

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, APRIL 5, 1905

Number 1124

Collection Department

R. G. DUN & CO.
Mich. Trust Building, Grand Rapids
Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere for every trader. **C. E. McCrone, Manager.**

**We Buy and Sell
Total Issues
of
State, County, City, School District,
Street Railway and Gas**

BONDS

Correspondence Solicited.

**H. W. NOBLE & COMPANY
BANKERS**

Union Trust Building, Detroit, Mich.

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

The William Connor Co.

**WHOLESALE CLOTHING
MANUFACTURERS**

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.

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

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

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
1023 Michigan Trust Building,
Grand Rapids, Mich.

The Tradesman Company Engravers and Printers

ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

SPECIAL FEATURES.

- Page.
2. Window Trimming.
4. Around the State.
5. Grand Rapids Gossip.
6. New York Market.
8. Editorial.
9. Men of Mark.
12. Shoes.
17. A Good Front.
18. Clothing.
20. Our Neighbors.
22. Mail Order Competition.
26. Hardware.
28. Woman's World.
30. Finding Yourself.
32. Tote Fair.
34. Farm Phones.
36. Work-Finding.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

TIME IS MONEY.

It is an old adage and a very true one that time is money. There is a growing appreciation of this fact, but there is room for still further improvement. Every man's time is a part of his stock in trade, and that is true whatever his vocation, business or profession. You might just as well take money out of a person's pocketbook as to take time unnecessarily in business hours. The doctors and the lawyers are paid for consultations, but even they can not exact extra pay for extra minutes or hours in proportion to the real value of the time occupied. The man who goes into a bank or a business house and spends half an hour talking in the transaction of business which could be done in five minutes, is purloining twenty-five minutes of the proprietor's time, which is worth money. The visitor would not think of asking for two or three dollars any more than for ten or fifteen dollars, and yet has no hesitancy in taking time that is worth that much or more in dollars and cents.

In these days every successful man is terribly busy. Every business hour of his time is occupied, and there is something which in that hour he can do that will promote his own welfare and that of his establishment and make more money for himself, for the firm or for the company. Naturally he must have many engagements during the day, must talk with scores of people, and it is a mutual advantage. If, however, everybody would have a thought about promptness and precision, meet a three o'clock appointment at three o'clock, not half past, and then arriving on the minute state the business proposition briefly, discuss it concisely and have it over with and go away, both parties would be able to do a great deal more business in a day, and so be able to make a good deal more money. The business man is always glad to see his friends at any time, but regards the man who comes in to make a visit during business hours as something of an annoy-

ance. There are times for visiting and there are times for business. It is well not to get them confused. Especially is this true in cities, where to the business and professional man every five minutes is precious. A lot of time is wasted every day, and waste is said to be sinful. If only people would think of these things a little more and govern themselves accordingly a lot of time and hence of money could thus be saved.

ANOTHER GRAFT.

The National Association of State Dairy and Food Commissioners, which appears to be composed partly of grafters and blackmailers, has farmed out the publication of its proceedings to H. B. Myers, of Chicago, who is to pay \$1,000 cash for the privilege, and the manufacturers and jobbers of the country are being solicited for advertising on the supposition that the proceedings are being published under the auspices of the Association. Mr. Myers is using stationery headed with the name of the Association and its officers, with his own name as editor and compiler.

Possibly Mr. Myers will not resort to such an expedient, but it is not unusual in such cases for the contractor to levy blackmail on food manufacturers by intimating to them that, unless they advertise in the proceedings of the Association, the members of the Association will make it decidedly interesting for them. Whether Mr. Myers resorts to such tactics or not, the farming out of the proceedings to him places a weapon in his hands which no association of such a character can afford to entrust to a third party, and, on the face of things, the average observer will regard the matter as reprehensible and indefensible and naturally conducive to suspicion on the part of those who are selected to be the victims of such a scheme.

Andrew Carnegie has started out actively in his plan to aid the small colleges of the country, by offering \$100,000 to the University of Rochester for a scientific building. His gift is conditioned on the provision of \$100,000 more by friends of the institution. While giving himself, Carnegie always insists that others, too, shall come to realize that "it is more blessed to give than to receive."

Secretary Shaw's famous decision that frogs' legs are poultry has been reversed by the board of general appraisers of the port of New York. They have decided that these delicacies shall be classed as "non-enumerated unmanufactured articles," and in the future importers must pay the duty demanded by that class of goods.

GENERAL TRADE REVIEW.

Current movements of Wall Street markets, while fluctuating enough to give opportunity to traders, are on the whole producing very little change in average prices. Operations of a purely speculative character are confined to a few professionals, the general public seeming to manifest its interest in buying for investment. Factors favoring further advancement in prices seem to be in the ascendant, but the industrial public is too busy with its own affairs to give attention to speculation.

It is seldom that the aggregate of industrial reports throughout the country is so favorable. Building operations are being pushed with all the energy promised by the winter's preparation. In this field there is less of interruption by labor disturbances than at any corresponding period for years. Railway earnings are meeting all expectation, especially favorable reports coming from the Southern lines, influenced by the cotton and iron movement. General spring merchandise distribution is opening with greater activity than anticipated and stocks accumulated by the manufacturers are being gotten out of the way for new production.

The prompt opening of spring weather has brought an unexpected demand for spring and summer goods. Recent spring seasons have been backward in most parts of the country and as a consequence less provision was made for the trade. This results in many supplementary orders and an increase of activity all along the line. And it is encouraging that mercantile collections are unusually easy for this season of the year.

Among industries iron and steel are at the height of activity. At no time for years has there been so universal operation of mills and furnaces as at the present. Prices are generally kept with little change, but some premiums are coming to be asked on future deliveries. In textiles woolen goods are coming to take second place in interest, cotton showing more varied and general activity than for a long time past. Orders for fall footwear are finally being placed and activity in the manufacture is increasing even in the face of the advance in prices of some lines.

An eminent German professor says that yawning is good for the health. A deep, whole-hearted yawn fills the lungs, expands the breast bone and forms a splendid and cheap daily exercise, provided it doesn't dislocate the jaw and require a surgeon to knock it into position.

The first lie ever told in the world is circulating yet.

WINDOW TRIMMING

Buster Brown and Tige at the Giant Clothing Co.

When dear little, naughty little Buster Brown appears on any scene that scene is morally certain to take on an unwonted activity—an activity which includes saucy capers, mischievous escapades and perilous accidents to some one or some thing. He is the essence of vexation, the epitome of devastation—the rightful successor of Huckleberry Finn, Peck's Bad Boy and, for that matter, every other little rogue that has lived to torment his kin and endear himself to them in spite of his innate impishness!

And thus it came about that, when the younger Mr. May, the junior partner of The Giant Clothing Co. on Canal street, was in Lansing a while ago, looking over the attractions the firm of Hugh Lyons & Co. is able to present to the merchants of Michigan and contiguous territory, in the way of novelties in store fixtures and accessories, it was but natural that he should take to Buster and Tige as offering endless complications possible to be worked out by the efficient windowman of this establishment, Mr. Bush.

This is the first store in Grand Rapids to adopt Buster and Tige, and, to judge by the crowds of people enjoying their initial performance on the commercial board, they will demonstrate that they are decidedly a drawing card.

The first appearance of the duo was booked for All Fools' Day. A large spider in the hands of the Small Boy—in other words, the Infant Terrible—is capable of producing the most delicious squirmings on the part of the grown-ups who can be made acquainted with His Spider-ship, and the man who has charge of the Giant's large window spaces, knowing to this oft-illustrated fact, shows Buster in the act of inflicting this torture on the unsuspecting Mr. Dummy, who may be Buster's long-suffering paternal relative or an utter stranger to the little incorrigible!

But Mr. Dummy, if he feels any

emotions of fear or apprehension, "doesn't let on;" he gazes straight ahead with "imperturbable equanimity," to use tautology.

While Buster is engaged in this—to him—most pleasing occupation, Tige has an eye to business, he is an exponent of the belief in advertising. He has been presented with a fine brand new big leather collar since his arrival in the Furniture City and is showing his appreciation of this kindly treatment by wearing a good-sized placard attached to said neck-

by the slight stir of the atmosphere or slowly turns around one is constrained to try to find the meaning of the moving object.

In a window of this kind the first thought of the window dresser is to focus the attention of the careless sightseer on some one thing, then gradually to lead his mind to take in other articles in the display that, while seeming to be of secondary consideration, are really the *raison d'être* of the other.

So, in this window under discus-

into trouble by his thoughtless pranks, he (Master Gabriel) says, *sotto voce*, commandingly yet imploringly, to Tige, "Stand by me, Tige!" when the latter is about to make a sneak for the wings.

To return to the window: After one has comprehended the trick that is being played on the unsuspecting victim he is more than likely to notice that the children's suits, spring overcoats, neckties and headwear arranged throughout the window are



band. The lettering on this may easily be deciphered from the sidewalk and reads:

Tige says:

You're right, Buster, all wise boys should bring their mothers to the Giant.

It seems as if the very first thing in this window to draw attention to itself is that spider! It hangs at the end of a small improvised fish-line and as the arachnid is swayed

sion, one first notices the ugly spider hanging in front of Mr. Dummy's face. Next the eye travels along the fishline to the rod in the boy's hand, and then the discovery is made that the kid is none other than familiar little Buster and that the canine is his inseparable and beloved Tige.

By the way, I think there is no funnier situation in the Buster Brown play than where, on one of the innumerable occasions on which he gets

the sort that Buster's ma dresses him in.

I heard the criticism made that the coat in the middle directly back of the glass should have been omitted. Perhaps. But I think the idea of its use in that very spot is a good one to draw trade. If the window trimmer provides so much amusement as he has done in this admirable exhibit, the public surely ought not object to looking a bit at some of the goods,



JENNINGS EXTRACTS

Established 1872



The Question is Asked, "Why is it That Jennings Flavors Extracts Will Not Burn?"

In the first place, Jennings' Extract of Lemon is prepared by our exclusive cold process which entirely eliminates the (hydro carbon) terpenes. Second, in excluding this turpentine substance, it obviates the excessive use of alcohol. Thus, in rejecting the large per cent of terpenes and alcohol, we produce an Extract of Lemon, pure and simple which is all flavoring and it will not burn.

There's a good reason.

Jennings Terpenless Extract of Lemon. Jennings' Mexican Vanilla Extract

JENNINGS FLAVORING EXTRACT COMPANY, Grand Rapids, Mich.

and where could they look with less effort than right in front of them?

The lawn seat is painted a bright red, lending a cheerful bit of color. Apropos of red, I think this color is too little employed, generally, for decorative effect in windows. I don't mean an immense quantity of it, but just enough touches here and there so that it shall form the keynote of the display. As the coming summer is predicted to be a "red season" we shall probably see much of it—the windows will run riot with it.

The lattice panels introduced at the left are effective. They serve to separate the Buster Brown garments from others foreign to them, and yet allow pedestrians a glimpse that informs them "something's doing" on the other side. (I will say for the benefit of out-of-town readers that the window shown in the half tone is on a corner—the store is at the intersection of Canal and Lyon streets.)

The large cards in the lower corners, as well as along the top of the window at the back alternating with the folded suits, illustrate some of the strenuous episodes in the career of two young hopefuls who wear and do not wear (the latter, of course, being "sorry he doesn't") "Ruff and Tuff" clothes.

The only thing I see that might be improved is the arrangement of those suits at the top. They have, somehow, a bunched look and give the impression to the beholder that they are just on the eve of dropping. They are ticketed to sell at \$3, 4 and \$5.

The card on Tige's neck, reading as previously given, should be taken in conjunction with the larger one in the narrow copper frame at the right—one of Buster's "Resolutions." It says:

Buster Brown's
April Fool

But Buster says: Resolved
that there's no April Fool about
the Giant's clothing.

All the dummies are jointed, so that they may be posed in any way to cater to the wishes of the windowman. There is a nice little boy on the right who failed to get in the picture. Just his right arm shows. Both he and the other one at the front are looking, seemingly, with great intensity at the proceedings. These are both standing on round blocks of wood; but Buster and the other boy in the rear have no support, they are simply nicely balanced. The one in the background who isn't Buster is leaning forward in an anticipatory attitude and it will be a question whether Mr. Dummy ever sees his fat pocketbook again or not which has dropped on the floor at his feet. Perhaps, though, it doesn't belong to him and the kid about to grab it is only anxious that the man shall not see it first!

The latter is modishly clad in a suit of neat black and white checked goods that, if developed in a tailor-made suit for a lady, would be designated "shepherd's plaid."

The rich copper sign

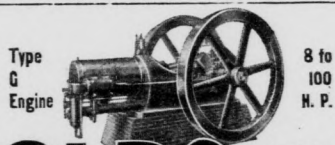
The Giant. A May & Son shows up well in the photograph.

Altogether, an excellent exhibit, reflecting credit on the man who originated it.

The editor wishes to announce that the article, "Equal to Emergency," which appeared in an issue of the Tradesman about two months ago, in regard to the store experience of Miss Lucia Harrison, of Harrisburg, was written by a reporter who knew Miss Harrison's position in life—knew the great assistance she has been able to render her father in the conduct of his business for the past several years—the reporter drawing own conclusions from the commonly accepted ideas of country stores. Exception seems to have been taken to the expressions, "dirty farmers" and "We are it." In regard to the former phrase, every one knows that the farmers have not the chance, usually, to "slick up" each time they come to the general store at the crossroads or the town, and it is a fact that, without their intending it should do so, their presence does sometimes give the store floor an untidy appearance. As to the words, "We are it," the reporter employed them as meaning that the Harrison store is the principal one in Harrisburg. Some weeks previous to the appearance of the article mentioned, the reporter had conversed with Miss Harrison concerning her store life, but the latter was not aware that the conversation would be made the basis of an article.

Better a sore finger than a sore heart. The one you can laugh at; the other keeps a fellow awake nights and makes his hair turn white.

Now it's up to Edison to invent a matrimonial attachment that will listen without talking back.



OLDS ENGINES

Economical Power

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

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

Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS.
Lansing,
Mich.

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

20-26 N. Division St. GRAND RAPIDS, MICH.

Sell Quaker Flour

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

Buy Quaker Flour

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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

Ask the Man

The following traveling salesmen handle and recommend the famous Ben Hur cigars:

A. S. Doak, E. A. Souffrouw,
A. E. Motley, M. G. Bowen,
Fred E. Beardslee, Jno. A. Keith,
O. C. Parsons, Paul Heinzelman,
Harry P. Winchester, Geo. A. Bruton,
Geo. B. Monroe, Chas. J. Mackie,
Richard Stechman, Louis H. Dolan,
Sam P. Oosting.

If you do not have these goods in stock, order a sample lot of any of the above on the occasion of his next trip. Remember

Wise men smoke
Wise dealers handle

Ben Hur Cigars

WORDEN GROCER COMPANY

Distributors

GRAND RAPIDS, MICH.

AROUND THE STATE

Movements of Merchants.

Detroit—Ernest Stolz, grocer, is succeeded by Lyons Bros.

Coldwater—Cleo Arnold has purchased the Joslin bakery.

Parma—Geo. B. King has embarked in the implement business.

Alpena—Wm. Collins has engaged in the cigar and tobacco business.

Ionia—Winchell & Stone succeed Alex. A. Knight in the furniture business.

Hart—Geo. Williams succeeds E. R. Hubbard in general trade at this place.

Lake Odessa—Tucker & Graham succeed Chas. T. Smith in the grocery business.

Kingsley—Louis F. Manigold succeeds Huff & Manigold in the shoe business.

St. Johns—George H. Chapman succeeds Noble Burnett in the dry goods business.

Detroit—John H. Guinan is succeeded in the grocery business by E. W. Eyre & Co.

Reeman—Boyd Bros. are succeeded in the produce business by Brinkman & Rotman.

Stanwood—E. Kuyers succeeds Cress & Kuyers in the general merchandise business.

Detroit—Albert W. Bosley succeeds Bosley & Metzger, furniture dealers and upholsterers.

Port Huron—J. Carroll will open a grocery store in the building now occupied by Trickey & Bannister.

Caro—The Kelsey Hardware Co. is succeeded by Phelps, Riley & Co. in the retail hardware and harness business.

Bay City—A petition in bankruptcy has been filed by the creditors of See & Co., dealers in crockery and wall paper.

Traverse City—The S. Benda & Co. clothing stock has been purchased by Arthur Rosenthal, who will continue the business.

Big Rapids—Henry Drescher will continue the undertaking business formerly conducted by Drescher & Van Dewater.

Port Huron—John Abernethy will embark in the grocery business in the store formerly occupied by Mrs. Gillespie on Griswold street.

Elm Hall—John R. Shaffer, formerly engaged in the general merchandise and drug business, is succeeded by Wm. A. Markham.

Howard City—Charles Larry has taken as partner in his hardware business his son, Don. The firm name is now Charles Larry & Son.

Custer—Joseph G. Bregg & Son have sold their grocery stock and meat market to H. D. Johnson, formerly engaged in business at Stanton.

Ann Arbor—Edward D. Hiscock has purchased an interest in the shoe stock of Leo Gruner. The new firm will be known as Gruner & Co.

Albion—Brodick & Greening will engage in the meat business about

April 15. They were formerly engaged in the same business at Bellevue.

Point Abbey—Charles Hebard & Son have finished their logging at this place, the men have been discharged and 4,000,000 feet of hemlock banked.

St. Johns—McKinley & Mack have dissolved partnership. The former retains the dry goods and grocery stock and the latter will continue the shoe business.

Thompsonville—Henry W. Hewitt has sold his interest in the meat market of Hewitt Bros. to his brother, who will continue the business under the style of J. A. Hewitt.

Lansing—F. W. Roller has purchased the interest of Benj. Sheets in the meat market of Sheets & Roller, 411 Michigan avenue east, and will hereafter conduct the business alone.

Jackson—Gordon Cliff & Co. have purchased the Metropolitan meat market of A. F. Ravencroft, 117 S. Jackson street, and Mr. Ravencroft again returns to his former position with Armour & Co.

Cadillac—Willis J. Cornwell has retired from the firm of J. Cornwell & Sons, and gone to Baker City, Oregon, where he will become personally active in the affairs of the Uncle Sam Mining and Milling Co.

Flint—In the inventory of the E. O. Pierce & Sons stock the fixtures and stock are placed at a \$42,000 value, with \$5,000 or \$6,000 in open accounts in addition. The liabilities aggregate about \$45,000.

Sault Ste. Marie—Paul J. Besner and Cyrus W. Baldwin have purchased the interests of the Roach brothers in the clothing firm of Roach Bros. & Besner. The new firm will be known as Baldwin & Besner.

Pentwater—The Federal Realty Co. has been incorporated for the purpose of dealing in real estate, with an authorized capital stock of \$20,000, \$10,100 being subscribed and \$100 paid in in cash and \$10,000 in property.

Jackson—The M. O. Dewey Co. has been incorporated for the purpose of doing a wholesale and retail coal, wood and merchandise business, with an authorized capital stock of \$15,000, of which \$9,000 has been subscribed, \$1,000 being paid in in cash and \$5,000 in property.

Benton Harbor—Seitz, Schaus & Roniger have merged their business into a corporation for the purpose of doing a wholesale produce and commission business. The company has an authorized capital stock of \$6,000, \$3,000 being subscribed and \$1,800 paid in in cash and \$1,200 in property.

Houghton—Jacobson & Kaplan, proprietors of the Racket store on West Sheldon street, have completed arrangements for the enlargement of their present business into a modern department store. The firm has secured a portion of the second floor of the Karkeek block in which their present store is located and a force of carpenters has begun the work of rearranging and fitting up the interior.

Greenville — Involuntary bank-

ruptcy proceedings have been begun against W. G. Nelson & Co., proprietors of a furniture and crockery store in this city. A creditors' petition has been filed, in which it is claimed that the debts of the firm amount to about \$1,000 and that the firm committed an act of bankruptcy when it sold the property to Frank S. Gibson.

Detroit—Charles A. Rooney, for thirty-seven years connected with the retail shoe trade of this city, has become part of the firm of Latham, Weber & Co., and will strike out for himself at the opening of Detroit's newest shoe store, 44-46 Gratiot avenue, April 11. Mr. Rooney has been with R. H. Fyfe & Co. for the last fifteen years and was with Farnsworth for the twenty-two years previous to this time.

Holland—The trouble over the ownership of the stock of bazaar goods known as the J. W. Brown stock has come to an end. The suit brought by H. Leonard & Sons, of Grand Rapids, against Slagh & Zuidewind and Marshal Kamferbeek has resulted in the signing by the defendants of a stipulation which restores the goods to Leonard & Sons. It will be remembered that Slagh & Zuidewind took possession of the stock under an attachment, and that Leonard & Sons thereupon started suit against them to have the attachment set aside. Slagh & Zuidewind contended that they held the goods under a chattel mortgage lease. The plaintiffs took the position that the lease was invalid and the attachment was consequently void. Slagh & Zuidewind have signed a stipulation under the terms of which they return all the goods to Leonard & Sons, paying an attorney's fee of \$30 and all costs connected with the case. The stock is valued at between \$300 and \$400, and an effort will now be made to settle with the creditors.

Manufacturing Matters.

New Era—The Shelby and New Era creamery opened for business Monday with Ernest Meyers as Manager.

Dowagiac—The cheese factory at Cushing's Corners was recently destroyed by fire. The loss is estimated at \$4,000, partially covered by insurance.

Battle Creek—The Whip and Leather Co. will hereafter be known as the Halter and Leather Co. The corporation has an authorized capital stock of \$50,000.

South Boardman—S. A. Wellman & Co. have embarked in the manufacture of broom handles. They are erecting a large shed where the handles may be air dried.

Foster City—The Morgan Lumber & Cedar Co. has gotten out a large cut of logs, three camps putting in 5,000,000 feet of pine, hemlock, basswood, birch, maple, pulpwood and cedar, besides what was bought from small jobbers.

Flat Rock—Articles of association have been filed by the Chamberlin Corn Stubble Cutter Co., organized to manufacture and deal in stubble cutters and all kinds of farm ma-

chinery. The capital stock is \$2,000, of which \$700 is paid in. The stockholders are John Chamberlin, Gilbert M. Pennock and Enoch A. Chamberlin, all of this place.

Bronson—P. B. Exelby and Frank Warner have formed a copartnership for the purpose of engaging in the manufacture of a farm gate invented by the latter. A building, 24x70 feet in dimensions, will be erected for the use of the new firm.

Mt. Pleasant—A corporation has been formed under the style of the Farmers Co-operative Creamery Co. for the purpose of manufacturing butter. The company has an authorized capital stock of \$4,000, all of which is subscribed and \$400 paid in in cash.

Champion—Ferguson Bros., of Ishpeming, who operated three camps north of this place, have put in 10,000,000 feet, all pine. They still have 7,000,000 feet to get out, which will be cut next season. The contract is for Kibbee & White, of Albany, N. Y.

Kalkaska—B. H. Ketzbeck & Co. have completed a warehouse for the use of the Michigan Syrup Co., located on the G. R. & I. siding in the southern part of the city. The company will manufacture corn syrup, glucose mixture and maple syrup.

Blissfield—The Lenawee Sugar Co. has transferred 140 acres of land at this place to the Continental Sugar Co., of Cleveland, Ohio, and the latter is now at work preparing to grade the site for the sugar factory and extend a side track from the main line of the T. & W. electric road.

Petoskey—The Blackmer Pump, Power and Manufacturing Co. has purchased the machinery and leased for one year, with privilege of renewal, the buildings and grounds of the Markle factory, and will begin manufacturing in this place, as well as in Detroit, as soon as the machinery can be properly installed.

Albion—Thomas F. Furey, who has been manufacturing cigars in Albion for over eighteen years, has decided to run an open shop and employ non-union as well as union labor. Mr. Furey is to be congratulated on breaking away from the slavery of union domination. Life will be worth living under independent conditions.

West Branch—The Houghton Lake Lumber Co., composed of John G. Frank and others, of this place, and which owns a sawmill on the shore of Houghton Lake, has put in 5,000,000 feet of mixed timber, a good proportion of which is pine. It will be manufactured at the mill. Planing mill machinery is being added to the plant.

Commercial Credit Co.
LIMITED

CREDIT ADVICES
COLLECTIONS AND
LITIGATION

WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST
WORTHLESS ACCOUNTS
AND COLLECT ALL OTHERS



H. VanDam is succeeded in the grocery business at 176 Henry street by H. Sikkema.

Kelley & Johnson have engaged in the clothing business at Cement City. The Wm. Connor Co. furnished the stock.

S. S. Smith has sold his grocery stock at 61 South Division street to F. C. Holt, who will continue the business at the same location.

The Worden Grocer Co. has leased the third floor of the Caulfield building, adjoining its premises on the corner of Ottawa and Island streets, and has connected the floor with its own building by means of an archway. The acquisition adds 6,000 square feet to the floor space of the house.

