Co., Lakeview, Mich. 306

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501