Chas. F. Young, Manager of the Tanners Supply Co., has purchased of the Hemlock Bark Co., through Henry W. Carey, President, all of the unsold stock of 1904 bark held by the latter and also the entire peel controlled by the company for 1905. The transfer approximates 60,000 cords, being the largest transfer of the kind ever recorded in this State.

Gustav Fleck has engaged in the produce business at 40 South Division street under the style of the Grand Rapids Produce Co. Mr. Fleck was for ten years identified with his father in the produce business in New York City under the style of Samuel Fleck & Co., subsequently occupying the position of general salesman for Samuel Werner, of New York, for five years.

The Produce Market.

Apples—The market is steady and strong on the basis of \$2.25 for Baldwins and \$2.50 for Spys.

Asparagus—\$1.50 per doz. bunches.

Bananas—\$1 for small bunches and \$1.50 for large. The demand holds about steady, prices to the jobbers showing signs of advancing.

Beets—40c per bu.

Butter—Creamery grades have been marked down 2c during the past week, being now quotable at 27c for choice and 28c for fancy. The New York market dropped 2c last Wednesday and that started the down turn here, but weather conditions or some other factor may develop later to keep the price up for a few weeks yet. The market is 3c above 1904, but 1/2c under 1903. By the first of May the price is pretty sure to be on a lower level, but until the last of April it is hard to tell what will happen. Dairy grades are lower in sympathy with creamery, No. 1 being in good demand at 24c and packing stock at 17c. Renovated has been marked down to 23c.

Cabbage—45c per doz.

Carrots—40c per bu.

Celery—75@90c for California.

Cranberries—Jerseys, \$7.25 per bbl.

Cucumbers—\$2 per doz. This is the highest price ever recorded at this market.

Eggs—The market is strong and steady, due to supplies having failed to increase fast enough to keep pace with consumptive and storage demands. Local dealers pay 16c f. o. b. shipping station. Many eggs are going in storage on this high basis, but local dealers are not anxious to store stock at anything above 13@14c and some will not venture above 12c.

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

Green Onions—25c per doz. bunches for home grown.

Green Peas—\$2.25 per bu. hamper.

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

Lemons—Messinas, \$2.50 and Californias \$2.65. The market is firm.

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

Onions—The market is steady at \$1.10 per bu.

Oranges—California navels are moving steadily at \$2.50 for choice, \$2.65 for fancy and \$2.75 for extra fancy. A firmer tone characterizes the orange market this week and prices show some advances. The supplies are liberal, but not quite so abundant as some time ago. The fruit is of excellent quality and the movement is large. Sizes are more liberal and the different grades have been split up into two-size classifications.

Parsley—35c per doz. bunches.

Parsnips—\$1.50 per bbl.

Pieplant—\$1.25 for 40 lb. box.

Potatoes—Country buyers pay 12@15c. City buyers pay 20c and hold at 30c. New stock is in small demand at \$3 per bbl.

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 fatches 1 1/2@2c per lb. more than live. Broilers, 25c per lb.; squabs, \$2.50 per doz.

Radishes—30c per doz. for round; 35c per doz. for long.

Squash—Hubbard is slow sale at 2c.

Strawberries—\$3 per 24 pint case for Louisiana stock. Bad weather in the South has kept back the crop and prices are unusually high for this time of the year. The season in the South is three or four weeks late. Alabama berries will not be on this market for two or three weeks yet. The demand is limited at the present prices.

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

Tomatoes—\$4.50 per 6 basket crate.

Turnips—40c per bu.

Henry Green, who has been spending the winter in Florida, with headquarters at Jacksonville, has returned to this city. He will take up his residence this summer in Jennings, where he will erect fifteen houses, a sawmill and a chemical plant for the Mitchell Brothers Co.

The Grocery Market.

Sugar—The demand is large, considering the uncertainties of the situation. If the retailers were at all sure of the market they would probably be large buyers, as they have no large stocks. Refiners claim they have bought raw sugar to carry them only through April. They say that they have not enough to last them through the fruit season. Jobbers say that the refiners have been unable to force the price of raws down to where they want them and have consequently bought comparatively little. It is true that they have not lowered the price of refined as a depressing factor on the raws, but it is pointed out that the difference between the two is so large that it would take a deep cut in the refined to have any effect on the raw, and then possibly the results would be slight—so slight as not to pay for the loss on the sales of refined at the lower price. Be that as it may, the market has not changed during the past week.

Coffee—The speculative market has been fairly active the past week, but its fluctuations have not been sufficient to affect the spot goods. Jobbers and roasters report that there is an excellent demand for coffees, particularly the higher grades. They say the country is buying better coffee than ordinarily and the retailers generally are making more critical inspection of the lines offered. This is a good sign.

Tea—There will be no feature of note until the market opens in Japan. The supplies of high grade Japans in this country are fair—rather better than was thought they would be at this time—but they are held at firm figures. Low grades are comparatively easy and it would not be surprising if there were declines in the cheaper varieties before the new crop is on the market.

Canned Goods—Corn is selling in about the normal amount. There appears to be plenty of corn in sight and there are no indications that the prices will advance materially before the end of the season. Jobbers report little interest in future goods. Except for some Maine corn and some California asparagus, it is said the future buying has been very light all over the country. Other vegetables are selling well. There is a large demand for beans and peas. Sauer Kraut, pumpkin and sweet potatoes are some of the lines that are doing their share. In the canned fruits there is no change. The demand for California peaches and apricots keeps up well, considering the prices. The call for cherries, pears and plums is moderate, although about as large as expected at this season. Standard apples are moving well. Gallons are scarce and some are predicting a very much higher market on them. Salmon is very firm. As the season advances the call becomes larger and stocks are being cleaned up in a way that bids fair to make trouble ninety days later, when the summer trade is on. Sardines are firm.

Dried Fruits—Seeded raisins are

slow and unchanged. The market is extremely soggy. Loose raisins are in slightly better condition, because scarcer. There is some little demand. Prices are unchanged. Apricots are getting well cleaned up at high ruling prices. Currants are in light demand at unchanged prices. Nectarines are wanted as fast as they arrive at maintained high prices. Prunes are selling in a small way at prices that do not show one iota of improvement and no prospect of any. Peaches are slow because scarce and high. It looks as if they would entirely clean up in spite of the high prices.

Rice—Honduras sorts are well assorted and Japan styles in ample supply, commanding a large share of patronage on account of low prices. Advances from the south note quiet conditions on the Atlantic coast. At New Orleans market is dull, with a widening assortment. In the interior—Southwest Louisiana and Texas—export demand continues to absorb such Japans as are of low price and quality, and while general tone on Honduras is strong, yet a soft spot here and there adds to and holds the interest of buyers.

Fish—The mackerel situation continues firm. Irish mackerel are \$1 per barrel higher and some holders are holding for \$2 advance; in fact, some sales of 250 count fish have been made at \$18 per barrel in a large way, which represents about \$2 advance. Stocks are getting light and there are only a few fish to come forward. Sardines are unchanged and in fair demand. Continued warm weather will increase sardine business very materially. Cod, hake and haddock are drawing near the end of their season and the demand is light. Prices are unchanged. Salmon is unchanged and quiet. Whitefish are scarce and unchanged, as are lake fish.

Annual Meeting of the Hardware Dealers.

At the annual meeting of the Grand Rapids Retail Hardware Dealers' Association, held last Monday evening, the following officers were elected for the ensuing year:

President—Wm. Denison.

Vice-President—Geo. C. Cook.

Secretary—P. T. Hendricks.

Treasurer—W. P. Kutsche.

The organization has twenty-nine active members and is in a flourishing condition.

A German engineer is said to have devised a balance wheel which will counteract the shifting of the center of gravity in ships and reduce the rolling of vessels at sea to a minimum. If the scheme works there will be a great impetus to ocean travel. The terror of seasickness keeps many people from going abroad. Shipbuilders are rather skeptical of any success in this direction and will not be convinced until it is absolutely demonstrated.

It is better to be penny wise than altogether foolish.

A self-made man usually has a home-made look.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 1—Rather more interest appears to be shown in the spot coffee market, and the situation at the close is firm and comparatively active. Some sales have been made in an invoice way, and the general tendency is toward a higher basis. At the close Rio No. 7 is worth 73½c. In store and afloat there are 4,259,670 bags, against 2,913,107 bags at the same time last year. Mild coffees, apparently in sympathy with Brazil grades, close firm and with a pretty active demand. Good Cucuta, 9½c, and good average Bogotas, 10¾@11c. East India sorts are about unchanged, although there seems to be rather better enquiry than prevailed last week and quotations are steady.

Little is to be said about the tea market. Supplies do not seem to be overabundant, but there is apparently enough to go around, and especially so as demand is rather light this week. Buyers take small lots, just enough to keep assortments complete and seem to be waiting for something to turn up. Proprietary brands are reported as doing well. Quotations generally show no change, but are firmly sustained.

Sugar has had a lively turn and closes strong. Orders have come in at a lively rate by mail and wire from all sections and buyers seem to think it is "now or never" if they want to get bottom rates of the season. Raw sugars have been exceptionally strong, and, of course, refined sympathizes with this condition.

Sellers of rice have the stereotyped phrase of "nothing doing." They simply stand and wait. What sales are made are of very small quantities and quotations remain on a very low level. Neither buyer nor seller seems to take any interest in the situation and only hope for more interesting developments later on.

Spices as a general thing are absolutely flat. Prices are on a low level and sales are insignificant. There may be an exception, however, in the case of pepper, the demand for which has shown improvement, and at the close prices tend toward a higher point.

Grocery grades of molasses are very firm and quotations, if not higher, certainly tend that way. There is no particular scarcity, however, and fairly liberal supplies are on the way. Good to prime centrifugal, 16@26c. Syrups are steady. Supplies are not especially large and demand is fairly active for this time.

Most interest in canned goods this week has been shown in the probable opening prices on salmon. One firm has named \$1 for Alaska red, f. o. b. coast, but this does not seem to be taken as significant of what other packers will do. The whole subject

is for the future to determine. For tomatoes 65c seems to be about the right market for spot goods, although some have sold for a fraction more, and it is said good lots have changed hands for less. Future business is quiet and dealers seem to be simply making the most of the fine weather by running out of town for a few days. A pretty good demand has existed for corn and peas.

Dried fruits are dull and inactive. Prunes, especially, are on about as low a level as they ever have been—lower, in fact. Some 400 tons are reported sold, a good deal of it rather poor stock, although it also embraced some first-class goods, and all went for 1c per pound. Of course, such sales will help clean up the market, but they do not seem especially encouraging for growers.

There is no especial change in the butter market. The article closes firmer than a week ago, and buyers have been quite active during the past few days. Extra creamery, 28@28½c; seconds to firsts, 25@27½c; held stock, 24@27c; Western imitation creamery, 22@24c; Western factory, 20½@22c; renovated, 21@23c and dull.

Cheese is firm and with receipts running light the market favors sellers. Full cream, 14½c for small and 14c for large.

Eggs have shown a little recovery from lowest point and best Western are held at 18c; seconds, 17c, and dirty stock, 14@15c; duck eggs are steady for Western and are quoted at 30@31c.

Pleads Time Limit.

An American woman living in Paris had occasion to reprimand a parlor maid for shameful neglect of duty. "Marie," said she, "there's a month's dust on this table." At this observation the maid gave a toss of the head, saying: "Surely, madam can not censure me for that, seeing that I have been in madam's employ but two weeks."

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

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

HARNESS

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.

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.

WANTED CLOVER SEED

We buy BEANS in car loads or less.

Mail us sample BEANS you have to offer with your price.

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street.

Telephones, Citizens or Bell, 127, 1

Grass, Clover, Agricultural, Garden

Seeds

Peas, Beans, Seed Corn and
Onion Sets

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

ONIONS

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

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

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
NO. E 30 AS SHOWN 24 LBS.
NO. T 30 WITH TIN SCOOP.
NO. S2 ½ BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

Comparative Advantages of City and Country Life.

In the country we find the pure, wholesome atmosphere and quiet, peaceful life. From birth the rural children have the advantage of health for they breathe the pure air in unlimited quantities. They are surrounded by the purities of life only and their character can be formed before the outside world casts over them its influence. They roam in the gardens, woods and fields, and obtain valuable knowledge of many things, such as the differences in soil and timber, the cultivation of land, the care of fruits and the production of crops. All this is valuable in after life, no matter what station they attain or where they reside.

Then the rural school is, at the present day, an important feature of the country. It furnishes excellent means of a fair education and from it the pupils grasp higher ideas.

Then the country lads and lassies are usually reared where work is not only a duty but a pleasure. They have the work before them to do and they are taught to do it. Consequently, in later life they do not feel the burden of their many duties, therefore never shirk. As they are not given the privilege of the companionship of others until they are sufficiently capable of choosing good associates, their vocabulary is not composed of curt and slang phrases. They live the simple life, without the temptation of many evils which thrive in other parts of the world.

The city has its wonderful system of education—its public schools where the city's poor are as well off, as far as educational advantages are concerned, as the city's rich. Here, too, are so many avenues of employment, so many places of observation and points of vantage.

Consider Nature's beauties. They are here, also, aided by man until the beautiful parks are so many fields of pleasure and recreation. They make breathing places for the children and the tired persons.

The city has the advantage of the country in its many colosseums, art galleries, museums, music auditoriums, lecture rooms and theaters. Think of the many different ways of conveyance, the numerous church societies and clubs for the uplifting of all.

The advantages of the city are great, but they are no more so than those of the country. Many who live in the city have but vague ideas of the country, believing it to be only a place for the backward people and that all those inhabiting it are wholly in ignorance. Such, however, is not the truth. They are well informed on all the different things which surround their lives, and also on numerous ones which surround the lives of those who have other occupations.

Those who have been reared on the farm and in after life go to the city would not exchange the youthful rural days for any other thing; they find them valuable.

As said, the country life is sweet, peaceful and wholesome, combined

with valuable experience, while the city life is full of gayest crowded streets and high educational benefits. While we may picture a few of the advantages of both, it will be more satisfactory for each to draw his own conclusions.

Lucia Harrison.

Quarterly Meeting of Master Bakers' Association.

Lowell, March 27—The next quarterly meeting of the M. A. of M. B. will be held in the city of Jackson on April 12, 1905.

The Hotel Otsego has been selected for headquarters. Rates, \$1 and upwards.

A programme of entertainment has been provided, including a visit to the State Prison.

The meeting will be called to order at 2:30 p. m. You are invited to be present. Weldon Smith, Sec'y.

Detroit, April 3—As I am about to leave on a trip for two or three months, I would like very much to say a word to each of the members of the Association, not only to say good-bye, but to express the feeling of regret that I have been unable to do more for the Association than I have done. Let me assure you that it is not for want of will that I have not done more, but on account of my other duties and want of strength that I have failed, and I think what the Association requires at its head is a younger and more energetic man, and I trust that what is placed in the hands of our Vice-President during my absence will be loyally concurred in by all the members of the Association. As I said before, we have not accomplished all that we set out to do, but we have at least started an organization in our State which I think will mean a great deal to us in the future. Allow me to express thanks for the co-operation of the members of the Association, and I wish them one and all good-bye and hope that we will meet again at our annual meeting.

Robert Morton, President.

Butter

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

E. F. DUDLEY, Owosso, Mich.

BUTTER

We can furnish you with

FANCY FRESH-CHURNED BUTTER

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

WASHINGTON BUTTER AND EGG CO.

GRAND RAPIDS, MICH.

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.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price
Two dollars per year, payable in advance.
No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.
Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.
Sample copies, 5 cents each.
Extra copies of current issues, 5 cents; of issues a month or more old, 10 cents; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, April 5, 1905

AVOIDABLE LOSS.

The partial destruction of the Morse department store by fire on Monday and the manner in which the goods on the ground floor were permitted to be damaged by water when there was ample time to save them suggests the thought that it is about time the insurance agents of the city had an organization and that they commissioned some one to attend to matters of this character and thus save the insurance companies large amounts of money. The fire in the Morse building started in the photograph gallery on the top floor and it was fully half an hour before water was thrown on the flames in sufficient volume to deluge the ground floor. In the meantime a portion of the clothing stock and some of the dress goods were removed to places of safety, but if there had been anybody on hand who was vested with sufficient authority—and possibly with police power—and with sufficient first-possession to handle fifty or sixty young men, probably \$15,000 worth of stock could have been removed to places of safety. At any time during the progress of the fire there were not less than 1,000 spectators, from which could have been selected ample assistance to remove the goods.

The Tradesman is led to make this suggestion solely in the interest of the insurance companies and, indirectly, in the interest of insurers generally, because this is not the first time that merchandise has been permitted to be destroyed and damaged when there was ample time to remove it from the scene of the fire. At the time the Luce block burned, nearly three years ago, practically all of the stock on the first floor could have been saved intact; in fact, the stock in the entire building need not have been destroyed but for the short-sightedness and obstinacy of the management of the fire department.

POLITICAL CORRUPTION.

It is customary, in discussing political corruption, vote buying and that sort of thing, to speak of its extent in cities. The impression is

thereby created that there is a great deal more of it in the cities than in the country. That is true only in proportion to the population. Per capita it is no more and probably not so much. Any experienced practical politician even right here in Kent county will admit in a strictly confidential conversation that there are purchasable votes in the towns and arrangements are regularly made to take care of them. It is probable that per capita there are as many who sell their votes in the towns of this State as there are in the cities. The situation is intolerable from any honorable point of view and still it exists. Even the politicians themselves will say that if they could have their way about it no money would be paid for votes, but since one side has to do what the other side does, the money must be raised and disbursed in accordance with this wretched precedent.

Nor is Michigan the only State of which this is true. Perhaps there is more of it in New England. In a recent issue of the Outlook Dr. Newman Smythe has an interesting article on "Political Corruption in Connecticut." By way of example he refers to one hill town in that state, where the number of purchasable voters became so large that the town committees of both parties agreed not to buy any at all. Apparently they kept their contract, for there was actually a popular outcry against this method of cutting down the revenues and among the most vigorous protestants was not a saloon keeper, as might be supposed, but the proprietor of a country store, who said his income had suffered because no money came into town on election day. Recent investigations, results of which have been published, indicate that there is even a worse state of affairs in the towns of Rhode Island. There the political bosses have spent money so freely that a disgraceful proportion of the population is corrupt and actually has the effrontery to demand pay for voting. It is said there are towns in Massachusetts where the conditions are no better. Recent revelations of what has been going on for a long time have attracted public attention to the abuses and it is to be hoped that some reforms may be accomplished. Certainly they are much needed.

Andrew Carnegie has supplied about all the Carnegie libraries for which there is demand. He says that the applications for them are now only about one per day. This is not enough to keep him busy so he has interested himself in the small colleges, helping them in accordance with their needs. "I think," says he, "a young man who goes to a small college receives a better education than at a large one. I like to see men not excelling in foot ball or things pertaining to the foot, but excelling in head expansion."

A fool who has learned to swallow his tongue may sit shoulder to shoulder with the Solomons.

SWORD AND BAYONET.

One of the first practical lessons derived from the experiences of the present war in the Far East is the greater value attached to both sword and bayonet. So radically different in actual warfare did the bayonet problem appear from what it seemed prior to the supreme test, that the Government hastily stopped the manufacture of the new Springfield high-power rifle, owing to the fact that it was provided with a worthless rod bayonet, and was four inches shorter than the guns commonly in use by most of the foreign armies.

When the far-reaching cannon and small arms were brought into use the military theorists declared, from their safe seats in the War Department that battles would be fought at long range and troops never would again come to close quarters. In the same way their profound theoretical science worked out the conclusion that there would never be any more need for cavalry, and therefore the horse was to be ruled out of warfare, unless he might be found useful to drag artillery and wagons on ground where automobiles can not operate.

Both of these wise conclusions turned out to be absolutely absurd, as was proved concerning cavalry in the British war with the Boers, and as to swords and bayonets, in the Russian war with Japan. A battle never can be decided at long range. The combatants must come to close quarters. There must be a final charge, and if it can not be made when the movement is exposed to machine and other rapid-fire guns in the daytime, then the decisive charge must occur in the darkness of night and as a surprise. This is the rule that has been established in the Russo-Japanese war, and it is going to be followed in all serious warfare hereafter. The United States Army would be frightfully outclassed when, being deprived of bayonets and swords, it should suddenly find itself engaged in a midnight mix-up with Japanese or any other first-class troops.

The semi-barbarous Boers taught the superscientific theorists of Europe and America that the horse is still a most important factor in modern war, while the lesson of the sword and bayonet was learned from the supposed semi-civilized Asiatics. If the military magnates will keep their eyes on the real fighting peoples upon our globe, be they savages or barbarians, there will be something to be learned.

Even if a bayonet had been accorded to the new rifle, our troops with a gun four inches shorter than that used by other armies would still have left us at a serious disadvantage. Therefore, while the manufacture of the new gun was stopped, it was realized that some decision as to the improvements to be made should be arrived at as promptly as possible. Accordingly a special board has determined that the existing type of Krag-Jorgensen bayonet will be retained, but it will be lengthened four inches, thus furnishing not only a good bayonet serviceable not only

as a knife and entrenching tool, but also providing for the difference of four inches in the length of the guns of foreign troops.

The retention of the knife-bayonet now in use will give general satisfaction to the military service, as it is not only efficient as a bayonet, but also because of its appearance it exerts a powerful moral effect. It is presumed that the Government will now resume the manufacture of the new rifle and rearm the Army forces as well as the Navy, as speedily as possible.

Another innovation determined upon as a result of the war is an improvement in the sword worn by officers and mounted soldiers. This improvement consists mainly in the sharpening of the edge and point of the blade, making it an effective cut and thrust weapon as well as a badge of office. What a setback to the wisecracks is this revival of sword and bayonet.

As has been said above, battles can never be decided by the contending armies booming away at each other from a distance of one or a dozen miles. In order to have a real fight that will mean something and decide something, the opposing troops have got to get together in a genuine mix-up.

The theoretical field marshals had come to the conclusion that war would no longer be attended with serious bloodshed, because the weapons were so destructive of human life that the troops would lie hid miles apart and peg away at each other from behind their impenetrable fortifications. This notion has proved to be an idle dream. The troops must get together, and there is just as much real fighting and real killing as ever there have been in the past.

The pronouncement comes from Chicago that the "new woman" is dead, commercially speaking; that prominent employers of that city have declared that they do not want women and that some have declared unequivocally that they will hire no more women. And yet, however it is believed there has been no exodus of women from Chicago. There may be employments for which it has been demonstrated that the "new woman" is not so well fitted as the old man, but, generally speaking, she has made her services acceptable, and may remain until she decides to marry.

The Japanese are indeed a remarkable people. Attention is called to the striking fact that Japan's export trade in 1904 increased \$15,000,000, or 10 per cent. over 1903, shipments of Japanese manufactures, notably silk, having risen to nearly \$19,000,000. Still more striking is the report of post-office savings bank deposits, which in December reached some \$18,600,000, comparing with \$15,600,000 one year before and \$14,400,000 two years back. These results are achieved at the end of a year in which Japan's own people have subscribed to \$140,000,000 war bonds of the government.

MEN OF MARK.

C. A. Carlisle, Manager Studebaker Bros. Manufacturing Co.

The rise of a poor lad, who began as a grocery clerk in a country store and gradually won his way, by conscientious efforts, until he became manager of one of the greatest commercial institutions of the land and gained the heart and hand of the only daughter of the President and founder of that institution, is indeed an interesting and inspiring story to every man engaged in the world of business to-day.

Such a career may be found in the life of Charles Arthur Carlisle, Manager of the Studebaker Bros. Manufacturing Company, director of several other companies, President of the International Advertising Association and leader in two national associations of manufacturers.

He was born at Chillicothe, Ross county, Ohio, May 4, 1864. After a brief public school course in the little town, he was obliged to contribute to the financial support of the home. From a varied experience in grocery and dry goods stores, he entered the employ of the Marietta and Cincinnati Railway at the lowest round of the ladder—a messenger boy. Of his many experiences in his early career he recently told the following story, with some good advice sprinkled in, before the faculty and students of a commercial college:

"No boy or girl, no young man or woman in this school, ever had a more devoted or loving mother than I did, and to her more particularly than to anyone else do I give full credit for all that is good in me. It was a sad day to her, and yet I remember how proud I felt as I swung my knapsack onto the stage coach that rolled up in front of my mother's home and I went off to the town.

"I thought I was a good book-keeper, and I thought I was a good clerk. In fact, I thought I was well equipped to cope with the best of them, and when I found that I was not advancing as rapidly as I had hoped and that I did not fall into the soft snap that I had expected, I attributed it more particularly to a decided prejudice in favor of a more fortunate one, and so kept on, slipping and stumbling and falling to pick myself up again, to go on encouraged always by that love of a mother, and in that manner I gained wisdom—and in like manner the most of you will be called upon to gain wisdom.

"I entered at first the journalistic field, thinking that it afforded the golden opportunity that I sought, and perhaps I would have labored on in that field indefinitely but for the encouragement and good counsel of a friend, who told me that I would never succeed in that work, and it was then that I determined to enter upon my railroad career, and I shall never forget in all my life my first impression of it.

"The great Nickel Plate Railway had been put through the city of Cleveland, and I went up to that city from Columbus, for the express pur-

pose of making an effort to secure a position with that company. It was a bright, beautiful morning early in May when I called at the office of Mr. Sanborn, the local freight agent of that railway in the city of Cleveland, and with my hair nicely brushed, my young face shaven clean, my best Sunday suit upon me and my shoes polished, I evidently looked considerably like the dude that I was compared with. Mr. Sanborn was seated in his office, and as I approached him he looked up with the enquiry, 'What can I do for you?' I replied that I was looking for a position, and he evidently thought, and doubtless did think correctly, that I was looking for the softest snap in his office. After talking over affairs in general he gave me an opportunity to swell up my pride as I began to tell him of my career. And when I

to good friends, influential friends, in that city, were laid aside for the present. I entered upon my duties as janitor at the railway.

"The trials and tribulations that I have previously spoken of were experienced in all their force during the first week of my career, but at the latter part of the second week an encouraging light broke in upon me when Mr. Sanborn called me into his office and asked me if I could write, and I told him that I could; he asked me if I could do mathematical problems, and I told him I could; he said, 'How much is five and a half times five and a half?' and right here I would like to ask you who are here in this splendid school, how many of you can promptly and quickly answer that question, 'How much is five and a half times five and a half?' My answers were satisfactory to him and he

Monday morning, as I want you to become my private secretary.' Talk about joy! There was never a greater joy than that for me, and yet I had so thoroughly mastered myself during the previous few weeks that I held that joy in check, and, thanking Mr. Sanborn, I promised at all times to do my full duty to the very best of my ability.

"Within three years, and through his encouragement, I traveled in and out of all the various ramifications of a local freight agency; became the east as well as west-bound biller, requiring the most rapid writing, the quickest figuring, and doing my work absolutely accurate. At the close of the third year I was promoted to become the cashier of the joint stations, requiring a bond of \$25,000; and this application to become effective fell into the hands of the general manager, Mr. Louis Williams, who enquired of Mr. Sanborn, who I was and where I came from. One day that distinguished railway manager came into my office and personally enquired of me with reference to my parents, and was glad to know that he was correct in his surmise that they were of his own early associates—friends for a life-time. Then he said to me, 'Why didn't you come to me and I would have helped you get started, or perhaps a better job?' And I was happy that I could say to him that I was pleased to start as I did and that I was glad that success had come to me as it had, because it brought with it the warmth of genuine friendship with my associates.

"Cooper says, 'Knowledge and wisdom are far from being one, and oft-times have no connection.' Knowledge dwells in the head of man, but wisdom is the knack of doing things right. Knowledge is proud that it has learned so much. Wisdom is humble that it knows no more. If you prepare yourselves in the most effective way possible, you will be better equipped to learn wisdom as you enter in upon the realities of the commercial life which is before you.

"If you are ambitious to become the foremost scholar in this school, the most proficient in the department of book-keeping, banking, accounting, stenography, typewriting or that of salesmanship, you will doubtless be inspired with the same desire to become equally proficient when you

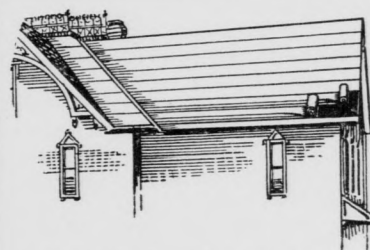


C. A. Carlisle

had gotten through he said to me, 'What we want around here in this business is workers.' He went on to say that his colored porter, whom he thought a great deal of, was going to leave him in a few days and he was looking for someone to do janitor's work, and how would I like that job? I asked him what it would pay, and he replied, 'Thirty dollars a month.' I told him I'd take it, and thanking him went away, purchased my overall suit and made ready to enter upon not the softest snap in the office, but the most difficult, perhaps, because I had so many to please.

"My pride received a terrible blow, and not one of you will ever, I hope, find it necessary to receive a keener humiliation than I did at that time. Every hope that I had built up was shattered, and letters that I carried

said to me, 'I would like to have you report at my office here on next



Torpedo Ready Roofing for House Tops

Guaranteed

And fully protected is the customer who uses

H. M. R. Brand

Torpedo Ready Roofing

Has thoroughly demonstrated it is the

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

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

Established 1868.

Incorporated 1901.

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

enter upon your active business career.

"I have simply related this personal experience to you and will not detain you with such reference further, except to say that my experience and success there in Cleveland led me on into the admiration of greater men and more influential men, and within a few years I found myself identified in a more prominent position with a great system of railways in the city of Toledo, and naturally my compensation was likewise increased.

"Through all this career in my life the love of my own dear mother was the sweet guide that kept me pure and steadfast, determined upon success and satisfied only when I knew that I was gaining.

"The most of you will doubtless have a like experience, and I would urge you to keep your hearts pure and your lives clean, and with the splendid foundation of knowledge that you are acquiring here, struggle on, and although you slip and fall and stumble, lift yourselves up again and struggle on—success and happiness will crown your efforts."

Mr. Carlisle's career has not been meteoric. Determination, devoted effort and a concentrated use of his abilities seem to be the characteristics that have helped him to successful positions. His rapid rise may be briefly outlined as follows: In 1886 he accepted a position with the Nickel Plate Railway (the N. Y., C. & St. L. Railway), at Cleveland. He passed successfully through the various departments, and in 1888 was elected to fill the very important position as cashier of three joint stations. The next year he became the private secretary of the General Manager of the Toledo and Ohio Central Railway, at Toledo. In 1890 he was made purchasing agent of the "Burke System" of railways and early in the 90's accepted a responsible position with the Studebaker Bros.

His rise with that company has been rapid. Gradually he was entrusted with more responsible positions in this great firm, until he is now in charge of the purchasing department, the advertising department and the traffic department and one of the directors of the company. Much of the firm's growth in the last few years has been due to his progressive spirit, wise methods and broad plans. The name of Studebaker is associated with good wagons the world over. And their vehicle works are known to be the largest in the world.

Aside from his position with the Studebaker Company, Mr. Carlisle is Secretary of the South Bend Fuel and Gas Company and a director of the South Bend Malleable Iron Company, as well as prominently connected with several other extensive corporations. He has recently been selected the unanimous choice of the Board of Directors of the American Trust Company as their President. He is prominently connected with several national associations of business men, being a member of the Executive Committee of the Carriage Builders' International Association

and Vice-President of the National Association of Manufacturers.

Last fall, when the International Advertising Association was looking about the country for a man who would best represent them and fill the important duties as President, Mr. Carlisle was selected by unanimous consent, and at their convention in St. Louis last October his leadership showed them that they had been wise in their choice. Concerning his responsibility as chief official of that Association, Mr. Carlisle says: "In time this Association, in my judgment, should, and will, become the eye through which the great Department of Commerce of the United States Government will see, the ear with which it will hear, as it doubtless is destined to become the mouthpiece of the great national association of manufacture and of commerce, both national and international."

Although Mr. Carlisle has many commercial duties, yet he has found time to take up his obligations as a worthy citizen. In this he is an example to every business man. He is interested in political affairs and has been elected President of the Harrison Republican Club. He was appointed by the Governor of Indiana as a member of his staff, with the rank of Colonel. He is personally interested in religious and charitable affairs, being Chairman of the Executive Committee of Associated Charities in his home city. Concerning his unselfish devotion to the affairs of his fellowmen, he cherishes this word, which President McKinley once wrote to him, "For your unselfishness I have nothing but the highest praise."

As a citizen, as a man active in commercial life, as a husband, Charles Arthur Carlisle stands an inspiring example to the young men of to-day. And the fact that his sturdy character, his sincere qualities bear such a close relation to his advancements is an encouragement to every honest worker in the world of business. "Quality counts" in the kings of commerce as well as in the commercial products. Worth supported by consecrated efforts must and will win.

Tramp Got Silver Dollar.

Representative Branch of the Indiana Legislature tells this: While attending as a cadet at the military school Branch was in the habit of taking early strolls through the neighborhood, and on one of these he says: "I was 'touched' by an old fellow, whose tale of hard luck would have melted a stone.

"'But my good fellow,' I said, 'I haven't a cent with me this morning. I spent my last penny last night and my check from home won't reach me until to-morrow.'

"The old man wasn't satisfied.

"'Look through your pockets,' he begged, 'maybe you'll find something.'

"'Well, if I've got any money in these clothes you can have every cent of it,' I said to him, and I began turning my pockets inside out just to show him that I was strapped."

"Well, would you believe it, a sil-

ver dollar dropped out of one of my pockets and rolled on the sidewalk!

"Delighted, the old man quickly grabbed it up and said 'Thanks.'

"He was much bigger than I and I said: 'Certainly; I am glad I can help you, but really I didn't know it was there.'

"All the way back to school I wondered how the dollar came to be in my trousers."

"And did you ever find out?" asked another legislator.

"Oh, yes; when I got back to my room my room-mate told me that I was wearing his pants."

The price of coal for the next year was determined the other day in New York at a gathering of the controlling officers of the so-called coal roads. Supply and demand, proximity to the mines or ease of transportation were not permitted to be seriously influential. The roads simply agreed that it would be so much and that is the price that must be paid. The basis is \$4.50 per ton for stove coal at sea water shipping points in April. To this figure ten cents a ton will be added every month until September 1, when the maximum is reached. This is not a trust, of course, or anything of the sort. It is just a gentlemen's agreement, but the people have to pay the price.

A little helpfulness may cover a lot of heresy.

It takes a great man not to despise a little one.

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.

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.

WAGONS

The Holly Wagon

Is made at our own factory
at Holly, Mich.

We use only the best material
obtainable.

Nicest finished wagon on the
market.

Ask for catalogue.

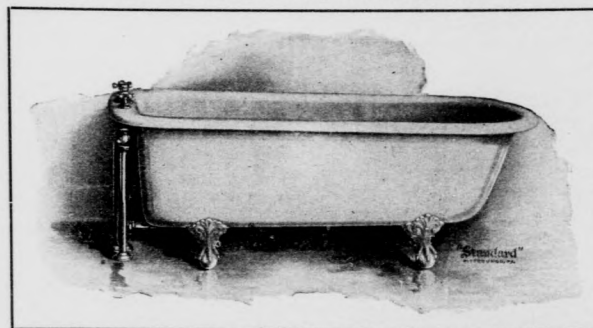
BROWN & SEHLER CO.

GRAND RAPIDS, MICH.

Wholesale Only

From Factory to Home

We propose to increase the volume of our business in the Middle West and to that end we offer to sell goods at jobbing prices direct to any merchant or business man for his store, factory, mill, shop or residence. We will furnish plans and full detailed description on request. We make no charge for estimating on either plumbing or heating jobs.



We sell the best makes of Enameled Bath Tubs, Lavatories, Closets, Sinks—in fact, everything in the way of plumbing fixtures—at prices which place these goods within the reach of all.

We are factory agents for the American Radiator Co. and carry a full line of their steam and hot water boilers and radiators.

No Trouble to Quote Prices.

Quinn Plumbing and Heating Co. Muskegon Mich.

Heating and Ventilating Engineers. High and Low Pressure Steam Work.

Special Attention Given to Power Construction and Vacuum Work

Jobbers of Steam, Electric, Water and Plumbing Goods.

Established 1880



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the Grand Rapids Board of Trade, have established permanent **Every Day Trade Excursions** to Grand Rapids and will reimburse **Merchants** visiting this city and making purchases aggregating the amount hereinafter stated **one-half** the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the **Secretary of the Grand Rapids Board of Trade, 89 Pearl St., will pay back in cash to such person one-half actual railroad fare.**

Amount of Purchases Required

If living within 50 miles	purchases made from any member of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 50,	purchases made from any member of the following firms aggregate	150 00
If living within 100 miles and over 75,	purchases made from any member of the following firms aggregate	200 00
If living within 125 miles and over 100,	purchases made from any member of the following firms aggregate	250 00
If living within 150 miles and over 125,	purchases made from any member of the following firms aggregate	300 00
If living within 175 miles and over 150,	purchases made from any member of the following firms aggregate	350 00
If living within 200 miles and over 175,	purchases made from any member of the following firms aggregate	400 00
If living within 225 miles and over 200,	purchases made from any member of the following firms aggregate	450 00
If living within 250 miles and over 225,	purchases made from any member of the following firms aggregate	500 00

Read Carefully the Names

as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

Automobiles	Cement, Lime and Coal	Hardware	Plumbing and Heating Supplies
Adams & Hart	S. P. Bennett & Co. (Coal only)	Clark-Rutka-Weaver Co.	Ferguson Supply Co., Ltd.
Michigan Automobile Co.	Century Fuel Co. (Coal only)	Foster, Stevens & Co.	Ready Roofing and Roofing Material.
Richmond-Jarvis Co.	A. Himes	Jewelry	H. M. Reynolds Roofing Co.
Bakers	A. B. Knowlson	W. F. Wurzburg Co.	Saddlery Hardware
National Biscuit Co.	S. A. Morman & Co.	Sole Leather Tanners.	Brown & Sehler Co.
Belting and Mill Supplies	Cigar Manufacturers	Grand Rapids Leather Co.	Cappon & Bertsch Leather Co.
J. M. Hayden & Co.	G. J. Johnson Cigar Co.	Wallin Leather Co.	Sherwood Hall Co., Ltd.
F. Raniville Co.	Geo. H. Seymour & Co.	Liquor Dealers and Brewers	Safes
Studley & Barclay	Cigars and Tobaccos	D. M. Amberg & Bro.	Tradesman Company
Bicycles and Sporting Goods	H. Schneider Co.	Anheuser-Busch Brewing Ass'n	Seeds and Poultry Supplies
W. B. Jarvis Co., Ltd.	The Woodhouse Co.	Wm. Druke Co.	A. J. Brown Seed Co.
Billiard and Pool Tables and Bar Fixtures	Crockery, House Furnishings	Furniture City Brewing Co.	L. F. Jones Seed Co.
Brunswick-Balke-Collender Co.	H. Leonard & Sons	Grand Rapids Brewing Co.	Shoes, Rubbers and Findings
Books, Stationery and Paper	Drugs and Drug Sundries	Alexander Kennedy	Herold-Bertsch Shoe Co.
Central Michigan Paper Co.	Hazeltine & Perkins Drug Co.	Kortlander Co.	Hirth, Krause & Co.
Grand Rapids Stationery Co.	Dry Goods	Jos. Schlitz Brewing Co.	Geo. H. Reeder & Co.
Grand Rapids Paper Co.	Grand Rapids Dry Goods Co.	Frank J. Wilmes	Rindge, Kalm'h, Logie & Co. Ltd
M. B. W. Paper Co.	P. Steketee & Sons	Music and Musical Instruments	Show Cases and Store Fixtures
Mills Paper Co.	Electrical Supplies	Julius A. J. Friedrich	Grand Rapids Fixtures Co.
Confectioners	Grand Rapids Electric Co.	Oils	Grand Rapids Show Case Co.
A. E. Brooks & Co.	M. B. Wheeler Co.	Republic Oil Co.	Tinners' and Roofers' Supplies
Putnam Factory, Nat'l Candy Co	Flavoring Extracts and Perfumes	Standard Oil Co.	Wm. Brummeler & Sons
Clothing and Knit Goods	Jennings Manufacturing Co.	Paint and Wood Finishing Material Mfrs.	Hopson-Haftencamp & Co.
Clapp Clothing Co.	Grain, Flour and Feed	Grand Rapids Wood Fin'g Co.	Undertakers' Supplies
Wm. Connor Co.	Valley City Milling Co.	Paints, Oils and Glass	Durfee Embalming Fluid Co.
Ideal Clothing Co.	Voigt Milling Co.	G. R. Glass & Bending Co.	Powers & Walker Casket Co.
Commission—Fruits, Butter, Eggs, Etc.	Wykes-Schroeder Co.	Harvey & Seymour Co.	Wagon Makers
C. D. Crittenden	Grocers	Wm. Reid	Belknap Wagon Co.
J. G. Doan & Co.	Clark-Jewell-Wells Co.	Pipe, Pumps, Heating and Mill Supplies.	Harrison Wagon Co.
Gardella Bros.	Judson Grocer Co.	Grand Rapids Supply Co.	Wall Finish
E. E. Hewitt	Lemon & Wheeler Co.	Wall Paper	Alabastine Co.
C. H. Libbey	Musselman Grocer Co.	Heystek, Canfield & Co.	Anti-Kalsomine Co.
Vinkemulder Co.	Worden Grocer Co.		

If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.



How To Handle Customers Who Have Complaints.

So long as men and women are mortal there will be complaints made to the retail merchant about a variety of matters, such as the alleged poor quality of the goods, the lack of a proper fit, the negligence of his salespeople to give courteous attention to patrons and some other rights to which customers think they are entitled.

This disagreeable feature of the retail shoe trade is to be expected and dealt with in a manner that will best insure continued patronage from such complainants by placing them and satisfying their demands, whenever it is possible to do so.

The first thing to be done with an irritated and highly nervous customer is to restore him to a calm and reasonable frame of mind, in which state alone you will be able to convince him that he is in error.

When a glaring case of unjust demands is first presented to the proprietor of a shoe store, if he be of the average nervous sort himself, the first impulse is to resent such claims with more or less heat.

Such a procedure will, of course, defeat or much impair the prospect of subsequent reasoning, because fuel has now been added to the flame of your patron's anger, and your task of reconciliation doubled in energy necessary.

It requires the services of a cool, impartial and dispassionate judge to entangle some of these kinks between patrons and dealers, and to restore harmony.

This leads up to a new feature in the conduct of a large and busy shoe store or department, which may be aptly termed the "Complaint Bureau," where all of these differences may be privately adjudicated.

The man to fill this office should be one of great tact, good sound judgment, and infinite patience, in order to mete out justice to complainants. His decisions, although they should be impartial, would benefit the proprietor's interests by leaning slightly toward the disaffected customers, giving them always the benefit of a doubt.

The complaint judge would not be confined to his judicial bench continuously; his court would convene only when a case was to be heard; but his power to settle these matters must be supreme and without interference.

Complaints being a necessary evil in all trades, but perhaps to a greater extent in the shoe business than in most others, they must be reckoned with by the shoe dealer, and whether by a complaint bureau or by the proprietor himself, it is important that these differences be settled on such terms as will insure a continuance of trade.

By means of the complaint feature of the store a retailer is enabled to

learn many things, which although at times unpleasant revelations, are to his advantage; or, as the old clerk puts it: "You can get wise from your customers by getting an insight of their minds."

A shoe retailer does not learn as much of a corrective nature from the pleased and satisfied customer who goes away with his well-fitted shoes, and from whom he seldom hears again until new ones are wanted.

It is from the dissatisfied, complaining patron that the dealer picks up crumbs of trade wisdom—from the one who tells him plainly things he knew not before.

In the matter of exchanges demanded, alone, a dealer hears things that amaze and amuse him, all the way from the reasonable to the absurd in the way of demands.

But, whether the dignity of a real complaint bureau can be indulged in the store or not, every clear-headed retailer will recognize the importance of some measure of privacy in adjusting these differences; there must be a place where the pros and cons of the questions in dispute may not be heard by other customers of the store, whom such contentions might tend to demoralize. Give every complaint a fair hearing and a just verdict.

The shoe dealer who has what he is pleased to call an "established trade," in which he confidently relies to carry him along, while adding "here a little and there a little" in the way of brand new customers, is apt to lean too heavily upon his "old patrons."

There is no real fixity about these that can be safely put down as yours from year to year. If there were, and you had a sufficient number of these immutables, you might quit hustling for new trade and take a rest.

But don't count too confidently on the so-called permanent customer to make your business. A very slight cause sometimes produces disaffection in this class of patrons, and they detach themselves from your store and attach themselves to another dealer.

Because a customer has patronized you for years is not infallible evidence that he will remain forever. Sometimes a trivial incident will lead him to try your competitor for a tempting bargain he has seen in the show window and he makes a purchase.

After that he is "on the fence," when another pair is needed, and he tries the plan of "going shopping" to see where he can do better. Look sharp after each of your supposed permanent customers and hold them by every honest inducement you can hold out to them.

Meanwhile, leave no stone unturned to convert each new and transient customer into a permanent one, in order to replace those who drop out occasionally.

If all that was necessary to sell shoes was to display and fit them to the feet of customers, any man of average mechanical ideas could soon learn the trick.

Fits Well Looks Well Wears Well

"CAPITOL"

The best line of

Boys', Youths' and Little Gents' Shoes

on the market at the price to-day.

Dealers who have handled the line for the past three or four years say, "They always wear well and give best of satisfaction." Once tried—always used.

Try a sample case and let us demonstrate the truth of the above statement.

Carried in stock as follows:

Stk. No.		
162	Boys' Russia Calf Blucher, Lenox Cap Toe.....	\$1.50
163	Youths' Russia Calf Bal, Lenox Cap Toe.....	1.35
164	Little Gents' Russia Calf Bal, Lenox Cap Toe.....	1.15
165	Boys' Patent Leather Bal, Lenox Cap Toe.....	1.50
166	Youths' Patent Leather Bal, Lenox Cap Toe.....	1.35
167	Little Gents' Patent Leather Bal, Lenox Cap Toe.....	1.15
181	Boys' Vici Kid Bals, Lenox Cap Toe.....	1.50
182	Youths' Vici Kid Bals, Lenox Cap Toe.....	1.35
183	Little Gents' Vici Kid Bals, Lenox Cap Toe.....	1.15
193	Boys' Box Calf Bals, Lenox Cap Toe.....	1.50
194	Youths' Box Calf Bals, Lenox Cap Toe.....	1.35
195	Little Gents' Box Calf Bals, Lenox Cap Toe.....	1.15

Boys' sizes run 2½ to 5½, Youths' 11 to 2, Lt. Gents' 9 to 13½.

C. E. SMITH SHOE CO., Detroit, Mich.

Mention this paper when ordering.

You Can Always Recommend

Our Men's Heavy Shoes



OREGON CALF LONG TAP

for the hard knocks of severe wear, in rough and wet country, with every assurance of their giving your customers perfect satisfaction.

Our shoes fit better, hold their shape and wear longer than other makes.

Our trade mark on the sole guarantees their quality.

If our goods are not on sale in your town you can see a salesman any time by appointment.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

A knowledge of the adaptation of shoes to feet is, of course, indispensable for a successful shoe salesman, and yet this is but a small part of the mental equipment necessary for the business.

The salesman who soonest gets in touch with the temperament and tastes of a new customer, and who has the tact and adaptability to fall readily into their moods, will succeed better with such patrons than the salesman who can skillfully place the shoe and stop there.

To get your customer's mood, tastes, prejudices and mental calibre requires higher talents than the mere mechanical ability to adapt the shoe to the foot.

We hear something of late about a new field of transferring goods from the store to customers. Its zealous advocate calls the method "scientific salesmanship."

"Rather a high-sounding title," the dull, plodding clerk will exclaim. "The old way is good enough for me. Plenty of talk and no science will do it."

But after all the transfer of goods to patrons if reduced to some semblance of a science will aid in selling shoes more quickly and more satisfactorily.

The first and most important thing in good salesmanship is for the salesman to know himself thoroughly in order that he may get close to a knowledge of his customer and sell him the goods.

This self knowledge is necessary for the highest success, because thus fortified a clerk will know just how well he may get in accord with the stranger step by step.

The successful salesman will put himself under proper restraint with the new and untried visitor, be wary—feel his way inch by inch until he gets an approximate measurement of the buyer's characteristics.

Thus the salesman, who is thus mentally equipped, follows, so to speak, the changing mental movements of the patron whom he has to deal with for the first time.

Discard, if you will, the term "scientific," but let salesmanship be such as will enable you to get into the closest possible accord with your customers.

It is not greatly to the credit of our old and honorable trade to have to record the fact that a few retailers of shoes practice the "two-price" plan.

Let the price of your three-dollar shoe be always three dollars, both to the impecunious mechanic and the flashy, gilded youth of your town.

The man who can well afford to pay your four dollars for a three-dollar shoe is not the man who will gladly submit to such extortion; nor will he, as a rule, be long in finding out your duplicity.

"Costly thy habit as thy purse can buy," is a matter for the buyer to decide, and not to be fixed by the arbitrary methods of the dealer on a sliding scale.

You will, very likely, get tripped up on the double-priced method, as you can not always keep the four-

dollar purchasers of the three-dollar shoes separated from the ones who have paid you the market price for the same.

This sort of practice won't work at all in our craft. It prevails to some extent among the medical fraternity, whether rightly or wrongly, the patients must decide.

Aside from the fact that the "two-price" plan may prove embarrassing at times, it is not honest business policy, and is "more honored in the breach than in the observance."—Boot and Shoe Recorder.

Be Ready for the Consumer.

Every shoe retailer and clerk should be well fortified with facts to explain why the consumer should pay more for shoes. When advanced prices are demanded people naturally want to know the reason, and bright storekeepers and clerks should be on hand "with the goods."

In detail they can say to the consumer that everything going into a shoe during the past three years has increased in value from 2 per cent. to 300 per cent.; that leather during the past four months has advanced in the upper two cents per foot with another cent taken out of the selection; that sole leather has advanced four cents per pound.

Everything in cut leather has advanced in price, and we do not know why it would not be a good argument for all particular retailers, who are having hard work securing the advance, to carefully frame a systematic argument to meet all calls for information from customers as to "Why should we pay higher prices for shoes?"

The sole leather market has not been so firm for fifteen years as at present. A manufacturer of shoe counters informs us that if leather would drop off three or four cents per pound, he would gladly cut out one-half of his business. He wants a falling market upon which to make money, but he does not see the slightest indication that he will secure it. In this man's opinion there is not tannery capacity within 25 per cent. to meet the demands of the present population. He does not think that free hides would help the proposition much, unless to give shoe manufacturers a shade better product than at present prices. He says that not only are prices advancing, but that much is taken out of quality in selecting both upper and sole leather.—Shoe Retailer.

The Summer Girl in Blue.

The little girl in blue will be one of the novelties of the summer. A stunning and stylish shoe that has suddenly appeared on the market is a medium shade of blue. The blue is set off by white calf stays, large white eyelets, a 2½ inch heel, and a blue silk lace, with blue stockings, and a suit to match. The summer girl will be a dream in blue.

It is love that enlarges the least deed and self that shrinks the greatest.

Tennis and Gymnasium Bathing and Yachting Bowling Alley Basket Ball Vacation Shoes

Oxfords and Bals
All Grades==All Colors



Men's

Boys'

Youths'

Women's

Misses'

Children's



Complete Stock. Quick Shipments.

Fast Freight to all Points. Order Now.

Banigan Rubber Company

GEO. S. MILLER, President and Treasurer

131-133 Mark t St.

Chicago, Ill

Tennis Shoes

Reeder's Paragon Tennis Balmorals



White, Black or Brown 12 oz. Government Duck

Men's Bals.	.60
Boys' Bals.	.55
Youths' Bals.	.50
Children's Bals.	.45
Women's Bals.	.55
Misses' Bals.	.50

Reeder's Paragon Tennis Oxfords



White, Black or Brown 12 oz. Government Duck

Red Duck, Misses' and Child's Only

Men's Oxfords.	.50
Boys' Oxfords.	.45
Youths' Oxfords.	.40
Children's Oxfords.	.35
Women's Oxfords.	.45
Misses' Oxfords.	.40

5 % cash 30 days.

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

Buy in Lowest Market and Sell in Highest.

A man will buy in the lowest market just as he will sell in the highest, and when he finds a stiff rise in price confronting him at the very opening of the buying season, it is only natural for him to settle back in the traces and keep his business wagon as lightly laden as possible. He will not forget, however, that he, too, has customers whose trade he must take care of, and that means not only supplying all of them in sufficient quantities, but especially seeing to it that they are satisfied as well as before with the quality.

There are various reasons for raising prices. The Standard Oil Company has the power—and uses it—of arbitrarily raising the price of refined petroleum on the one hand and reducing the price of the crude on the other. Other less thoroughly organized houses have a tacit but workable understanding with competitors by which they may raise the selling price in utter disregard of the cost. But in the shoe trade such conditions are quite unknown. No one, no twenty firms have a monopoly of the trade. No agreement—as to selling price—has ever been made effective in the trade. Nothing is so much in evidence as the keenest kind of competition, that of itself alone operates to keep prices hammered down so as to leave the smallest margin of profit.

The time is here when manufacturers absolutely can not make the old shoes at the old prices. There must be an advance. Everybody knows or ought to know the reason for this advance. The buyers are certainly well acquainted with the facts and yet many of them seem to think that if they hang off a little longer they will get shoes at the same or very near the same as the old prices. They may succeed in getting the same old prices, but let them not think for a minute that they will get the same old values. It is not for us to say just how the present gap between buyer and seller is to be bridged, but we do say without any qualification whatever that it will be far better for the buyer if he pays the advance.

Whatever manufacturer accepts orders at old prices must "skin" the shoe, or—and it is a perfectly safe prediction—his profit will be reduced almost if not quite to the vanishing point, for present conditions in the leather market are due to natural causes, and leather prices will not fall.

If retailers will only view the condition they can not but appreciate the situation. First there was a curtailed supply of hides during the last two years, both in the home and foreign market. Then, there is an enormous increase in the demand for leather in various industries, notably the automobile business. It is certain that this demand for leather will increase from year to year.

A few years ago there were vast stocks of leather in Boston and other centers, which had been accumulating for some time. To-day there are no such stocks. Tanners know that leather will not come down in price

and instead of buyers getting any recessions in that market, sellers are refusing to accept orders for future delivery at present prices.

The sooner retailers begin to talk higher shoe prices to their customers the better it will be for everybody. Shoes cost more to make. Leather, of course, is the principal item, but other material going into a shoe has advanced in some instances to double the prices of a few years ago, for example, Cananba wax, shellac, nails and cement. Every manufacturer must pay the advanced prices in this material and in reason ought to get more for his shoes.

No retailer will be misled by the advertising of certain manufacturers who will continue to tell how they can make an eight dollar shoe to retail at three-fifty. These manufacturers notwithstanding their claim that they tan their own leather will continue to buy all the leather they use in the open market where they have always bought it, and on the same terms as other manufacturers, and whatever specious argument they may dig up to fool the public, whether microscopical sizes or infinitesimal widths, they are in the same boat with all the others and will have to pay advances even on the stuff they buy. But should a general campaign of mendacity be inaugurated these gentlemen would have the great advantage of an early start and a long, valuable experience.

The whole thing may be briefly summarized thus:

1. Shoes have been sold for the past few years on very close margins.
2. They cost more to make to-day than was the case last year.
3. They will cost more to make rather than less next season than they do to-day—and this means just this: That the consumer or the retailer, or both, must pay more for his shoes, or he will get poorer footwear.—Shoe and Leather Gazette.

Some Show Windows That Were Made To Pay.

Written for the Tradesman.

One has said, "The show windows of a shop-keeper are the eyes through which the world sees him."

If this be true, and it is to a large extent, how essential that great pains be taken in the display of his goods that the world may see him in a "buying" light. A man may advertise in the newspapers that he has certain goods for sale. The public reads this and sometimes buys his goods—more often forgets to buy. If he follow his advertisement with a display of goods in his windows he doubles his sales; not promiscuously piled in the windows but arranged to attract—something out of the ordinary.

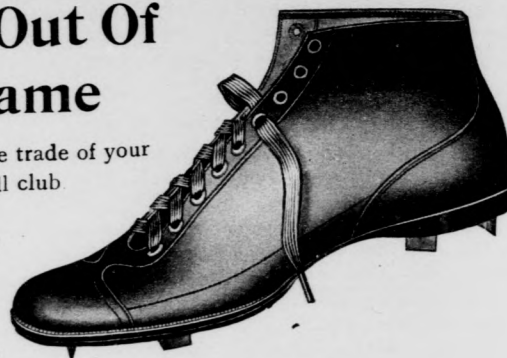
Just before Christmas, in spite of the Weather Prophet's prediction of "snow"—a "white Christmas"—all the snow to be seen was in the window of a little drug store away out on Broadway. Very little snow falls here in Seattle, and the prediction suggested a window to this druggist, who made an old-fashioned New England snowstorm by the use of

You Are Out Of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order sample dozen



And Be in the Game

SHOLTO WITCHELL

Sizes in Stock

Majestic Bld., Detroit

Everything in Shoes

Protection to the dealer my "motto." No goods sold at retail.

Local and Long Distance Phone M 2226

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH.

NEVER SATISFIED



A smart, up-to-date dealer is never content with the old lines. He wants **Top-Rounds** because they sell, and for a profit.

That makes the dealer smile.

Are you still in quest of \$\$\$\$? if so, write us and

we will show you the best manufacturer's line of \$3.50 and \$4.00 shoes ever produced—the **Top-Round Shoe** for men.

White-Dunham Shoe Co., Brockton, Mass.

Michigan Representative

W. J. Marshall, 61 Michigan Ave., Detroit, Mich.

cotton pasted upon the window panes and some diamond dust. Chest protectors, etc., had a prominent place. People from the downtown districts took a car ride out there to see it.

Something in motion causes passers-by to stop and look. With the modern electrical appliances it is possible to arrange almost anything desired. During holiday week, in a toy store, a mountain scene was arranged and a miniature railroad track laid. A tiny engine pulled a train loaded with toys around the mountains, over a high tressle and down into the valley again. A crowd always stood in front of that window.

In one of the large drug stores there are three revolving perpendicular cylinders that sell goods. These are about six feet long and twenty-four inches in diameter and are covered with different colored cloth, sometimes all one color, often all different colors. February 22 they were red, white and blue. Combs, brush brooms, tooth brushes, purses, etc., are fastened to them.

A large grocery store sold New Jersey maple sugar and syrup direct from a New Jersey sugar bush. There was the cabin built up of cakes of sugar. There were the arch and evaporating pans with a glowing fire underneath—incandescent lights covered with red paper. A fence of bottled syrup completed the background. Nothing was lacking except the maple trees.

A large quantity of goods always attracts. One dry goods store advertised a brush sale and completely filled their windows with whisk brooms. A lady entered the store and said, as she bought three high priced brushes, "Why, I never knew you kept brushes until I saw them in the window."

Three days before Christmas Fredrick & Nelson, a large house furnishing firm, had a most unique window. It was a "Pioneer" window, representing Seattle forty years ago—certainly a decided contrast from the way it looks to-day. Among the tall evergreen trees was a small log cabin, with door ajar showing bed, chairs, pictures upon the wall, a small table spread for eating, etc. All these things had been used in different homes here in the long ago and everything was marked with the owner's name. A little cooking kettle hung, Indian style, outside the cabin. An old ax and saw, that had helped cut down many a forest tree, lay beside a pile of split wood. There was a small pond at one side with a hill and rocks beyond it. Ducks were on the water. Small fur-bearing animals from the taxidermist's were placed so they looked as lifelike as when they wandered over the hillside. All day long people lined up in front of that window much as they do to secure a seat in a theater to hear some prima donna. I waited in line fully a quarter of an hour before I came near enough to see what was displayed. Everybody on the streets was talking about it. It proved, to my mind, that sometimes a window of that kind is as good an

advertisement as though goods are shown.

I remember when a new druggist moved into a little town in Central Michigan. There were only two drug stores in the place and quite an antagonistic spirit prevailed. After a few months the new man made a display of some fine Indian relics he possessed and the clerks in the old-established store did not fail to remark about it. "That's all very well if he wants to trim windows for fun, but I trim mine for business," said one, as he arranged corn salve and plasters in his window. The more they talked about it the more people stepped across the street to see the Indian relics, and then into the store to see the new druggist, who greeted them so cordially that he won not a few for regular customers.

On the corner of Pike street and Second avenue is a large department store, the Bon Marche. The first week in February they had a sale of white goods. They advertised in the papers, "A White Fair." There are ten large windows and in nine of them ladies' underwear, laces, embroidery, table linen, etc.—cotton and linen goods of all kinds—were nicely arranged. In the fifth window from the corner was a high board fence painted white, with "A White Fair" rudely scrawled in large black showy letters. Standing with one hand on the fence and holding his wife's hand with the other, surrounded by their many children, gaily attired, was Uncle Josh, peering over the fence to see the sights. One urchin had succeeded in reaching the top of the fence and hung on with both hands and one heel, leaning back apparently telling the others what he saw. A little girl wearing a sunbonnet stood peering through a crack in the boards. The tall flag staffs were visible, also the revolving top of a merry-go-round. It was all so real you could almost hear the music, and the attitude of the figures so ludicrous that it not only provoked a smile but many a loud Ha! Ha! was heard as the people passed down the street.

About the 22nd of February one dry goods firm advertised a "Colonial Sale." One window was particularly attractive. A certain kind of goods "all wool and a yard wide" was displayed. Sitting in a quiet corner was a live old-fashioned grandmother, in cap and shawl, sitting at a colonial spinning wheel carding wool and spinning it into yarn. There was always a crowd watching her patient work.

With not a great deal of money and a little ingenuity the window can be made an excellent means to draw trade. N. I. Mitchell.

Seattle, Wash.

Liberty is opportunity for all who realize the best.

**GRAND RAPIDS
FIRE INSURANCE AGENCY**

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

Shoe Laces

We Have Them

Have you seen our line? Forty different kinds of Oxford Laces, white, black and tan in silk and cotton from 50 cents to \$15.00 per gross. You can sell 'em at a good profit and please your customers. Now is the time to buy. Note reduced price on our Orient, Globe and Century Tubular Laces. Write for price list.

Hirth, Krause & Co.

Grand Rapids, Mich.

Extra Fine
Silk
Ribbon Laces
Guaranteed Pure Silk
ONE PAIR 30 INCHES



Number One. Actual Size

We Want To Tell You

About the

Skreemer Shoes

We want to explain to you why they are the best popular priced

shoes made. We want you to be the one dealer in town to handle these shoes. We want to send one of our representatives to see you. We want you to write and tell us you want to see him.

Michigan Shoe Co., Distributors
Detroit, Mich.



Odds and Ends Discussed From a Practical Standpoint.

Many articles are appearing nowadays in the leading trade journals advising shoe dealers to have frequent "clearance sales" for the purpose of eliminating broken lines and unseasonable and undesirable stock. Were this as easy of accomplishment as it appears to be, no exception could be taken to the counsel; but that it is not every experienced tradesman will testify. The "sale" may help, but nevertheless desirable stock must be sacrificed to avoid disappointing many customers. P. M.'s on broken sizes and odd lots help to get rid of undesirable possessions, but some over-ambitious clerk is likely to queer a good customer by pushing an out-of-date style upon him, in inconsiderate zeal for the good of the store, or a desire to increase personal emolument.

When one finds himself burdened with these accumulations, the question as to their disposition is an important one. If a profit can not be made on them, they must be sold at a loss. It is necessary to keep stock clean and well sized to do a successful business. But after a clearing up is one to let things take their own course, and allow odds and ends to accumulate again? Or, will he so regulate his buying and selling as to obviate the necessity of recourse to a troublesome expedient?

There is no doubt that thousands of shoemen have their life's earnings tied up in stock. In a majority of cases their profits are invested in the poorest selling lines and in odd lots. Their turn-overs are made on the newer stock they are receiving and selling every day. That part of their business is done on the credit they receive from manufacturers and wholesalers and their real capital is tied up in those same poor selling lines and odd lots.

It is most unfortunate that so many fail to see this matter as it really is. They take an inventory of their stock once a year. They figure out so much surplus over the previous year, and are gratified at their seeming success. But where is the surplus? Is it in the bank? No. It is in stock. Some dealers do realize that their stocks are becoming broken, and immediately lay blame upon their clerks. "Why don't you sell these odd lots first?" they ask, and when they serve the next customer inconsistently rush for the newest line in the store. The complainant proprietors sell nothing but new stock themselves, but expect their clerks to sell remnants. The scheme does not work, however. "Like master, like man."

It is necessary that constant effort be made to dispose of sizes left in every broken line. Every pair sold at a profit is so much "found," for, if left, the profits will soon have to be sacrificed. There should be a system in every store that will make it easier to sell superfluous lines. Perhaps the best one is to have such lines always within easy reach on the shelves. Put the new lines on the top shelves and the older ones

on the lowest. Never reverse this order of position. If you do you will surely lose in the long run.

But it is not through lack of system in selling only that the accumulations come about. It is much oftener through the carelessness, or want of system, of the buyer. Every buyer has, or should have, a definite object in view. His aim is to make his stock as complete as possible. He endeavors to do this in one of two ways. He buys many varieties in small lots, or few varieties and many sizes and widths.

The dealer who follows the first method can, no doubt, sell his wares with less trouble so long as he gets in new styles and new goods. But he is constantly accumulating bad stock and broken lines. In buying he follows his ideal by patronizing every man who comes along with a line that strikes his fancy. From A. he buys twelve pairs of Good-year welts to sell at \$3.50. B. comes along and from him are bought another twelve pairs to sell at \$3.50. He buys in like quantities from C., D., E. and F. In all he acquires six dozen of the same styles and quantities, from six different houses. When these goods come in and are placed on sale he can show six different styles and makes. His customers compliment him on his selections. Let them be fitted. Usually if one line will not fit, another will, and as there is very little difference in the styles it is not a hard matter for the customer to make a second choice. A week later a customer comes in and wants a 7 C. The merchant finds, to his surprise, that there is not a 7 left in the whole bunch. There are about five dozen shoes with the 7's all gone. Every line was broken at the beginning of the season. Of course he must size up. He has then six orders to make out for three or four pairs of shoes each. He has six express charges to pay for these sizes when they come. He has also six chances of not getting the goods ordered when he needs them. So much for large varieties of style.

On the other hand, the retailer who follows the second method, and believes in having sufficient sizes and widths on hand, buys six dozen Good-year welts to sell at \$3.50. But instead of buying six different styles he buys but two. He sells from these two styles as readily as if there were six. Not more than one or two styles turn out first-class sellers at any time. All others have to be pushed—that is, strongly recommended. Now, suppose he has to push these two styles a little all the time to sell them. It does not hurt him to do it. It is an easy matter for him to fit a man's foot, because he has all the different sizes and widths. He does not have to do any sizing for perhaps two or three months. When he does, he knows which of the two lines are the better sellers and he re-orders that line in perhaps a thirty-pair lot. That order of thirty pairs has more chance of being filled than one for only three pairs, hasn't it? But that is not all his ad-

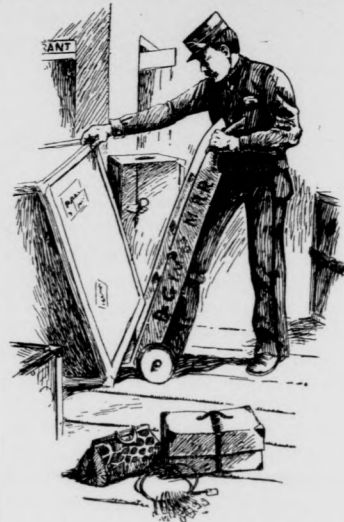
vantage—when the season is over he has but two broken lines to dispose of, instead of six.

Now the reader may easily see that the writer favors buying a smaller number of styles and many sizes and widths. This entire article refers, of course, to an ordinary-sized business, not to one that can dispose of all its accumulations at a single sale.

Here are a few reasons why we favor the latter method of buying: It is much more important to fit the foot than to please the eye. That is, there is more chance of changing the customer's mind in favor of a shoe that fits perfectly than of forcing an ill-fitting shoe upon him because he likes the appearance of it. A smaller number of styles means fewer odds and ends at the end of a season; easier sorting of sizes; easier work for the salesmen in handling the stock. It means also that it will be much easier to find the very shoe that is looked for at the time it is wanted. Incidentally, there will be fewer accounts with manufacturers and jobbers; and the necessary accounts will be larger and, therefore, worth more to the wholesaler. These large accounts usually insure the best values. The wholesaler will extend credit more freely on a large account than on a small one. And in times of stress the wholesalers are more willing to extend credits.—Shoe Retailer.

Men are ever forsaking fortune when she is about to smile.

Mack the Mechanic



Mack the mechanic, who makes machines, Is a man who always says what he means, And you may bet with all your might What he says is surely right, And if you bet you can not lose, For Mack says **HARD-PAN** are the shoes to use.

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

Write us for reasons why.

Herold-Bertsch Shoe Co.,

Makers of Shoes

Grand Rapids, Mich.

Make Show Cards!

Make 'em Quick "Off-Hand!"

Make 'em Miller's Way!

Are you a clerk anxious for more pay and advance in your employer's esteem? Learn to write Show Cards and Signs by Miller Mail Method.

Are you an enterprising merchant? You know the value of window display? You want "catchy" dollar-bringing Show Cards, Signs, and Price Tickets? Learn to write Show Cards and Signs by Miller Mail Method.

I guarantee to make you a good Show Card and Sign Writer by my now famous Miller Mail Method in 50 lessons (from one to three months) or refund every dollar paid. Every Student is taught individually, by personal typewritten letters of advice and criticism suited to his special needs. Each student secures original copies of "fresh from the brush" designs of numerous styles of alphabets, numerals, show cards, designs, etc. I give each student my personal attention and my many years' experience. I don't send you books and printed instructions like all other colleges. I guarantee each student desiring it a position; not less than \$18 weekly, within the borders of his own state or elsewhere, or refund money. Show card writers are in great demand! "Learn while you are earning." All can learn! No failures.

I teach you how to make show cards. I teach you how to make price tickets. I teach you how to make glass signs. I teach you how to make advertising signs for road-display. ALL BY MAIL.

Write if interested. I will help you. Circulars, terms, testimonials, etc. on request. Price reasonable. Terms to suit you. Address G. W. Miller, President.

The Miller College of Art

416 and 418 Columbus Ave., Boston, Mass.

INCORPORATED CAPITAL \$100,000.

Mention TRADESMAN and get Discount.

A GOOD FRONT.

Clothes Cut a Figure in Procuring Positions.

Written for the Tradesman.

We see much going the rounds of the press, nowadays, in regard to the value of a "good front;" that a fine appearance is an actual asset when an applicant is ushered into the august presence on whose approval or disapproval hangs trembling the fate of the one wishing a position.

I have a friend who has to work for his living pretty much like the rest of us. He holds his situations, generally, for several years at a stretch. He is exceptionally bright in intellect. You can not bring up a topic but what he knows something about it, either from personal observation—he always keeps his eyes open—or from reading up on the subject. He is one of the best-posted men with whom I am acquainted. He spends his evenings in the finest of company—that of his well-beloved family. He has no vices, no bad habits, few disagreeable traits of disposition. He could, if necessity called on him, turn his hand to half a dozen separate occupations. He knows book-keeping, stenography, telegraphy, wood carving, iron moulding, not to mention farming in general and poultry raising in particular. So you see he is exceedingly versatile in resourcefulness. You might, from this description, be inclined to set the man down as a jack-at-all-trades and master of none. But there you would be mistaken, for he is proficient in all these occupations, dissimilar as they seem and are. One other thing he has tried his hand at that I forgot to mention: He once clerked in a large country store, and here, also, his success was as phenomenal as in the other widely different sorts of labor.

That he was able to hold situations in all these departments of the world's work speaks well for his ability. And yet I could scarcely credit his statement, made with all apparent sincerity, that he knew he owed his hiring by his previous employers almost wholly to the first impression he was able to make by the "slick front" he managed to put up.

"I may possibly except the iron-moulder job," my friend added, "which does not call for fine raiment; but even here I let it be observed that I could be tidy in my appearance.

"Somehow or other I have always obtained good jobs," he went on, "and I attribute it almost entirely to the fact that I always went for a job in the very best clothes I could muster. Not that foppishness could ever be laid at my door—far from it—mere dandyism counts for nothing, it really is a detriment. A fellow can be a modish dresser without exhibiting a tendency to adopt the vagaries of fashion.

"I have had as many species of employers, as to their manner of clothing themselves, as I have had employers themselves. There was the fellow of my own age who was fonder of dress than I ever dreamed of being. He would size me up with

a veiled discriminating eye that said, as plainly as his organs of speech could have done, that I'd 'do.' I was 'Hail, fellow, well met' with him from the first interview.

"Then there was a regular old jack-in-the-box I once worked for. His sartorial efforts were startling in the extreme. I think the old gent gave me work simply from the fact that he thought I would be able to help him out in his endeavors to wear 'correct clothes.' His ideas of 'correct' garments were distinctly incorrect, and he was everlastingly calling on me to help him out of some dilemma he had gotten into by a too implicit confidence in the asseverations of a salesman as to the becomingness of his purchases. By steering him in the right direction—this, of course, at his earnest solicitation—I was able to save him frequently from errors in this direction. He was very sensitive about his failings along this line, and he was properly thankful to me for what I was able to do for him. I think of him to this day with a smile I can't repress. Poor old soul! His distress would have been ludicrous had it not been actually pitiful.

"Then there was the old dude I once owned for my 'boss.' He seemed to have but one object in life and that was to appear to the Fair Sex a veritable Beau Brummel. He was a moneymaker and no mistake and, while I had great respect for his ability to run a big business, I could not admire his innate—and inane—vanity. It seemed to me, in those old days, as if he stood before the glass for hours 'pluming and preening' himself.

"One Cholly Boy I got my bread and butter from was the howlingest of howling swells! He outdid the old fel. two to one. At the present, to see him, you'd never dream he used to be so silly. Father Time has taken the kinks out of him by degrees and now, in the steady-going, level-headed man of affairs, you'd never discover the dapper man who was wont to change his clothes several times a day, and his shoes and hats as often.

"Perhaps these might be regarded as cases where an exceptional regard was had for dress on the part of employers. That may be true, but there have been other types of men from whom favors were coming with whom the matter of clothes seemed also to play a prominent part. I said 'favors,' but that is not the word to use in connection with my application for work, for I am no idler, and aim always to give more in exchange for wages than I myself would exact from one under me.

"If you don't believe what I have said, just try it yourself if you ever get 'on your uppers' and see what sort of luck you will have if you cut a sorry figure.

"It's just this way: A stranger has absolutely nothing to go by but his knowledge of character-reading by the face and a person's apparel as an expression of his inner self."

Harry Harris.

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.

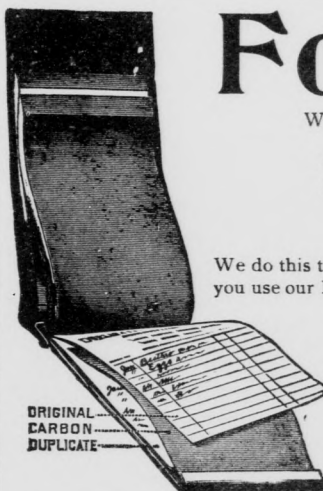
The Founder Established 25 Years.

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.



For \$4.00

We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

A. H. Morrill & Co.,

105 Ottawa Street,
Grand Rapids, Michigan

No Experience Necessary

Lift Receiver from the Hook and Give Number

We do the Work

NO UNCERTAINTY

NO DOUBTS

Best Service. Lowest Rates.

Long-distance Service Superior.

Call Local Manager for Terms, etc., or Address

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids

Michigan Fire and Marine Insurance Company

Detroit
Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

OFFICERS

D. M. FERRY, Pres. F. H. WHITNEY, Vice Pres. M. W. O'BRIEN, Treas.
GEO. E. LAWSON, Ass't Treas. E. J. BOOTH, Sec'y E. P. WEBB, Ass't Sec'y

DIRECTORS

D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Walter C. Mack, Allan Sheldon
R. P. Joy, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar,
H. Kirke White, H. P. Baldwin, Charles B. Calvert, F. A. Schulte, Wm. V. Brace,
W. Thompson, Philip H. McMillan, F. E. Driggs, Geo. H. Hopkins, Wm. R. Hees,
James D. Standish, Theodore D. Buhl, Lem W. Bowen, Chas. C. Jenks, Alex. Chapoton, Jr.,
Geo. H. Barbour, S. G. Caskey, Chas. Stinchfield, Francis F. Palms, Carl A. Henry,
David C. Whitney, Dr. J. B. Book, Chas. F. Peltier, F. H. Whitney.

Agents wanted in towns where not now represented. Apply to

GEO. P. McMAHON, State Agent, 100 Griswold St., Detroit, Mich.



Market Conditions in Shirts, Collars and Cuffs.

The retail spring season has already had a better beginning than was experienced a year ago, when cold weather held on tenaciously right up to Easter. Having received a good start, and with Easter scheduled on the calendar for a much later date this year, the trade is sanguine of an active pre-Easter period. These unusual conditions are favorable to the selling of fancy stiff-front shirts for day wear.

In the big cities the foremost furnishers give prominence to dress shirts with plain linen and pique bosoms, thus inviting attention to their especial appropriateness now for the promenade and Sunday dress. Country dealers might find it helpful to the fancy stiff-bosom stock to pursue like tactics. While the country people are not as fastidious in their dress as city folks, all like to dress up for Sunday and stiff-bosom shirts in neat, dressy patterns could very properly be suggested in window and interior showings as desirable for Sunday wear.

This, too, is a very good time of the year to exploit pleated shirts for day dress. While they have already sold very much better in the West than in the East, and the pleated front is a style largely favored by the custom shirt trade, a well-made pleated shirt is to-day considered dressy for the street and in the semi-stiff finish quite proper with the fancy waistcoat worn with business dress. All the authorities agree that this is to be a fancy waistcoat season, and predict that more garments of an ultra-fancy kind will be worn than were in vogue last year. The fancy waistcoat fashion should therefore be an incentive to sell more fancy stiff and pleated shirts, the time and weather being most favorable to the combination. According to the leading haberdashers in New York fancy waistcoats made of the same material as the shirt have been introduced, and although this departure from prevailing modes may never get beyond the high-class trade, it shows the tendency toward novelty at this early date.

In earlier reports we noted this marked leaning toward novelties in ready-made shirts to retail at from \$1.50 up, and there is no doubt that the call for odd things will grow apace as the season advances, continuing right up to warm weather, when, as is usual, we may look for popular demand to switch over from colors to light goods.

High colors, such as heliotropes, rash shades of pink, light shades of green, bright blues and decided tans, have already gone so much better at retail this month that retailers commanding fine trade inform us that they have thus far sold more of the lively colors than they disposed of

all of last season. These bright colors include shirts with the grounds of the fabrics well covered, and also with woven effects in the bright hues contrasting with more sedate grounds.

In the call for novelties plaids and checks are doing so much better than the manufacturers expected they would when initial spring showings were made, that early duplication is looked for. New plaids and checks in neat and attractive patterns and colorings will be shown in larger variety for fall. One of the novelty plaid lines introduced for spring by an Eastern manufacturer includes Tartan or Stewart plaids, which come very close to the bright colorations of the clans. As a novelty the shirt is also extreme in this particular, that the buttons are large disks of burnished brass with shank fastenings.

Retailers with some nobby trade figure that each season they have to show some novelties as window attractions, and, since the profit is usually a hundred per cent., even although the whole purchase is not sold, enough of them can be disposed of without taking a loss, although afterward some of the stock may have to be sacrificed at cost. In this way novelties become an advertising feature for the shirt department. In speaking of the novelty demand as growing we are not to be understood as implying that it overshadows the staple business, but that there is more of an outlet for novelties than formerly. So much more prominence has been given by certain shirtmakers to the novelty business this spring that this department of their business will be exploited for fall, perhaps, more extensively than before.

All of the representative shirt houses have arranged to send their travelers out for the fall season the first week in April. The fancy stiff-bosom shirt will be made more of a feature for the new season than it has been since soft shirts came into such popularity for all-the-year-round wear. Retailers and manufacturers now appear to be a unit in the determination to make a distinct division of the year into two seasons, spring and summer for soft shirts, and fall and winter for stiff bosoms. Manufacturers are confident of a big season in fancy stiff fronts, and with this set purpose, and the retailers now fully awake to the fact that the promotion of stiff shirts for fall is an assurance of more business for them, the expectations of the sellers are in a fair way to be realized.

There has been no important change in the collar situation. The trade does not look for a change in demand until overcoats have been left off, when it will be time enough for men to change from the high forms they have been wearing during the overcoat season to the lower shapes appropriate for warmer weather.

It is a moot question just now as to what width of cuff, in the attached cuff, is most desired by the many wearers of shirts. Some manufacturers who have tried $2\frac{1}{4}$ -inch cuffs say they have not been successful and

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.

that they had to go back to the 2 3/4-inch cuff because their customers demanded the wider one. Other houses say they have found the narrow cuff the more satisfactory. One of the foremost manufacturers in the country has this season put the 2 3/4-inch cuff on its spring line, and reports having received so many compliments for adopting it that it proposes continuing it next season.—Apparel Gazette.

Humor Your Brain to Do Good Work.

"My brain, I find, is a kind of spoiled child. To keep it from becoming refractory it requires a deal of petting." This announcement is made by a busy man, who declares he has much trouble in "keeping his mind in trim." Physical "fitness," brought about by exercise, fresh air, suitable diet, etc., is easily understood. But how, seeing that we can always think, can a man or woman be said specially to keep his or her mind "in trim?" The gentleman quoted effects this by always spending half an hour in his garden before starting work. The garden door is bolted behind him, and when, thirty minutes later, its bolt is shot back he is sure that, after "mooning quietly among his plants," he will be able to think with profit.

Among mental workers this subject of "brain nursing" is to-day receiving ample attention. True, one can always think, but not, in the ordinary way, always to the best advantage.

Thus it becomes desirable to find out how one may coax one's mental powers. "Formerly," said a lady writer on art topics, "I had, nearly every week, my 'working' and my 'lazy' days. In the former I did well; during the latter I practically only marked time, which, for I was still trying to work well, was most provoking. Now, when a morning dawns that seems to threaten to usher in one of my 'lazy' days, after breakfast I play the violin softly for an hour or so in a mechanical kind of way, and that I find always disperses my mental fog."

In discussing the question of "brain nursing," nothing is more surprising than to note the diversity that exists in the nature of the recipes individually prescribed. Not long since a writer of ingenious romances was visited by a famous French writer on philosophy. Said the latter: "I enjoy your stirring tales. Often when I have been myself similarly working I have imagined you sitting down in your comfortable chair after a generous dinner, lighting a good cigar, and evolving your splendid stories." As a matter of fact, the author in question works in a study so plainly equipped that his friends term it the "carpenter's shop," and he finds that his brain, always at its best before meal times, gives even better results when he is really hungry.

Of course, not a few brain workers toil by night instead of day simply because noises that may disturb thought are then fewer. One great thinker confesses: "I have not been

awake at midday for years." This individual works from 10 in the evening until 6 o'clock the next morning; slumbers until 2 in the afternoon, when relaxation until evening again is found best to keep his brain in training. Another "midnight oil burner" was cured in strange fashion. He could not work in the daytime until about 2 o'clock one morning a burglar broke in upon him. The incident somehow nursed his brain into capability of acting well during the day. Andre Caldwell.

Soldier Shows Great Nerve.

One day an army surgeon was dressing the wound of a soldier who had been shot in the neck near the carotid artery.

Suddenly the blood vessel gave way, and just as quickly the surgeon thrust his finger into the hole to stop the flow.

"Doctor," said the soldier, "what does that mean?"

"It means death," said the surgeon calmly.

"How long can I live?" asked the soldier, whose mind was perfectly clear.

"Until I remove my finger," said the doctor.

The soldier asked for pen and paper, wrote his will and an affectionate letter to his wife, and when the last thing was done said quietly:

"Let it go."

The surgeon withdrew his finger, the blood rushed out, and in a few moments the man was dead.

Why He Was Chosen.

A well known lecturer, who had been invited to serve as a substitute in a country place, felt some nervousness, knowing he was to fill the place of a more famous man. This feeling was not diminished when he heard himself thus announced by a long limbed, keen eyed farmer:

"This man is our substitute. I don't know what he can do. Time was short, and we had to take what we could git!"

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.

There is No Risk Selling



"Clothes of Quality"

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

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

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

M. Wile & Company

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

MADE IN BUFFALO

MACKINAW SEASON, 1905

BLUE LINE

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

STRIKING DESIGNS THAT WILL BE IDEAL FOR WINDOW DISPLAY.

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

OUR NEIGHBORS.

Scope and Purpose of Business Men's Associations.*

What is the meaning of the term: Neighbor? If one lives in the city it is the usual thing to consider that someone who lives across the street, or next door or around the corner, is your neighbor; or, if one lives in the country his neighbor, as a rule, lives up on the next "forty," or over on the section-line road or, possibly, over in the next township. And so it goes, according to the popular estimate, it is wholly a matter of the surveyor's compass and chain. Thus considered it is wholly a material affair and far from right. Your neighbor—if he is truly and you are truly neighbors—is very largely a spiritual entity having little or nothing to do with geography.

Were this otherwise, I would not now be with you. My desire to prove my neighborliness and to make such recompense as I may for the courtesy extended by inviting me to be here, caused me to forego the pleasure of joining a lot of good fellows who are at this moment celebrating the annual banquet of the Retail Grocers' Association of Kalamazoo.

Your genuine all-wool-and-a-yard-wide neighbor is a good fellow always and in the best, most rational and most valuable sense; one who may be relied upon always to do the

right thing the right way and at the right time.

And there are few, very few, forces now known and in operation more potent than your own Business Men's Association and other like organizations, in the development of genuine neighbors such as I have indicated. This is true because, if the associations in question are properly conceived and conducted, their foundation factor is high grade neighborliness. They are organized because those having the matter in hand believe in harmonious, united effort for the advancement of the general welfare. Business Men's Associations, Boards of Trade, Boards of Commerce, whatever they may be called, are of tremendous influence for good if they are rightly organized and conducted; they are hopeless and useless if they permit the meaner characteristics of human nature to gain a permanent foothold in the makeup of the structure.

Such bodies of business men, banded together for the common good with no hope of specific, direct benefits to individuals, locations or interests, can not grow to perfection in thirty days or thirty months; because (and this fact must be taken into consideration most generously) there is a newness about the altruistic idea of doing a good thing for someone for the pleasure there is in doing it, which must be overcome. The benefits, the pleasure of being of value to others, as a force in an organized body created to advance the best interests of all your neighbors and fel-

low citizens, are not to be comprehended at once and so all organizations similar to your own must pass through educational experience and, as a rule, it is a season of hard sledding with self conceit, satire, slander, jealousy, pessimism and indifference as jolting obstructions to your progress all along the route.

These things must be met firmly but serenely and they can be overcome through patience and the exercise of absolute fairness to those who are opponents as well as to yourselves. It is a slow development but a sure one and when once accomplished it is worth all it costs because it wears well and becomes an asset which, indestructible, passes from heir to heir, gaining force and value as it progresses.

Recently a well known business man of Kalamazoo boarded an east-bound train at Albion and strolling into the smoking car he met a Chicago friend. Chatting together over their cigars the Chicago man observed casually: "I see that that town of Battle Creek is a sort of halfway place." Instantly the Kalamazoo man became resentful. "Don't you believe it," he replied hotly. "Battle Creek is a busy, energetic, progressive city and you can't lose her!" At once the Chicago man, appreciating the neighborly spirit of his friend and realizing that he had himself made a blunder, hastened to square himself by adding that he had observed a sign at the Battle Creek station announcing that that city is halfway between Detroit and Chicago, hence a

halfway sort of place. Now that was a fine display of what a neighbor should be, given by the Kalamazoo man, and would have been effective had it not been for a third gentleman, who had not taken part in the conversation thus far. This gentleman turned around with, "Excuse me, gentlemen, but I'm from Jackson and so, with perfect fairness and propriety, can set the Chicago gentleman aright." Thereupon he declared that Battle Creek is not halfway between Detroit and Chicago. "That distinction belongs to Kalamazoo."

While it was indiscreet, perhaps, the manner in which the gentleman from Jackson championed the Celery City was fully as good an example of being a neighbor, instinctively, as was the showing in behalf of your city by the gentleman from Kalamazoo. As usual, the Chicago man was primed and got back: "I was traveling from Cincinnati to Toledo when four gentlemen in front of me fell to discussing their respective cities. Of course each one championed his own town bravely and presently the gentleman from Detroit declared: 'Why, do you know that more steamships, a greater tonnage of vessels, chiefly steam, pass Detroit every day during navigation season than pass any other port on earth?' I couldn't help it," continued the Chicago man, "I put my head over the back of the car seat and observed: 'Yes, that's true, but that is all they do do; they simply pass.' And what do you think? The Detroit man joined in the laugh-

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

*Address by Chas. S. Hathaway, Secretary Kalamazoo Board of Trade, at annual banquet Battle Creek Business Men's Association.

ter that followed and passed the cigars around."

These incidents may or may not be true, but they illustrate a possible fact. If such men do travel and meet and make such exhibitions of good nature, they are genuine neighbors and, it is safe to add, they are loyal and energetic members of just such organizations by neighbors, as your own.

And speaking of your own or any similar association, you have, and all others have, members who insist upon remaining novices. They decline to advance and graduate as they might so very easily. They are all right so far as they go, but they do not go far enough. They pay their dues and let it go at that. Thus they remain simply neighbors in embryo. Your real true neighbor not only pays his dues but he generates a personal, active interest in the affairs of your Association, covets and usually wins a place on one or more of your standing committees, and doing his level best to aid his committee he soon becomes a director—a full-fledged, genuine and most valuable neighbor and member.

When business men get together as real practical neighbors on any legitimate business proposition, something has to come, results that are valuable are certain. For instance, if the Business Men's Association of this city and the Board of Trade of Kalamazoo would join hands on the north and the business men of Union City and Coldwater would join hands on the south, together the four cities might very soon build and equip an interurban electric railway between the cities on the north and the cities to the south that would be of permanent and incalculable value to each city. Co-operation will do it with the least possible expenditure of energy. If a ship's canal is ever built across the southern portion of the Lower Peninsula of Michigan it will not be through aid from the General Government or from the State government. It will be because the business men of every city in Southern Michigan got together as neighbors and co-operated in harmony.

The keynote of neighborliness is co-operation, and co-operation is the foundation stone of the Battle Creek Business Men's Association or any other equally successful organization. There can be no co-operation where jealousy, selfishness, penuriousness and fear of a competitor in business are permitted to dominate. Co-operation means honesty and fairness, man to man, and once such unity and harmony of action are attained by any community of business men there need be no fear as to the future prosperity of that community.

It is written that a great many years ago a certain lawyer asked a gentleman—the original and most complete gentleman ever known—what he should do to inherit everlasting life, and when questioned in return as to how he read the law, the lawyer repeated what he had known all along to be the law, which concluded with: "Love thy neighbor as thyself." Thereupon Christ recited

the parable of the Good Samaritan and dismissed the lawyer with: "Go and do thou likewise."

No more simple, no more comprehensive and no more forceful analysis of the full true meaning of the word Neighbor is possible to conceive.

Recent Business Changes in the Buckeye State.

Akron—On April 1 the Hardware & Supply Co. will succeed the Standard Hardware Co. and the Morgan & Bunnell Co. which carries a line of hardware and factory supplies.

Barberton—The Barberton Drug Co. has discontinued business.

Cincinnati—The business of Chas. L. Shannon, dealer in ornamental pottery and tiles, will be continued by Chas. L. Shannon & Son.

Dayton—Wm. Breck is succeeded in the retail meat business by R. M. Fenwick.

Dayton—Eli Overman succeeds M. H. Cromer in the retail meat business.

Dayton—The Gem City Mercantile Co. succeeds the Gem City Jobbing Co., wholesaler and retailer of clothing, S. Margolis, retail dealer in dry goods and notions, and S. & M. Margolis, wholesale clothiers.

Dayton—Chas. Mack succeeds Alexander Mack, Jr., in the meat business.

Dayton—Jeff. Roberts, dealer in cigars, is succeeded by Roberts & Moore.

Defiance—Jennings & McCaulley will continue the drug business formerly conducted by H. J. Jennings.

Delaware—W. Z. Evans is succeeded in the grocery business by Geo. W. Smith.

Hamilton—Urniston, Allen & Urniston will succeed W. A. Urniston in the second-hand furniture business.

Leipsic—The bazaar store of C. D. Judkins has been closed by his creditors.

Mechanicsburg—G. H. Moody, of the firm of Moody & Cheney, boot and shoe dealers, is dead.

Newark—C. R. Parish succeeds Scott Bros. in the furniture business.

Springfield—Joseph Link, grocer, is dead.

Toledo—The Hickox, Mull & Hill Co. is succeeded in the manufacture of vehicles by the Hickox-Mull Mfg. Co.

Wapakoneta—Esser & Seifert succeed N. M. Esser in the shoe business.

Wooster—Christine Bros. are succeeded in the furniture and undertaking business by Christine & Danford.

Cincinnati—A receiver for the Twentieth Century Color Co. has been applied for.

Cleveland—H. W. Bell has been appointed receiver for the American Skirt & Novelty Co.

Cleveland—A petition in bankruptcy has been filed by the creditors of Michel Blum, baker.

Cleveland—Herman F. Brunst, dealer in wall paper and paints, has made an assignment.

Gibsonburg—Adolph Becker, dealer in notions, has renewed a chattel mortgage for \$800.



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

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.**

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

MAIL ORDER COMPETITION.

The General Dealer Knows Something About It.

Written for the Tradesman.

The discussion of this subject by those having a wide range of observation is much appreciated by the small dealer, yet the experiences of those even in limited fields bring out some new information and aid in viewing the matter from various standpoints. Few, if any, there be who can say of the mail order business: "It never touched me."

The first question of importance is: Does it seriously affect the dealer who is content with reasonable profits, who desires, as all in a free country should, to live and let live?

Let us consider the hardware dealer first. He seems to make the most outcry about it. Is it fear of what mail order competition will do, or is it really injuring his trade? We believe the latter depends a good deal on the dealer himself.

If we visit some of the hardware stores we find, for instance, that 10 cents is asked for a basin costing 27 cents per dozen; \$2 per dozen for milk pans costing \$1.15; 15 cents for a corkscrew costing 45 cents a dozen; 75 cents for a boy's ax, quoted by the wholesaler at \$4.50 per dozen, and by mail order house at 43 cents each; 50 cents each for garden rake and saw which racket stores sell at 25 cents; 35 cents for an ax helve which the general dealer sells at 25 cents. Other things are in like proportion. We notice that goods are well displayed and everything about the stores in attractive shape, but see few customers and no rush of business.

We enter another hardware store and find the proprietor and two or three clerks very busy. Several other customers appear to be waiting. Before we realize that our turn has come, the proprietor is enquiring our wants. In a few minutes we have purchased the desired articles at a reasonable price. This man is not a price cutter. He is doing a good, substantial business at living profits. Whenever we visit the store we find every one busy. We don't believe mail order competition worries such a dealer.

Passing one of the first-mentioned stores we see an article outside which we had contemplated buying. The selling price is designated by letters only and it is necessary to step inside to enquire the price. Three or four clerks at the further end of the store are all waiting on one customer or else engaged in some discussion. Some of them look up, but no one comes forward. We wait a full minute and then walk out. What kind of trade do those people cater to? Is it people who can afford to pay double profits? Is it those who have much leisure to wait for dilatory clerks? Are prices marked in cipher for fear competitors will note them, or do they want to size up a customer before quoting a price? We wonder if these are the fellows who are worrying about mail order competition.

Is the mail order business increas-

ing? The establishment of rural mail delivery has had a great tendency in that direction. But let us remember that this has been in operation but a short time in many localities. It takes a year or two for a person to get experience in dealing with the catalogue houses. At first everything may be satisfactory, but when one has gone through the work of making out orders, remitting money, been annoyed by numerous blunders and substitutions of goods, written several letters in the endeavor to get one mistake rectified, waited for goods to be exchanged until the season when most needed was past, had to pay heavy express charges on goods which were ordered by freight, found goods much inferior to expectation, he begins to consider whether he is really making anything by sending abroad for supplies.

In certain lines the mail order houses may give satisfaction and may be able to hold regular custom, but we firmly believe that persistent, extensive advertising and constant accretion of new customers alone maintains them. It may be that people located a long distance from large towns where vehicles, musical instruments, cooking ranges and goods representing considerable money are kept for sale find it to their advantage to deal with mail order houses. But where at all convenient to town, a little experience and comparison of goods and prices will convince any reasonable person that he can do just as well at home, provided home merchants are willing to meet reasonable competition. Most every dealer is willing to do this. Where they will not the consumer is justified in dealing elsewhere.

A country postmaster in Arkansas, who had to go to the county seat fifteen miles away to do most of his trading, was charged eight cents per pound for rolled oats when they cost only about three cents at wholesale. This diverted his trade to a mail order house. He bought rolled oats and other groceries and sold to his neighbors.

Some consider that they have very good reasons for dealing with the mail order houses. A man whom we have every reason to believe says he can save \$6 by sending to Chicago, 300 miles, for a carriage which is made in the factory only seven miles from his home.

A resident of a small railroad station, where only two trains stop daily, must lose a day's wages to visit a town a few miles away. He adopts the mail order plan of buying his supplies and saves car fare and wages.

Sometimes the merchants in a town combine to hold up prices and compel the people to come to their terms or go a long distance to other towns. When the people begin to buy of mail order houses, the merchants begin to preach about supporting home institutions.

A man wants some machine or article not usually kept in stock by the home stores. He finds its price in the mail order catalogue, but he would rather give the home dealer



The only part of the

Hog

that Armour can't save

is the

Squeal!

Saving is what has made many of our citizens rich, and they did it by investing in systematic and labor-saving devices by which one man could do the work that two had been doing.

The saving of time in the handling of accounts in the retail store is a big item in the course of a year. By the McCaskey system you only write the account once. Just think of it, **only one writing**, it will save at least two hours a day. That would mean one day's work each week, or 52 days in a year that has been employed in doing work that could have been devoted to other and more profitable employment than writing accounts over and over several times.

Shake the old method and adopt the up-to-date system that handles all the accounts **WITH ONLY ONE WRITING**. They are sold on a guarantee.

Write for Catalogue.

THE McCASKEY REGISTER CO.

ALLIANCE, OHIO

Manufacturers of the Famous Multiplex Counter Pads and Sales Slips.

Quick Moving Stocks

are what keep your shelves free from old, stale, weevily goods.

Fresh goods mean pleased customers. Steady call for one good brand simplifies ordering and stock-keeping, makes profit you can count on—clear profit. To keep your oatmeal stock always fresh and popular, feature the brand the public knows best.

Quaker Oats

The AMERICAN CEREAL CO., Chicago

a profit than go to the trouble of sending away for it. He goes to his dealer and makes known his wants. Yes, he will send and get it for him, but he wants to make just as much off it as though he had money invested in it and kept it in stock. The would-be purchaser thinks a dollar or two above cost and freight ought to be enough, considering that the sale is made before the article is ordered. If the dealer is willing to divide the profit, he retains a customer; if he wants to make it all himself, the man sends away for the goods and saves several dollars. In such case the merchant was not asked to sacrifice any principle or favor one patron more than another. It was just greed and stubbornness that drove away a customer.

Sometimes there are other things beside prices which decide where people trade. Some men get at loggerheads with every merchant in town and won't patronize them even if they have to pay more for goods. Merchants who desire pleasant relations with customers feel small regret at the loss of such trade.

Then there is the attitude of the merchant toward those who believe they have a right to trade where they please. Some one is possessed of the idea that no person in his community has any business trading elsewhere, because he believes that he sells as cheaply as any one. He makes himself unpopular and drives away trade by freely expressing his views.

Can any reasonable, well-informed person expect to buy groceries anywhere at less prices than the home stores ask? There may be exceptional cases, but in general the grocer could not live and do business on smaller margins. The most preposterous idea we have noted in a long time was that of the man, mentioned by a writer in the Tradesman recently, who thought the grocer was making one dollar on a hundred pounds of granulated sugar. It reminds us of the story of two insane men who were enquiring of each other why they had been placed in the asylum. One said he had gone crazy on perpetual motion; the other said it was free silver that turned his head. "Free silver!" exclaimed the first, "why, man, you're not crazy; you're a fool."

Find one grocer who makes a cent a pound regularly on granulated sugar, and five hundred can be found who lose money on it the whole year through. The majority of grocers, did they charge to the sugar trade its due proportion of store expenses, would barely make even on it. At best only one-half cent per pound on the average is charged above wholesale price. At that it makes little difference whether any sugar is sold or not. One can neither lose or gain very much. The average grocer works more hours, hustles harder and gets less for his labor than many of his customers who think they toil hard for every cent they receive.

How shall we convince our customers about this matter? Shall we quar-

rel with them and preach to them about supporting home institutions? People will support home institutions only when they believe it is for their own interest to do so. A man who was sending out an inexperienced collector said: "Remember, you can catch more flies with molasses than with vinegar. There is no use going at people with hammer and tongs and trying to drive them to do as you wish." The same may be said about dealing with customers. Reason with them in a friendly way and try to show them what is best for their own interests.

We once helped a customer make out an order to send to Chicago for clothing. The samples were cut in half, one part attached to order and the other part retained. The clothing received was much inferior to the samples selected. The purchaser acknowledged that he could have saved several dollars by buying of the nearest clothier. It was his first and last deal with that concern.

A young man attracted by the inducements of a mail order house sent a few orders. Finally he got into trouble about a shipment. He wrote a full explanation, but could get no satisfaction—no reimbursement for damaged goods and overcharges. We had seen the express package opened, and offered to write and state what we knew about it. We addressed a letter personally to the Vice-President of the company, and soon letters were received with the most profuse apologies and also remittance to cover all loss and overcharges. The young man says he has quit dealing with that company.

For several years, while keeping a general store in connection with a country postoffice, it being inconvenient to get to town, we sent occasionally to a mail order house for clothing for our family, for goods which our customers wanted which could be had nowhere else, and for some things which we could not buy of wholesale houses except in larger quantities than we wanted. We were well satisfied for three or four years and had implicit confidence in the firm. During the past five years we have sent five or six orders, and had so much trouble about goods being substituted, damaged by insecure packing, or of inferior quality, and so much time was spent in correspondence trying to have matters rectified that we came to the conclusion that we were done dealing with mail order houses unless we positively must have goods which could not be had anywhere else. We believe that the heads of such vast institutions know but little of the mistakes and substitutions made by the employes who fill orders, nor of the treatment of dissatisfied customers by those who attend to correspondence.

How shall we deal with mail order competition? Why, just as we would with any competitor. Denouncing or misrepresenting will never accomplish any good. They will stand or fall on their own merits. Sell goods at the same or less prices if it can be done at a living profit.

Do not give away goods or profits to hold a customer. Do not try to sell high grade goods at the price of inferior articles. Try to educate the people as to quality. If reliable goods can be sold more cheaply through mail order houses than through the jobber and home retailer, that is the proper way to sell them. No one well posted in the matter believes that such is the case.

As to securing pledges from manufacturers not to sell to mail order houses, we are of the opinion that such is a useless undertaking. If a manufacturer can dispose of the output of his factory profitably to a mail order house which is anxious for it, he is not going to the expense of sending out agents to sell his products in smaller quantities elsewhere. No combination, unionism or boycotting methods to injure competition should ever be considered one moment by American citizens. We believe that honorable, reasonable efforts on the part of retailers will keep this form of competition within its natural limits. It has its proper sphere. Free competition holds in check some who would otherwise charge exorbitant prices.

We hope the foregoing may suggest some things by which the home merchant may profit.

E. E. Whitney.

Too many are willing to wash the disciples' feet with boiling lye.

People who are in the swim are not going against the tide.

Duplicate Sales Books

Or Counter Check

\$1.75

Per Hundred

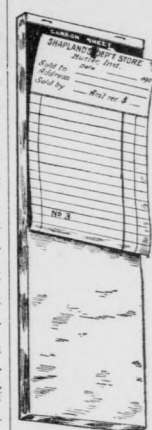
The Best Form on the market. Write for sample. State how many you use and I will save you money.

Duplicate Credit Books and Cabinets for Grocers.

The Simplest, Best, Cheapest.

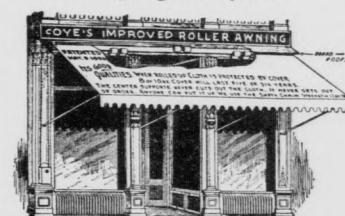
If you wish an outfit or books it will pay you well to write me for sample.

L. H. HIGLEY, Printer
Butler, Ind.



Don't Buy an Awning

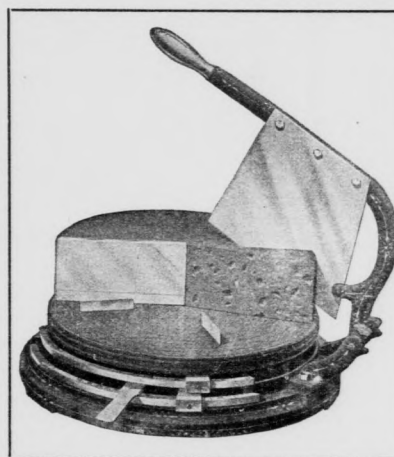
Until you get our prices.



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.



The O. K. Computing Cheese Cutter

Price, \$20.00 net

f. o. b.

Detroit, Mich.

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

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

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

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

IMPORTANT:—Absolute accuracy and durability guaranteed.

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

The Standard Computing Scale Co., Ltd.

Detroit, Michigan

Piles=Fistulae Cured

Without Chloroform, Knife or Pain

In Bed For Three Months Before Coming For Treatment.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I suffered with protruding and bleeding piles between 15 and 20 years. For the last eight years I followed railroad office work and I thought they would not bother me at that kind of work, but I found it made no difference. Every time I would ask a doctor about it all the satisfaction I could get would be that I would have to get them cut out, and as that was a dread to me, I kept letting them go and all the time I got worse. Last October I was taken down with them and could not walk. At last about the first of January I had to go to bed and they kept me there until March seventh. During this time I suffered everything and tried all the patent medicines ever heard of with no relief. On March 7th I went to Grand Rapids and saw Dr. Burleson. Upon examination he found that I had two large ulcers. He treated me without pain and cured me. To say that I was grateful to him is putting it mild. It is a pleasure to go to his office, as his method is painless and he is a gentleman in every respect. His charges are very reasonable and he wants no pay until cured. I have been working on a farm all summer and have not tried to protect myself in the least and can safely say, "I am cured."

To anyone who has the piles, let me urge you to go to Dr. Burleson, as there is no use in wasting time and money on medicines. I am,

Yours truly,

J. E. HARTER.

R. F. D. 4.

Shelby, Mich., Sept. 19, 1904.

On His Way to Have Them Cut Out.

For the benefit of anyone suffering from piles, I would like to recommend Dr. Burleson's New Painless Dissolvent Treatment as being sure, quick, cheap and practically painless. In fact, everything he claims for it.

I had suffered with piles for a number of years, and as my work (that of drayman) was rather hard, they caused me much inconvenience, becoming so painful at last that I started for Ann Arbor to be operated on, but was advised by a friend to stop in Grand Rapids and see Dr. Burleson. I did so and have been thankful a thousand times that I did. I was rather skeptical at first, the thing seemed so simple that I could not believe the cure could be permanent. But it is. I was operated on early in March, the time consumed not being over an hour and the operation being practically painless, and came home and went to work. My work was unusually hard the first few days and I noticed a slight return of the old trouble and went back. (Let me say right here that the doctor had explained to me that I might have to take a second treatment.) The second operation did not occupy more than ten minutes and I have never felt a trace of the old trouble since. As that was six months ago and I have been lifting hard and working in all positions and on a wagon from 12 to 15 hours every working day since, I am now positive the cure is permanent, and can heartily recommend it to anyone suffering from piles.

In addition I would like to say that a patient receives most kindly and courteous treatment and that the cost is very little compared with the benefit one receives.

Yours very truly,

MARK CRAW.

254 Washington St.

Traverse City, Mich.

Oct. 1, 1904.

Suffered 14 Years; Cured in 2 Treatments.

Grand Rapids, Mich., Oct. 10, 1904.

Dr. Willard M. Burleson, City:
Dear Doctor:—During the winter of 1890, I was taken with slight hemorrhoids, which were, I believe, only aggravated by the use of the so-called drug store pile cures, at any rate they continued to grow worse until I was in such condition that it was impossible to get a good night's rest. With some degree of suspicion I finally decided as a last resort to try your treatment, and I am now happy to state that after two treatments, I believe my case to be cured. All suffering from hemorrhoids of any form can, I confidently believe, be cured by your method. Yours truly,

A. GREEN.

Engineer Dep't G. R. & I. Ry.

Family Physician Did Not Want Her to Come.

Vermontville, Mich., Sept. 18, 1904.

Dr. Willard M. Burleson,

Grand Rapids, Mich.

Dear Doctor:—

I am only too glad to do anything I can for you to show my gratitude for the great benefit you have brought me and to bring others suffering as I was to receive the same relief.

I have suffered with piles for about eight years and have at intervals of a week or ten days been unable to leave my bed, and suffered intensely. Without exaggeration I have used at least 50 boxes of "Pyramid Pile Cure," as well as numerous other "cure-alls," without receiving permanent relief. At last there was no relief for me except through an operation. I had often seen your advertisement and in fact had written you and received one of your little books of testimonials, etc., but your claims and cure seemed so impossible that I could hardly credit it. My brother, however, who was away from home and was sent for, being obliged to wait in Grand Rapids for some time, improved the opportunity to call on you, and was very favorably impressed by you and came home with the determination that I go to you for treatment immediately. Therefore, on the first of May, last, against the advice of my physician and all my friends I went to Grand Rapids and took the first of 19 daily treatments. The relief was immediate, as from the first I did not suffer one-half what I had suffered nearly every hour of the three weeks preceding, and from the fifth treatment on I felt more comfortable than I had for the greater part of the time in eight years, and far from being painful, the treatments were actually soothing. I have had no recurrences of the trouble

Bad Case Cured in Two Treatments.

Ionia, Mich., Oct. 20, 1904.

Dr. Willard M. Burleson,

Grand Rapids, Mich.

My Dear Sir:

With reference to your treatment for rectal diseases, will say that a member of my family was afflicted with a very severe case of protruding piles for a number of years and suffered intensely. All kinds of medicine and several doctors were tried, but to no avail. We heard of your good work in curing such cases, and without the administration of anaesthetics, and we decided we would try your new painless dissolvent treatment. This was done with some misgivings, but we are now very thankful that we did, for after two of your treatments the piles are all gone and the patient is in better health than before in years.

I never lose an opportunity to speak a good word for you and your treatment, and will gladly answer any inquiry. Yours very truly,

HERBERT W. EVEREST.

Could Not Walk.

Dr. Willard M. Burleson,

Grand Rapids, Mich.,

Dear Doctor:—

Words cannot express my appreciation of your kindness to me, and your skill in treating me for piles. I had been troubled for 12 years and for the past few years had suffered all the time. I could not work or even walk without my piles coming out. I had driven team for the past few winters and many a day when the weather was below zero I had to lie on my load, face down, in order to keep the piles inside. Although I suffered much from the cold and nearly froze to death many times, I chose it as the lesser of the two evils, for when

Nervous Wreck Cured in One Treatment.

GOODRICH & STANLEY,

Manufacturers of Cement Blocks and

Brick.

Traverse City, Mich., Sept. 24, 1904.

Dr. Willard M. Burleson,

Grand Rapids, Mich.

Dear Sir and Friend:—

I had suffered with bleeding and protruding piles for 20 years and they grew worse all the time, was operated on twice by injecting the tumors, which almost took my life. Used all kinds of ointments and suppositories to no effect. My nerves became so wrecked that I was obliged to go out of business. In some way I saw Dr. Burleson's advertisement and decided to try once more to get relieved. I did not expect to get cured. But I was cured with one treatment and have been able to do any kind of hard work since. I would advise any sufferer from piles to go at once and see Dr. Burleson and not spend your money as I did for salves and on quacks. I will gladly answer any questions of anyone writing me, for I know that Dr. Burleson can cure you.

Yours respectfully,

E. STANLEY.

1119 W. Front St.

Swindled By a Quack.

Rockford, Mich., (R. F. D. 28.) Oct. 10.

Dr. Willard M. Burleson,

Grand Rapids, Mich.

Dear Doctor:—

For years I was a sufferer from protruding piles, which caused me much of suffering and often incapacitated me from doing my work. I tried to find some medicine that would cure me, but failed. Several years ago I was treated by a specialist in your city, but he only took my money and did me no good. It took me some time before I realized that I had run up against a quack, and then I quit. This experience made me suspicious and I was slow to try it again, but I was finally driven to do something and knowing of some cases that you had cured, decided to go to you. You cured me with the greatest ease and I never had a bit of protrusion after the first treatment.

I have recommended you to a number of my friends and you have cured all of them as easily as you cured me. Refer anybody to me, it always gives me pleasure to say a good word for you.

Gratefully,

FRED ZIMMERMAN.

Cured in One Treatment Without Pain.

Pastor's Study, M. E. Church.

Charles Hayward, Pastor.

Beaverton, Mich., Oct. 11, 1904.

Dr. Willard M. Burleson,

Grand Rapids, Mich.

My Dear Dr. Burleson:—

I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really, I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. For years I was afflicted with protruding and bleeding piles, also a prolapse and you cured me in one painless treatment by your New Painless Dissolvent Method. You are welcome to use my name in any capacity in which it will do good.

I am gratefully yours,

REV. CHAS. HAYWARD.

Protruding Piles Cured.

Dr. Willard M. Burleson cured my wife of a very bad case of protruding piles. The treatment was painless and caused her no apparent discomfort.

I hope to be able to convince many sufferers of his great success.

M. JENSEN,

Greenville, Mich.

October 1, 1904.

Bad Ulcer Cured.

Dr. Willard M. Burleson cured me of a very painful Rectal Ulcer, and I am pleased to recommend his treatment to others.

MRS. W. E. PORR,

Oct. 21, 1904. Albion, Mich.

Fistulae Easily Cured.

Sebewaing, Mich., Sept. 16, 1904.

This is to certify that I was afflicted about one year ago with a fistula (a form of piles) which got to be more and more aggravating, so that last spring I consulted Dr. Burleson and consented to treatment, which has given me very satisfactory results and I gladly recommend him to those persons similarly afflicted.

RICHARD MARTINI.

EVERY CASE CURED

since and from my own experience as well as personal observation of other cases far worse than mine. I am thoroughly convinced that you can do all you claim, while the extreme reasonableness of your terms is sufficient to convince anyone that you are working to relieve the sufferings of humanity and not to become a "Croesus," and no one need hesitate on account of lack of funds.

I would most heartily advise anyone suffering with piles to go to you for treatment immediately and it will be a pleasure to me to give the particulars of my case and answer any inquiries of anyone desiring information. I am,

Yours most sincerely,

MRS. MYRAH C. BENNETT.

Piles 20 Years; Cured in One Treatment.

Dr. Willard M. Burleson,

Grand Rapids, Mich.

Dear Doctor:—

I cannot thank you enough for what you have done for me. I suffered for twenty years with the protruding and bleeding piles. I was in misery all the time and could hardly work, but I am thankful to say that I am now well and you cured me in one painless treatment. I am always pleased to relate my experience to other sufferers with piles. I had spent hundreds of dollars for medicines and with other doctors, but got no relief. I would not take a thousand dollars and be back in the condition I was before coming to you.

Wishing you success in your good work, I am,

Yours truly,

WM. BERG.

Sept. 10, 1904.

Grand Haven, Mich., R. F. D.

the piles were out they pained me so I could not stand it, and bled so much that it made me very weak. I had not gone home from my work a night in years without blood in my shoes from the internal piles. No one who has not had these cursed things can realize what I suffered.

When I went to you, you examined me and told me that you could cure my case, and I am glad to say that you had no trouble in keeping your word. I have regained my health and can now do more work than I could before in years. I feel very thankful to you for your kind treatment and gladly recommend you to all sufferers of rectal trouble. I am,

Your friend,

HOMER MILLER.

Sherman City, Mich.

Oct. 1, 1904.

Piles Have No Terrors For Him.

Dr. Willard M. Burleson,

Grand Rapids, Mich.,

Dear Doctor:—

The piles have no more terrors for me. I know where I can get relief if they ever return. I am beginning to feel what it is to be a well man again, thanks to you and your method.

I have had a very pleasant summer. I spent some time in Detroit and St. Louis and now I am teaching in the little village of New Era.

It will be a pleasure to speak a good word for you whenever possible. I have great faith in your method and I know that you are just what you represent yourself to be and that you will do what you say you will do. I am,

Very respectfully yours,

FRED KERR,

Shelby, Mich.

Oct. 7.

Bad Case of Prolapsus Cured.

Chatsworth, Ill., Sept. 19, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

In consideration of the lifelong benefits I have received at your hands, I deem it no more than human gratitude to write thanking you for the services you have rendered me, and trust you may be able to use this letter in a manner that will enable others who are sufferers as I was to secure a lasting cure as you have accomplished in my case.

I suffered for upwards of thirty years with hemorrhoids and prolapsus, and trying suppositories and lotions of all kinds, and being treated by doctors and receiving no permanent benefits, my state of health had become almost unbearable from intense suffering and loss of blood. I was unfitted for business of any kind on account of the nervous condition into which the pain and inconvenience I had suffered had gotten me. Through the kindness of a mutual friend I learned of you and your unparalleled success in the treatment of rectal troubles. On the seventh day of April I managed to get to your office in Grand Rapids. The following day you operated upon me. Ten days later you performed a second operation, and within a month after the time of the first operation I returned to my home in Chatsworth, cured of the terrible trouble which had made the greater part of my life almost a burden to me.

I am happy to be able to add that the cure is a permanent one and do not believe that I will ever again be annoyed by the old trouble.

During the time I was under treatment by you, I met and conversed with numerous patients who said they were suffering with complaints of a nature similar to mine, and for whom you effected a cure in much less time than you took to cure me. But after the years of suffering which I endured, I consider the month I spent under your care to be the "best spent" month of my entire life, as I am now enjoying a state of health and freedom from pain and inconvenience formerly unknown to me.

You are at liberty to use this letter in any manner you may desire towards letting others know of the wonderful cure you have accomplished for me, and I will gladly refer any "Doubting Thomases" to innumerable of my personal friends who are familiar with the facts regarding the cure you accomplished for me.

Yours truly,
JAMES A. SMITH.

Piles 10 Years Cured in 60 Minutes.

I was a sufferer for more than 10 years with a very bad case of protruding, bleeding piles. I tried many of the so-called remedies, but received little if any benefit from them. I was told by several physicians that the only way I could get relief was by an operation, and even then they would not guarantee a cure. About two months ago I was obliged to quit work and go to bed, calling in the family physician, who recommended Dr. Burleson. I took his advice and I am well and strong again. Dr. Burleson cured me completely with one treatment, and no one, except he who has suffered in the same way, knows what a relief it is to be free from this painful and aggravating disease.

I gladly recommend Dr. Burleson and will gladly answer any letters of inquiry that may be addressed to me.

S. G. PIERCE,
October 1, 1904. Alma, Mich.

Piles Many Years; Cured in One Treatment.

Toledo, Ohio, Sept. 17, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I was afflicted with protruding piles for many years—so much so that I had great difficulty at times about doing my work. I tried numerous remedies, but nothing helped me permanently until I went to you, more than a year ago.

I cheerfully recommend your painless method of treatment. It has done wonders for me. Shall always feel grateful to you for the benefit received. Wishing you success and again thanking you, I am,

Yours very truly,
MRS. C. S. FORD,
432 Western Ave.
(Formerly of Cedar Springs, Mich.)

Just As Young as He Used to Be.

Office of A. J. Bradford, U. S. Pension Attorney, Justice of the Peace and Conveyancer and Dealer in Real Estate, Baldwin, Mich., Dec. 16, 1903.
Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:—I suffered with protruding piles for 35 years and spent hundreds of dollars for relief, but in vain, until I tried your absorbent method. At times was confined to my bed and unable to work for weeks, but thanks to you and your new method, the one operation has been perfectly successful, and I am gaining flesh and health every day. It seems almost incredible that your simple remedy should cure so quickly and painlessly, and that I should be able to do just as hard a day's work as when I was a young man. I am now 61 years old, an old soldier of the war of the rebellion, and I feel just as young as I used to do in my younger days. Sixty days ago I left your office and rode home, 75 miles, without any discomfort whatever, and have been steadily gaining ever since. My friends all talk about my wonderful recovery, and I tell them that to Dr. Willard M. Burleson stand all the credit and glory for my present healthful condition.

You can refer any and all persons to me at any time, and I will convince them that this testimonial is from a grateful heart. Very respectfully,

ANDREW J. BRADFORD.

Nine Months' Treatment Did Him No Good.

Rockford, Mich., March 1, 1905.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

It has now been some time since I took your treatment and I am satisfied that I am perfectly cured. I suffered for 12 years with a very bad case of protruding piles, which often confined me to bed for days at a time. I had tried every remedy I could hear of, but the piles still stayed with me. Several years ago I took treatment for about nine months of a man who has posed in your city as a rectal specialist for a number of years, but he did me no good at all, but took my money. I called on you as a sort of forlorn hope, hardly expecting to take treatment, but was so favorably impressed, that I decided to give you a trial, and I have never regretted that I did. From my own experience I am satisfied that you are the only man in Grand Rapids that knows anything about piles. I am,

Yours truly,
HENRY HESSLER.

Well-Known Business Man Cured.

Dr. Willard M. Burleson, City.

Dear Doctor:—

I wish to express my appreciation of your treatment. I suffered for about 20 years with a bad case of piles and from my experience with you I know that you can do all you claim, and more, too. I never lose an opportunity to recommend you to my friends. No person with piles can make a mistake by going to you for treatment. I know of many other bad cases which you have cured. I am,

Gratefully yours,

OTTO WEBER,
(Otto Weber & Co.)



Willard M. Burleson, M. D.

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

Charges and Terms

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not pre-

pared to pay the entire fee at once will be allowed to make payment as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

The Method

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. THE PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET. IT CONTAINS MUCH VALUABLE INFORMATION.

How to Find Out

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

Guarantee

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

Testimonials and References

I have hundreds of other testimonials of cured patients which I have not room to publish here. I can also refer you to many prominent people who have known me for years.

I would say for the benefit of out-of-town people that I am a permanent resident of Grand Rapids and have practiced medicine in this city for years.

The enormous practice I enjoy is conclusive proof of my success.

No Intelligent Person Can Doubt This Overwhelming Evidence of the Success of the Greatest Discovery Ever Made for the Cure of Piles

Fistulae Easily Cured.

Sebewaing, Mich., Sept. 16, 1904

This is to certify that I was afflicted about one year ago with a fistula (a form of piles) which got to be more and more aggravating, so that last spring I consulted Dr. Burleson and consented to treatment, which has given me very satisfactory results, and I gladly recommend him to those persons similarly afflicted.

RICHARD MARTINI.

The Knife Failed Twice; Easily Cured.

Petoskey, Mich., Nov. 24, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Sir:—

In answer to your inquiry regarding my condition since receiving your treatment, am pleased to say that it is very satisfactory. After suffering for 15 years and having submitted to two very painful

operations, I had about decided that I could not be cured. Your method of treatment was so effective and painless it seems almost like a miracle. I am,

Yours truly,

E. R. SLY,
Vice-President Elk Portland Cement & Lime Co.

A Duty To Recommend the Treatment.

Dr. Willard M. Burleson, City.

Dear Doctor:—

Having had personal experience with your new painless method of curing piles, I feel it a duty to suffering humanity to spread the news of your great work. I never lose an opportunity to recommend you and it will give me great pleasure to answer any inquiries you may refer to me. I am,

Yours truly,
REV. FATHER KRAKOWSKI,
168 Butterworth Ave.

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.



Relation of Heating Apparatus To the Hardware Trade.

Artemus Ward, who was a great lover of snakes, used to say that a snake's hole always reminded him of the fact that the hole belonged to the snake. To quite the same extent, although in not exactly the same way, I believe that the furnace business belongs to the hardware dealer. Moreover, the furnace business is unquestionably one of the hardware dealer's most valuable assets, because it is one of the few things that can never be successfully carried on by department stores or supply houses. Fancy a 15-year-old girl with chewing gum in her mouth and a red ribbon around her neck making up an order for the material necessary to put in a heating plant for a fourteen-room house.

The furnace business is a valuable asset also because it is a constantly increasing factor, not simply increasing in proportion to the population, but also increasing with the wealth and education, and this is because furnaces are more cleanly, more sanitary and more comfortable than heating stoves and will gradually take the place of these among the thriftier classes.

I do not make this statement to minimize the importance of the heating stove industry, which will undoubtedly remain a great staple with most hardware merchants for many years to come, but the people are being gradually educated from that which is good to that which is better, and every progressive hardware merchant ought to realize the importance of pushing the sale of warm air furnaces if he expects to achieve the greatest measure of success.

There are merchants who will not handle furnaces because they think it is impossible for furnaces to give satisfactory results, and their consciences as well as their business sagacity tells them that it is not well or wise to sell gold bricks to customers, no matter how eager they may be to buy.

Now it is easy to understand why a

merchant should refuse to handle a line of goods in which he has no confidence, but why he should choose to remain in ignorance of the real value of warm air heating when there is so much at stake is a mystery.

I remember going into a hardware store not so very long ago and after the usual salutations I proceeded to steer the conversation in the direction of furnaces. Just what happened during the next few minutes I could never exactly recall, as my recollection of the vent is about as confused as that of the Irishman who said he knew St. Patrick's Day began with a parade, but he never could remember how it came to an end.

Well, I finally found myself on the sidewalk, together with my grip and an earnest desire to seek more congenial surroundings. I found them a few minutes later in another hardware store not more than a block away. We sold four good-sized furnace jobs that day, which amounted to fully one thousand dollars in sales to my customer, and his furnace trade during the balance of the season was extremely satisfactory and profitable.

I have no doubt that the first merchant had had some unpleasant experience with inferior furnaces improperly placed, and his vigorous language was simply the spontaneous ebullition of a mind filled with righteous indignation, but it pays to be polite and it is never wise to allow prejudice to close the doors to opportunity.

Right here it might be well to discuss the popular fallacy that if the theory of hot water and steam heating is right then the principles of warm air heating must necessarily be wrong. This deduction is as absurd as it would be to assume that because automobiles are coming into use, the horse as a species will be come extinct. The fact is that while some buildings can be heated about as well with one system as another, in the majority of instances the best system for a particular building is that which best meets its special requirements. For example, it would ordinarily be unwise to put warm air heat in a large office building just as it would be folly to put steam or hot water in a church that is only warmed one day a week.

It is not always easy, however, to fix the limitations of warm air heat-

All of our energy this year will be used in showing you the advantages of Grand Rapids as your natural source of supply for

GLASS

Shipments from Grand Rapids will reach you quicker than from any other jobbing point. We handle only the brands of the best factories. We want your business and mean to "Keep Hammering" until we get it.

Grand Rapids Glass & Bending Co.
Grand Rapids, Mich.

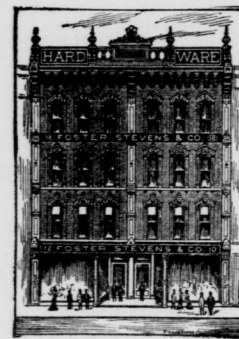
Temporary location since the fire, 199-201-203 Canal St.

THE FRAZER

Always Uniform
Often Imitated
Never Equaled
Known Everywhere
No Talk Required to Sell It
Good Grease Makes Trade
Cheap Grease Kills Trade



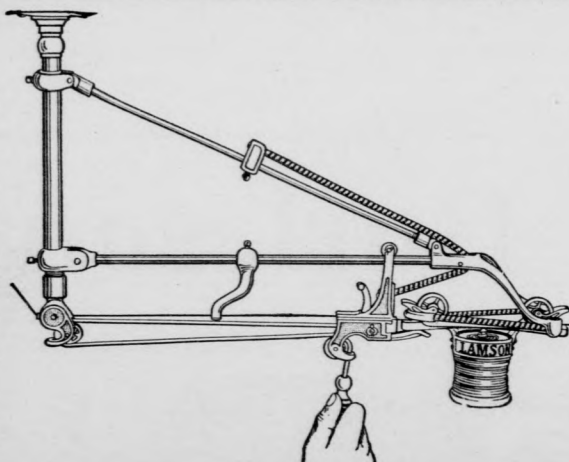
FRAZER Axle Grease
FRAZER Axle Oil
FRAZER Harness Soap
FRAZER Harness Oil
FRAZER Hoof Oil
FRAZER Stock Food



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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



ON THE LEVEL

or on an Incline

The Lamson Rapid Cash Carrier

Gives Equal Service

POSITIVE IN ACTION

A product of the highest quality of materials and skilled workmanship. The most popular wire carrier on the market. Ask us for booklet.

LAMSON CONSOLIDATED STORE SERVICE CO.

General Offices:—Boston.

Detroit Offices.—220 Woodward Ave.

ing. For example, a well known Minneapolis jobber came to us a couple of years ago with this problem: He had just secured the lease of a certain building, 50x150 feet, three stories high. He wanted to heat this building satisfactorily and economically, but with the least possible initial cost, because if he failed to renew at the end of the three-year lease he was to receive no compensation for the heating plant. A steam plant would cost at least \$1,500, and he was not willing to go to an expense of much more than one-third this amount. We finally suggested putting in a single furnace; one of exceptional heating capacity, and if that was inadequate we could supplement it later by the addition of a small steam plant to heat the offices on the first and second floors. As the entire building contained an aggregate of 360,000 cubic feet, it seemed hardly possible that one furnace, no matter how powerful, could heat the building, but to the astonishment of us all this large furnace has proven a complete success and the consumption of fuel is almost incredibly small.

I might mention another instance where two furnaces are heating one of the largest auditoriums in the Twin Cities. This building contains about 400,000 cubic feet, and besides the auditorium proper there are four large basement rooms to be warmed and a few smaller rooms on the first floor. The furnaces in this instance, however, are supplemented by a 72-inch fan, which is operated by an electric motor.

For ordinary residences there is nothing in my opinion that will give more universal satisfaction than up-to-date warm air furnaces properly installed. I know there is a prevalent opinion that hot water plants require less fuel than warm air, but my personal experience has convinced me that this is not true except in houses where it is impossible to secure comparatively short runs for the warm air pipes and a thorough system of inside circulation.

Moreover, the difference in price between warm air and hot water plants will always give the former preference among people of moderate means, while those who prefer a practicable system of ventilation in connection with their heating plant and who appreciate the advantages of securing quick changes in the house temperature during the spring and fall will certainly decide in favor of furnace heat.

There is another system of heating, however, that combines many of the good features of both warm air and hot water; I refer to what is known as combination heating. Of course, if all houses were so arranged that every room could be directly reached by warm air pipes, there would be very little need for combination heat except, perhaps, in some very exposed corners, but there are usually in large houses some rooms that can not be heated successfully by any other method than hot water.

One of the most important features of a combination plant is the boiler; when selecting this there are two

very essential things to be taken into consideration; first, the boiler must be large enough to heat the water to the required temperature, but not so large as to generate steam, as this will force the water out of the system through the expansion tank; second, the boiler must be so constructed that a considerable portion of its surface comes in almost immediate contact with the coals and the balance of the boiler should be so arranged as to get the benefit of the direct heat above the fire pot.

Experience has shown that boilers which simply overhang the fire pot do not get their proper proportion of heat with a moderate fire, while with a heavy fire they are apt to absorb more than was intended.

Given a good boiler, however, and the remainder of the furnace properly constructed and rightly installed, and you have an ideal system that is adapted for almost any residence that can not be successfully heated by warm air alone. O. N. Roberts.

Meat Eaters Escape Consumption.

The average duration of human life has increased from 42.2 to 48.5 years during the last three-quarters of a century, said Dr. A. N. Bell in his address before the International Congress on Tuberculosis at the St. Louis Exposition. This great saving has come about partly through better treatment of ordinary infectious diseases, but chiefly through a 50 per cent. decrease in the mortality from tuberculosis.

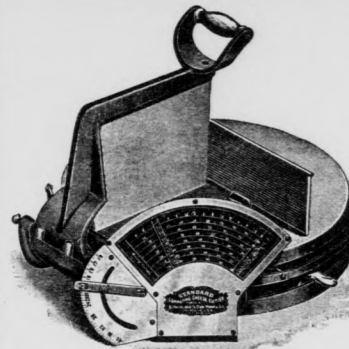
The latter, Dr. Bell believes, is largely due to the better stamina of modern civilized man, which has come through a larger general consumption of meat, and especially of fatty substances. He said that in the whole course of his professional observation he had never known a family or an individual brought up on a liberal supply of butter and bacon who became tuberculous. He states that people who live largely on vegetables are particularly liable to tuberculous affections, and recommends that meat be eaten without draining it of blood—"the meat of animals so killed as to retain the blood is more delicious than that of animals otherwise killed. It is also more digestible and more nutritious."

Opportunity For Travelers; Low Rates To Pacific Coast.

Only \$33 from Chicago to Portland, Tacoma, Seattle, Vancouver and many other points in Oregon and Washington and British Columbia via the Chicago, Milwaukee & St. Paul Railway. Tickets on sale every day during April and until May 15, 1905. These tickets are good in the tourist sleeper. Full information regarding rates, routes and train service on request. R. C. Jones, Michigan Passenger Agent, 32 Campus Martius, Detroit.

Tell your children white lies and they will soon hand you back the other color.

One never knows a man any better for tearing him to pieces.



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.



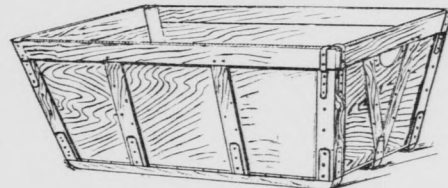
Superior Stock Food

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

Superior Stock Food Co., Limited
Plainwell, Mich.

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.

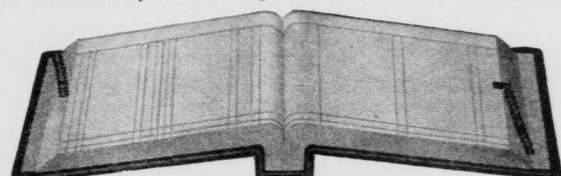
Manufactured by Wilcox Brothers, Cadillac, Mich.

STILL ANOTHER NEW ONE

The Furniture City Loose Leaf Outfit

Russian and Corduroy Binder. 250 Sheets and 1 Set A to Z Index Sheets

Sheet
8
x
10 1/2



7
Dollars
and
50c.

THE Edward Hine Co.

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

5-7 Pearl Street

Grand Rapids, Mich.



Do Men or Women Have the Better Time?

Stripped of all the chiffons with which we have surrounded the subject, the real object of life is to achieve happiness—to have a good time.

People who have had digestions, and who can not enjoy themselves anyway, may deny this, and assert that the purposes of existence ought to be to forward some high moral aim.

But the fact remains that the great desire of most of us, and the great struggle, is for pleasure.

This brings up an interesting problem as to whether men or women have the better time.

To me there seems but one answer to the question—men have most of the fun of the world.

Next to being born an idiot or a criminal—with whom the law classifies her—the heaviest handicap that is ever laid on a human being is the handicap of being born a woman.

Except for bearing children there is nothing that a woman is ever called on to do that her sex does not make harder. This is the case even in the purely domestic pursuits. A man can cook better than a woman because he is physically better able to wrestle with the pots and pans.

He is more suited for housework because it does not break his back as it does a woman's to reach up with the dusting brush after cobwebs and get down on his knees and scrub for dirt, and he would make an ideal nurse because he would not be hindered by petticoats.

If you watch a woman going up the steps with a baby in one arm and a lighted lamp in her hand, and trying to hold up her skirt, you will realize how many difficulties even a mother labors under in being a woman.

If a woman wants to work outside of her home, and work is, after all, the only amusement that never palls, the disadvantages of sex are increased a hundredfold.

There is not a care or anxiety that tears a man's heart, there is no bereavement, no loss from which he suffers from which a woman is exempt. He sips from the cup of sorrow. She drains it to the bitter dregs.

Women do not have as good a time as men do enjoying the ordinary, legitimate pleasures of life, and when it comes to participating in the hilarities of existence they are simply barred out. The price is too high. It may be that for their dissipations men, in the end, have to pay the piper, but women who are gay and giddy have to pay for a whole orchestra.

That women are less happy than men we unconsciously recognize in our attitude toward them. We are surprised when a woman even shows a sense of humor. We are amazed

when she jokes, and we look with suspicion upon her if she is merry and is given to laughter.

Indeed, we are so accustomed to women taking a serious, if not melancholy view of things, that a cheerful woman is sure to be spoken of as frivolous and light-minded.

You never hear these adjectives applied to a man, no matter how big a clown he is.

Men begin having a better time than women almost in their cradles. Boys, except the few unfortunates who have little Lord Fauntleroy mothers, escape the awful torture of having their stringy locks pulled, and hauled, and twisted, and contorted into long, flowing curls, such as poor, persecuted little girl martyrs are forced to wear.

Neither are little boys required to refrain from everything they want to do in order to keep from mussing their lace trimmed and embroidered white frocks as is expected of little girls.

Every child's birthright is freedom and dirt, but the unhappy little girl of respectable parents never comes into her inheritance.

As they grow up the depressing conditions of sex become more and more apparent. They must sit quietly and sedately down and play dolls, instead of engaging in the sports that send the rich red blood racing through the veins and give the health which is, after all, the source of all happiness.

Worst of all, they miss the freedom of childhood, which is the only freedom that we ever really know in life, for after we are grown we are all bond-slaves to fashion, duty, necessity and a thousand other tyrants.

Of course, it may be said that each sex knows its trials and tribulations, and that, while women envy men, men feel that they have troubles beside which a woman's worries are but pin pricks compared to a dagger thrust.

To this women will triumphantly reply that almost every woman in the world would be willing to die if she knew she would be reborn a man, whereas the most unfortunate man alive would not be willing to change places with the luckiest woman. Happy Hooligan would not be Queen Wilhelmina for pay.

Although, taking the question by and large, men undoubtedly have a better time than women, they have not by any means cornered the whole visible supply of fun.

Indeed, there are a number of counts in which the advantage is altogether with the women.

In the first place, if women miss much hilarity and gaiety, they also miss a large number of regrets. The morning-after head is a distinctly masculine possession, and escaping that alone is a fair equivalent for much of the dulness of women's lives.

In the next place, in America at least, women as a class get far more enjoyment of the finer pleasures of life than men do. Women read more, they care more for art and beautiful surroundings, they prefer better

plays and better music than men do.

Of course, there are many exceptions to this rule, but it is a fact that the average man reads nothing but the newspapers, while his wife is reading Browning; that it is her taste in household decorations that uplifts the home, and that if left to himself he will patronize comedies and rag-time instead of intellectual drama and Wagner.

A "Piff, Paff, Pouff" audience is overwhelmingly masculine, while an Ibsen, a Sudermann or a Bernard Shaw audience is as feminine as a pink tea.

Women also have almost a monopoly of the pleasures of dress. There can be mighty little fun in ordering a new suit of clothes that is bound to be so much like the one you had before that nobody can tell the difference, and as much like every other man's as two peas in a pod.

It must be a constant source of real deprivation to a man that he can not gratify his love of color by wearing heliotrope coats and sky-blue trousers or a shrimp pink hat, and that he can not adorn himself with gems without bringing down upon him the ridicule of his fellows.

Probably the only time in the world when a woman does not envy a man is when she looks at his clothes and sees how ugly and commonplace they are, and reflects that the poor creature doomed to wear them is forever cut off from all the thrilling joys of planning toilets that will make his rivals green with envy.

The one thing, however, that makes up to a woman for all the excitement and active pleasures that a man has, and that she misses, is the pleasure she has in her children. Most men have to be acclimated to children, and while they have an abstract animal affection for the offspring when they are little, lobster-colored, wobbly bundles of colic, the father does not really enjoy the baby, or especially yearn to hear its cries.

To the mother, on the contrary, nothing was ever so beautiful or intellectual as the countenance of the little cream-cheese-faced infant on her breast, and she wonders what on earth makes people willing to pay \$3 to hear Melba when they could listen to her baby's melodious goos.

The pleasures of anticipation are proverbially greater than any joys of realization, and every mother has about twenty years of unalloyed delight in which she enjoys all of the rapture of pride of seeing her little Johnnie elected President of the United States, and her little Sammy made Commander-in-Chief of the Army, and her little Jimmie a Wall Street magnate, and her little Sallie dazzling the world as an actress.

Every mother is an idealist and gifted with powers of imagination where her children are concerned that makes a Jules Verne's and Rider Haggard's wildest flight of fancy seem tame and dull, and in the exercise of these faculties a woman probably reaches as near to perfect

happiness as any human being ever knows.

The most beautiful dreams of the opium fiend were never so gorgeous, so rosy, so beautiful as the trance she lives in about her children. But pleasure at this prophetic vision of a child's future is denied to most fathers, because men know life and the world too well, and too much about what qualities it takes to win success.

And when occasionally a mother's dreams are realized, and the child does achieve something, there is no other such perfection of gratified ambition as the mother feels.

Mr. Barrie relates in his beautiful story of Margaret Ogilvy that his mother, who was a great admirer of Gladstone, never expressed a wish to be Gladstone himself, but always said:

"I would like fine to have been his mother," and there can be no doubt that every great man's mother triumphs more in his greatness than he does himself.

The final time when a woman has a better time than a man is when both are old. No old woman is as forlorn as an old man, and this is true whether they are millionaires or paupers. An old woman makes herself some sort of a home, while an old man is utterly dependent on having somebody to do it for him.

Woman attaches somebody to her, so that she is not left desolate and loveless when age comes upon her, but unless a man has children he is apt to have no human being who is bound to him by a single tie of affection.

Women also have generally provided for their old age some interest, such as clubs, or philanthropy, and they have at least their knitting, while an old man has absolutely nothing. He has spent his life in business, and when he is debarred from that by age he has nothing to fall back upon, and is literally bored to death.

So in their last days, if not their early days, women have as good a time as men. Dorothy Dix.

Doctor's Wife Was Squelched.

"Late the other night," remarked the doctor, "when my wife decided I must not make any more calls, the telephone bell rang. She went to the phone and assured the party I was not at home."

"Asked to suggest something to calm a baby patient my wife turned her head and asked me what she should advise. I told her to tell the folks to give fifteen drops of paregoric. Then came the enquiry:

"What shall I do if the paregoric does not work?" Again my wife looked in my direction and I said: 'Give a few drops of laudanum.' Once more my wife repeated my advice. Vexed, the party at the other end of the wire came back with:

"The next time the doctor is away from home, if you have occasion to use the telephone and there is a man in your room, please have the decency to place your hand over the receiver of the telephone when you speak to him."

THE BEST MEANS FOR PROTECTION IS A NATIONAL CASH REGISTER

Read What the Director of Concessions of the World's Fair Says

DAVID R. FRANCIS, PRESIDENT

WM. H. THOMPSON, TREASURER

WALTER B. STEVENS, SECRETARY

WORLD'S FAIR, ST. LOUIS

1904

LOUISIANA PURCHASE EXPOSITION

DIVISION OF CONCESSIONS AND ADMISSIONS

NORRIS B. GREGG,
DIRECTOR

OFFICE OF THE DIRECTOR

ST. LOUIS, U. S. A. December 5, 1904.

Gentlemen:

After careful consideration of all other systems for handling cash, it was decided that, for the quick and accurate accounting of the daily receipts, the concessionaires on the grounds of the Exposition should use the NATIONAL CASH REGISTERS.

We are entirely satisfied with the working of the one thousand or more registers which were in use on the Exposition Grounds.

Your machines furnished information and protection to both the concessionaires and the Exposition Company which could not have been obtained in any other way.

We believe the NATIONAL CASH REGISTER is the best means of protection to all concerned wherever cash is handled.

Very truly yours,

Norris B. Gregg

Director of Concessions and Admissions.

National Cash Register Company,
Dayton, Ohio.

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER COMPANY

DAYTON, OHIO

Michigan Tradesman

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

FINDING YOURSELF.

Discovery on Which True Success Is Based.*

There is not much to be gained by discussing the topic assigned to me, seriatim fashion, simply because it is not a subject that is susceptible to such treatment.

One might begin at any point, go in every direction and then begin at some other point and stick exclusively to that point; and the result, either result, would be as complete, convincing and comprehensive as the other.

Success in business is supernaturally protean in its examples and so, perforce, are the failures in their demonstrations. Thus we find that the question that is up to me for an answer can not be discussed clearly, forcefully and persuasively except it be made specific as to some one person.

I offer this little preface that you may more thoroughly enjoy the hopelessness of my struggle in an effort to discuss, in a most general way, the reasons why so many men fail in business. And, by the way, I have had my own little fun in preparing for this occasion. As I journeyed to and fro about my business the past week I have asked various friends the same question you have put to me, and out of perhaps a dozen replies the answer has been either "They don't know how" or "They get into the wrong pew."

My own conclusion as to the first and basic reason why so many men fail in business is that, unless they are absolutely forced to do so, the average youth and young man will not profit by the example of others. Independence of thought and action is the first great prize coveted by the average lad of 16 to 20 years of age, as well as by the young man who is old enough to vote.

And so, as a rule, the advice offered by his elders is curtly put aside as out of date, while the results that are tangible and visible are sneered at as stupid mistakes which could not by any possible combination of circumstances fall to his portion.

A good illustration of independence of this sort is furnished by a current newspaper squib telling of a young lady who confided to her mother the fact that she had engaged to become the wife of a certain young man. The mother, surprised and fearful, took to tears and told her daughter that she had hoped she would never marry.

"But you married, didn't you, mother?" asked the girl as she put her arms about her dear parent's neck. And the mother replied, between her sobs, "Yes—but I've—found out the folly of marriage."

"That's it," cried the girl; "that's what I want to find out: the folly of the thing."

So it is with humanity in general. Every man wants to find out the folly there is in life, exclusively—upon his own hook. Some other man's folly won't do. It must be folly of his very own or it will not count. I dare say

*Address delivered by E. A. Stowe at annual banquet Grand Rapids Retail Hardware Dealers' Association.

there are in this room to-night a dozen or more men who have rehearsed time and again to their son or sons the details of the mistakes in life they have made, and it's a pinch of ginger to a full meal that each of those sons is pluming himself on the utter impossibility that such mistakes could be made by him. And right here, in my own estimation, you will find a chief and foundation reason why so many men fail in business.

Bear in mind, please, that I make no pretense of telling what success in business is; also that by the very nature of my subject my analysis must be extremely general in character.

There are three grades of men in business, generally speaking: First comes the man who, solely by his own industry, thrift, energy, courage and rectitude, is in business on his own account and is successful. Such men are rarely unsuccessful. Then comes the man who is upright, industrious and skillful who receives a lift from a close friend or kinsman and thus gets a start on his own hook and is or is not successful, as the case may be. Finally, we see the third man, who inherited an established business with established credit and by dint of sincere effort is a success or failure, as it may happen.

I realize the great breadth composed by this classification, but I am firm in my conviction that it is none too broad, general though it be. I think statistics prove beyond question that a majority of the very successful business men in this or any other land are the sons of parents in very moderate or even quite poor circumstances; also that their success is due chiefly to the fact that they are compelled by force of these very circumstances to see the merit of and profit by the examples of others who have failed and others who have succeeded. And so, very early in their lives they are forced to practice absolute self reliance, thus gaining the genuine independence; the real rather than the imitation article that lures so many of the young men whose parents, other kinsfolk and friends, mistaking their own acts for kindness, contribute largely in aiding the young man in his erratic and fatuous notions as to independence.

The very poor boy who, as a matter of self preservation, is forced to practice industry, economy and thrift and so lays the foundation for future success is entitled to credit only because he has the ambition to succeed. The fact that he has the physique, the courage and the will to succeed is due to conditions over which he has no control; they are born of conditions he detests, whereas his ambition is his own and the only inheritance that comes to him, as a rule.

How many, many men are there who, fairly bursting with ambition to succeed, lack the will to realize that ambition simply because, in their boyhood, youth and young manhood, they had things easy.

Of course, there are phenomenal exceptions, and ordinary, almost commonplace exceptions, to the gen-

EGGS

That's what we want.
For storage and present use.
Phone, wire or write us.

COYNE BROS.
CHICAGO

References Michigan Tradesman and Egg Reporter.

We Want

Eggs and
Live Poultry

For Present Use

We want to hear from shippers who can send us eggs and poultry every day.

We are active and liberal buyers all the year round. It will pay you to keep in touch with us. Prompt returns.

Phone or wire at our expense.

Grand Rapids Produce Co.

40 South Division Street

Grand Rapids, Mich.

Reference, 5th National Bank

Citizens Phone 3083

Fresh Eggs Wanted

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

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

Wholesale Dealer in Butter, Eggs, Fruits and Produce

Both Phones 1300

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.

eral classifications I make; but I sincerely believe that, as a rule, the men who are successful in business, as well as those who are not, are the victors or the victims because of the conditions surrounding them and the habits and practices indulged in between the years of 14 and 25.

It is somewhat fatiguing to me to hear some particularly successful man rehearse his well-learned story that he began earning his own living when 10 years old, worked the first year for his board and clothes, received \$30 the second year and when he was 15 years old had \$100 in the bank. He tells it much as he would be entitled to rehearse a tale of pulling the planet Jupiter out from its orbit. Bless his dear soul, there's nothing wonderful about such an experience, nor will there be so long as self preservation is the first law of nature. Men who began life in such a hard-working, self-denying way did so because they had to. It was a case of "fish or cut bait," and it was their great good fortune that it was so.

There is a member of the Vanderbilt family who is a skilled boiler maker, a skilled machinist and mechanical engineer and a successful inventor of practical, valuable results in mechanism. There's a man who is entitled to credit. He is a hero because there was no reason or influence outside of his own splendid individuality to compel him to work with his hands and so develop his mental resources. He had no material wish which could not be satisfied and, had he so elected, could have lived a life of monotonous ease, indifference and insignificance. That man won success because he deserved it, because it was assigned to his credit away back in the ages when his ancestors were helping to rescue the Netherlands from the sea and those other invaders from the South.

And here I give you the point I wish to make: The man who does the thing he loves to do and because he loves to do it is entitled to credit. This love may be inherent or it may be acquired by force of circumstances. In either case, if he "finds himself," as the saying goes, and does that thing to the very best of his ability, he is a success and this without regard to dollars and cents.

At last I reach my reply to your question: There are so many men who fail in business, simply because there are just so many men who do not succeed in "finding" themselves. The man who does not find out what he loves to do and so can do best is the one—barring physical mishaps and mental recklessness—who fails to win success. He gets into the wrong pew, does not know how, as my friends expressed it. He tries to sell things when he might better make them; he practices law when he would better practice teaming; he tries to raise white beans when he would be more successful raising points in law; he tackles a retail store when his bent is naturally toward fishing and hunting; he undertakes banking when his taste and abilities all point to a bake shop. And because

of prime errors such as these he develops indolence, extravagance, shiftlessness, indifference and so on to failure and sometimes dishonor.

It is customary among elderly men who have succeeded in business to preach at young men in regard to this matter of success and, almost without exception, these preachments are based on habits of self denial, economy, industry, thrift and all the rest of it so very well known.

And while these basic principles are hackneyed and usually irritating to the young man who is forced to listen, they can not be bettered. There is nothing that can take their place. They are supreme and unimpeachable. Moreover, this fact, in these days, is almost as well known to the young man as it is to the old man, the only difference being that the elder man knows, from experience, that it is true, while the young man, having every reason to fear that it is true, has still the opportunity to demonstrate for himself that it may not be true.

And the young man who is thus doubting and stubborn and accepts the hazard is not wholly at fault. Every father should have an approximately correct estimate as to his own temperament and bent, as well as the temperament and bent of his wife—the mother. Both parents should have a tolerably clear conception as to their own personal characteristics and the traits of their respective families for one or two generations back. With such knowledge to work from, those parents should, by watching their boy carefully from his babyhood up to youth and so on to manhood, be able to so direct that boy's studies and habits that by the time he is 16 or 17 years old he will have formed a tolerably clear opinion as to the occupation he desires to follow.

It is not strange that the average lad of 16 or 18 years is in a maze of uncertainty as to what he is best fitted for and, this being so, it is by no means singular that he will, as a rule, decline to follow along lines laid down haphazard by parents who jump at the conclusion that they (not the boy) would be pleased to see him a merchant, a manufacturer, a banker, doctor, lawyer or what not.

It is a parent's duty to know by observation and genial, close companionship with the boy, and by appreciation of traits of the boy's antecedents, tolerably near to what that boy is best fitted for. In this way and this only, the parents can be of incalculable value in aiding their boy to "find himself" at an early age.

And it is the boy who "finds himself," the man who recognizes himself and permanently, sincerely and honestly preserves that discovery, that recognition—it is such a boy, such a man, who is most rarely found in the ranks of the many who fail to win success.

All the great work in the world is simply doing the best that is in us.

The recording angel knows the back alley as well as the front yard.

We Want Eggs

We will buy f. o. b. track or handle on commission. Write or wire us.

James Rowland & Co.

80-82-84-86 Hudson Street
New York

Our Western interests are in charge of our Vice-President,
Howard D. Reynolds,
Office, Mason City, Iowa.

Have you received one of our 1905 Calendars? If not, write for one.

The Empire Produce Co.

Port Huron, Mich.

Wants

Butter, Eggs,
Poultry and
Separator Cream

Write us for quotations and location of
nearest Branch House

Distributors of the
Empire Cream Separator

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

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.
Citizens Telephone, 6948; Bell, 443
Refer by Permission to Peoples Savings Bank.

TOTE FAIR.

Remember There Are Two Ends To Every Load.

No barrier is so seemingly insuperable as the prejudices of mankind; and no environment so surely brings these prejudices to light or so quickly extinguishes sectional and race boastings as the business world.

Touch a man's pocketbook and you touch the most sensitive part of his anatomy. He will give of his sympathy, his time, his advice—all before he will give of his money. He will make friends of people of every section of the country, of every nationality and religion, he will even marry with a total disregard of former beliefs and prejudices, but when it comes to his business and the employing of men to do his work every prejudice of his nature is keenly alert. Sympathy, liking, interest—none of these emotions is allowed to arise between him and what he considers his business judgment.

In the matter of office, factory, or store help, nearly every employer has his cast iron prejudices against certain nationalities, localities or religions, and nothing will induce him to break his rule in the matter.

One employer will under no circumstances take into his employ a man from the southern states, claiming that southerners are not resourceful; that they do not seek out ways and means of accomplishing the desired end. He explained his viewpoint with this illustration: "I employ a bright looking young man for a confidential clerk and say to him, 'Jimmy, I must find a certain man who is evidently in hiding. Here is his last address. Get \$200 from the book-keeper and go after him. If you need more money, telegraph.' Now, it's up to the young man to accomplish this task. I don't care how he does it. If he has any resourcefulness he will succeed; otherwise he may look elsewhere for a job."

According to this employer, in such a case the southern youth would not stand one chance in ten with the Yankee.

And so it goes; each one rides some pet hobby, when all the time good employes are to be found from every section of the country and from every nationality. It is a matter for individual selection. But the effect of this known prejudice among employers is to cause a rapid subsidence of every evidence of sectional or race pride. Wise employes keep still about their nativity and let their merits and achievements alone speak for them. They become thoroughly cosmopolitan.

The selection of employes is a fine art, and their treatment largely determines the success or failure of the business. A successful employer is he who knows how to get more than merely eight or ten hours a day of close application out of his employee. He is the man who knows how to win him entirely—his interest, his liking, and his ideas.

There are two distinct classes of employers. First, those who realize they are dealing with an entity, an

individual man, possessing a brain ever active, and the center of a sphere of influence which can be made to revolve about the employer's business, strengthening it tenfold with each succeeding whirl. Every successful politician understands the value of winning one man, because with him he wins a colony. The successful employer works on the same principle. Second, those who proceed on the theory that employes are mere machines of a higher grade, which cease to produce the moment the belt is thrown off. They seldom succeed in building up a business.

The former attitude toward the employe is not advised from the standpoint of justice, or philanthropy, or common humanity, but of common sense and business principles of the highest order. The most cold blooded magnate would adopt the former method because he knows it is better business. The close-fisted miser will prefer the more intelligent method because it means more money to him in the end. It is only the shortsighted man of small experience and little knowledge of human nature who looks upon his men as mere machines, worth so much an hour.

There are many ways to win the loyalty and the best service of employes. The principal, in the main, are confidence and generous treatment. If an employe does not prove worthy, it is worth something to have found him out. He has probably been educated in the machine-like school, and if he cannot readjust his attitude of mind, then let him find his way back to the employer who appreciates only machines.

A few illustrations may serve to illustrate this point. A certain manufacturer of mandolins and guitars had not been able to get his instruments into the limelight of popular favor. His employes got together and decided it would be a good thing to get up an orchestra, playing only the house instruments, thus helping to advertise them, besides fostering the love of music among themselves. It would require several evenings a week to practice, but they were willing to do this to "help the old man out."

A broad minded employer, one marked for success, would have seen at once the value of this idea, from an advertising standpoint, and would have "come down" handsomely, probably presenting each one with an instrument, thus showing his appreciation and binding these men to his interests with "hoops of steel." But unfortunately for his business this employer was of a different mold. He could not see beyond the fact that this use of his instruments would necessitate a certain amount of wear and tear. He figured out what it would amount to, and charged each employe a rental for the use of the instrument of sufficient size to cover all probable loss.

Do you think this would tend to light the fires of enthusiasm regarding the perfection of these special instruments, or prompt the right word at the right moment to bring an influx of business? Loyalty out of

An "Eye-Opener"

Our Jewel—Special Roll Top Desk



As Good
as
The Best

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

Almost a Complete Office in a Single Desk

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

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

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

Don't delay ordering.

WOOLSON SPICE CO., Toledo, Ohio

YEAST
FOAM

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

PERFECT
BREAD

business hours is not bought in this way, and the concern is still struggling for existence, and the employer can't understand why he hasn't soared into public favor like other firms that make a poorer instrument.

Another case comes to my mind of a window trimmer in a certain large department store who left the city hurriedly to see a sick wife. He was kept at her bedside three days, returning then only because the "house needed him." When he got his pay envelope at the end of the week he found he had been docked for the exact time of his absence. His employer failed to realize that the work of the man's brain was going right on, increasing his business, even in his absence; that his ideas were all for his employer, and should the most brilliant suggestion have come to him while away, he would have applied it to his firm's interests on his return. But according to his employer's viewpoint, the man would be perfectly justified in giving his ideas evolved out of office hours to a rival house.

This particular employer lost a most valuable employe and gained a reputation that was anything but desirable. Poor economy, to say the least.

The employer with his help is much like the woman with her husband: she knows that every effort, if he is the right kind of a husband, is for her benefit. It is not necessary that he hover over her continually and tell her so. It is to his interest, as well as to hers, to do his utmost for her, and this he will do without any watching or strict accounting for time spent. And so it is with the employe. His interests are bound up in the business—if they are not, he is too expensive at the cheapest price—and even in his absence from his post of duty his value is no whit abated.

A large part of man's life is spent downtown, in the thick of the fight for business supremacy. He cannot succeed largely unless he surrounds himself with the best class of employes, and he can only insure their being faithful, at all times, to his interests by first being faithful to them, as men.

An employe should be ready to sacrifice himself for the good of the business, to work "overtime," if necessary, to manage on half pay, if necessary and possible, to put his shoulder to the wheel, to strive with all his might to make his efforts of the greatest avail. The employer, on the other hand, should be glad to see his men take it easy when the rush is over, should offer them little courtesies, and opportunities that come his way, should be glad to help them get ahead, should give them every advantage, and should make his appreciation felt in other ways than through the pay envelope alone.

It should be a case, at all times, of "tote fair." There are two ends to every load. Readiness at one end to bear the brunt must bring recognition of this readiness from the other

end, if the load is to be nicely balanced.

Both must "tote fair."

A. S. Monroe.

Recent Trade Changes in the Hoosier State.

Algiers—B. Radcliffe is succeeded by Carpenter Bros. in the general store business.

Amboy—Geo. Lewis & Son succeed Jos. Ellerman & Son in the grocery business.

Edwardsport—W. V. Barr, who was formerly engaged in the milling and grain business, is succeeded by the Edwardsport Milling Co.

Elkhart—C. D. Wall succeeds G. A. Thomas, druggist.

Frankfort—The Miner Shoe Co. succeeds Horace W. Miner, dealer in boots and shoes.

Grand View—Jeff Ray & Son are succeeded by Ray, Stevenson & Co., who will carry a line of grain, seeds and hay.

Henryville—Lemuel B. Guernsey, who formerly conducted a general store, is succeeded by Mrs. L. B. Guernsey.

Indianapolis—David H. Badger will continue the retail grocery business formerly conducted by Becker & Badger.

Indianapolis—The Eastern Coal & Supply Co. has formed a corporation and will continue doing a retail business.

Indianapolis—The Indianapolis Furniture Mfg. Co., which manufactures porch furniture, has increased its authorized capital to \$30,000 and removed to Plainfield.

Ireland—The Standard Milling Co. is succeeded in the flour mill business by Greene & LaFollette.

Oakland City—Hargrave & Chew succeed The Toggery in the clothing and furnishing business.

Kokomo—E. A. Spray succeeds B. H. Yearling in the grocery business.

Lebanon—W. D. Leap, grocer, is succeeded by R. M. Buntin.

Mt. Vernon—Walter Bros. & Co., dealers in bakery and confectionery, have merged their business into a stock company under the style of the Walter Bros. Co.

Orleans—Johnson & Hollowell are succeeded in the hardware and implement business by Johnson & Frost.

Paoli—B. K. Deremiah succeeds J. A. McIntosh in the grocery business.

Pleasant Plain—F. D. Minton is moving his stock of general merchandise to Warren.

Poseyville—S. M. Dailey & Co. will continue the general store business formerly conducted by Dailey, Robertson & Co.

Silver Lake—Dickey & Sons are removing their stock of general merchandise to Warsaw.

Sullivan—The hardware business formerly conducted by J. B. Mullane will be continued in future by the Mullane Co.

Tulsa—J. A. Hogan & Co., who formerly conducted a racket store, are succeeded in business by John Harkness.

Zoar—Ernest Finck & Co., general store merchants, are succeeded in business by George Kaneman.

Indianapolis—The Novelty Neckwear Co., manufacturer, has filed a chattel mortgage for \$550.

Lynn—A petition in bankruptcy has been filed by the creditors of Harry W. Taylor, hardware dealer.

Nottingham—A petition in bankruptcy has been filed by the creditors of C. M. White, general store dealer.

Doing your level best all the time takes most of the drudgery out of the work.

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

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

YOU ARE ALWAYS SURE of a sale
and a profit if you stock **SAPOLIO**.
You can increase your trade and the
comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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.

FARM PHONES.

Wonderful Growth of Rural Telephone Service.

Grass Lake, April 3—A great change has been wrought by the farmer telephone in the telephone business during the last few years. Just a few years ago the farmer was not considered of sufficient importance to require telephone connection, while to-day he is the foremost customer in the business. Telephone managers, engineers and manufacturers are all striving to secure his patronage. But it is from the exchange managers' point of view that we are here to consider him.

The farmer lines entering the village or city exchange afford the most solid basis for a subscription list of any class of business connected with the exchange.

In building rural lines as much care should be taken in planning the construction as though planning a city exchange. If too small poles are used the first few miles out from the exchange, they will all have to be replaced with larger ones in a year or two, for nearly every farmer will have a telephone sooner or later. The telephone may be a luxury to some people in the city, but to the farmer it is just as necessary as his horse and wagon. Again, if larger poles than necessary are set on side leads, extra expense is incurred without sufficient revenue to justify the expense of construction. I believe that the proper way to build farm lines is to do no soliciting, but count up the houses in the district where you expect to build, figure on at least 90 per cent. of them as subscribers, then buckle on your spurs and get busy, and you will have no trouble getting all the subscribers you want.

At least twenty-five foot poles with ten-pin cross-arms should be used the first few miles out, and then for side leads smaller ones may be used. Those living off the line on cross roads will often join in with the company and help build the line for the sake of being connected with the exchange.

As to the number on the line and the equipment, we are all at sea as to the best method. The gardeners, fruit growers, dairymen and others living near town are found to desire about the same service as is furnished to the town subscribers and are willing to pay a just and reasonable rate for service, but when it comes to the farmer farther from town, the condition is different. The number on the line makes little difference to him, so long as his bell rings up loud and clear and he gets a fairly quick reply when calling central. He likes to have all his brothers and cousins on the same line, so he can ring them up without having to call central and run the chance of being answered, "The line is busy." I really believe the farmer living several miles from town, isolated on cross roads or back streets, prefers a line with eighteen or twenty telephones attached, so that he can listen and get the news.

I believe the best method yet de-

signed for the long lines farthest away from the exchange is to use a push button to ground one side of the generator to signal central over one wire of the line through the drop coil grounded at the exchange. Thus the subscribers can call each other without alarming central or can signal central without alarming their neighbors. On a central energy multiple board this method could be used with relays and the operator signaled by a lamp instead of a drop. When neighborhoods are grouped together on lines so they can call each other a vast amount of work is removed from the operator at central to the subscribers themselves. Some day, perhaps, something practical as a lockout may be found, but here again will a vast amount of work be loaded onto central unless the subscribers can call each other at will, the lockout being used only when central desires.

There is one serious mistake many of us have made in starting our farmer lines—we have promised too much. We have promised service from one town to the next, and so on, never thinking of the toll business that we were giving away, and the toll business is our profit. We should never promise but one exchange, no matter how small, and never run our farmer lines from one exchange to the next; but instead run a toll line, and when starting a farmer patron tell him not so much of the local advantages, but rather that he should have a tele-

Alabastine
Your
Walls

Are you satisfied with the appearance of your walls? Do they come up to your ideas? Are you putting on coat after coat of sticky, dirty wall paper, making a sandwich with sour paste between?

Alabastine is clean, hygienic and wholesome and, more than that, it is beautiful. The most artistic effects can be produced with Alabastine.

The Alabastine Co. will furnish without expense to you, color schemes and harmonies for your rooms. If you are building or remodeling, simply ask for color schemes, giving size, use and direction of light of rooms.

Buy your ALABASTINE in original packages. Any decorator can apply it, or your can put it on yourself. Simply brush it on. It is a permanent, durable, wall finish. Outwears two walls done any other way.

The best dealers sell it. If yours doesn't send us your name and we will see that you are supplied.

ALABASTINE COMPANY
Grand Rapids, Mich.

PILES CURED

DR. WILLARD M. BURLESON
Rectal Specialist
103 Monroe Street Grand Rapids, Mich.

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

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.



phone so that he can send and receive messages over the State lines. Educate him from the start to use the toll lines, giving him good long distance service, and you have a good patron. Promise him everything by way of free service and then not be able to give him good, prompt service and you have a kicker, and when you try to get your toll business started you have in him an open enemy.

Our rates for exchange service vary, but I think we all agree that our average farmer rates are too cheap. Of course, local conditions, other things being equal, make a great difference with the rate question. A rate of \$12 where the exchange is so constructed that the toll lines are used enough may be better than \$15 on another exchange where the toll business is given away, but by all means we should start high enough. If a farmer raises the price of potatoes it is all right, but if a telephone company raises its rates, that same farmer will make a great kick against the extortionate demands of the company. I believe that, depreciation, maintenance, etc., taken into consideration, \$15 is about the minimum rate that should be charged.

Collections should be in advance at least three months, and we find at Grass Lake that our plan of collecting the whole first year's rental in advance is a good plan to adopt. To those who have trouble with their toll collections, owing to the farmers forgetting the charge, we recommend that the subscribers be furnished with blanks on which to keep account of their tolls.

I started out to say something about our farmer friend, but only a few days ago I was over at Leslie, where nearly all the farm lines are of the mutual variety, and where some of the farmers take winter vacations and spend their time quarreling about the telephone system, so you may expect little to be said of the farmer who is not "our friend."

The mutual line is to be considered, even although using Independent apparatus, as neither Independent nor Bell, for they are ever ready to connect with the one offering the cheaper service. Sometimes they are our friends, sometimes our enemies, but nearly always kicking about something the exchange has or has not done. The farmers on mutual lines in certain districts spend more time discussing the telephone business than it would take at 50 cents per day to pay their telephone rentals at \$20 per year.

Last winter at Leslie a few farmers spent nearly all winter having meetings and denouncing the exchange for its alleged extortionate demands that subscribers on rural lines pay \$2 per year for switching and a 10 cents toll fee for messages going to a second exchange. The exchange won out and the farmers, when spring came, went back to their farms. Everything ran along smoothly there until winter came again, when the same fellow, who was chief kicker, then started off another kick

to get subscribers of the company with which I am associated to leave us and build lines of their own along our leads to Leslie. The only argument made is that service can be furnished cheaper.

This brings out the suggestion that the Independents of the small towns and rural districts have more to fear from competition from a second Independent company than they have from Bell competition. The Bell knows what it costs to build; the newborn Independent thinks it does. The Bell, knowing the cost of constructing lines and realizing the benefit of rural connections, has invented a scheme of encouraging the farmers to build mutual lines and rent Bell instruments at from \$4.50 per year to \$10.00, according to the Independent competition offered. This scheme makes a market for the old magneto apparatus taken out in cities where the Independents are strong.

But with all the competition offered us by both mutual and Bell, the company that builds good farmer lines can get reasonable rates and make a little money, provided that the toll business is not given away.

Nelson F. Wing.

Largest Book in the World.

The largest book in the world is in the British museum. It is an atlas measuring 5 feet 10 inches by 3 feet 2 inches and weighing close upon two hundredweight. The largest map in the world is the ordnance survey map of England, which covers over 108,000 sheets. In its preparation it cost £200,000 a year for twenty years. The scale varies from 10 feet to one-tenth inch to the mile. The details are so minute that maps having a scale of 25 inches "show every hedge, fence, wall, building and even every isolated tree in the country. The plans indicate not only the exact shape of every building, but every porch, area, doorstep, lamp-post, railway and fire plug."

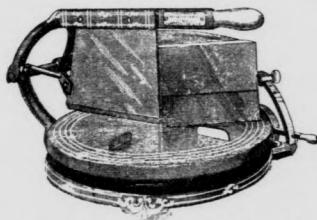
Love measures life by its chances to give itself away.

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.

2321 Majestic Building, Detroit Mich



Twelve Thousand of These Cutters Sold by Us in 1904

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

COMPUTING CHEESE CUTTER CO.

621-23-25 N. Main St.

ANDERSON, IND.

When you stop to think of the thousands of brands of flour on the market and when we tell you of the phenomenal growth in the sales of

New Silver Leaf Flour

you must know that there is something about this flour which makes people prefer it above all others. That something is the QUALITY. There is no better flour made for all purposes. We never lose a customer when once New Silver Leaf Flour has been used. Thousands of merchants have doubled their sales on flour since they began selling this brand.

Muskegon Milling Co.

Muskegon, Michigan

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

Reasons Why You Should Buy Golden Horn Flour

It is made in a brand-new mill, equipped with latest machinery, from the best of wheat, by scientific millers, and is, therefore, ABSOLUTELY CLEAN AND PURE. It is perfect in color, rich in gluten, and is unequaled for loaf volume. It is profitable to the dealer and gives perfect satisfaction to the user. It makes the most delicious bread you ever tasted. We want your trade.

The price is always right. Prompt shipment our hobby.

Manufactured by

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

Distributed by

The Davenport Co., Grand Rapids, Mich.

WORK-FINDING.

Boy's Resolve to Get Behind the Desk.

Written for the Tradesman.

It was an incident that takes place the world over day after day, only in the spring it happens oftener than at other seasons of the year. Robert Waring, never over and above well, had been under the weather all winter and consequently had been running behindhand. The climate had proved too much for him and when the March winds began to trumpet abroad the coming of growing-time, in spite of his lack of needed strength he started out on a round of work-seeking, taking with him his bright-eyed boy and namesake, a lad of 14.

It was the too-often well-known and repeated story of work-finding, ending with a final and discouraging no, and it was easy to see that the constant refusal was having its effect on the weak, tired applicant.

"Well, Bobbie, I guess we'll have to give it up for to-day. It's early in the season anyway and work is not pressing yet. So we'll go home and rest and try it another day."

"Why not stop in at Moultrie's as we go by and try our luck there? Tom is my seatmate and he's all the time telling about his father's trying to get good men. Let's go in."

They were nearing the entrance of the thrifty firm, but Waring hesitated. Years ago there had been two other seatmates with the names of Waring and Moultrie, both bright-eyed boys, both given to fun and frolic, both neglectful of school books and what they talked about; but fortune had favored the Moultrie boy with a father who had to depend upon his hands for a living and that same goddess had cursed the Waring baby with a parentage which ensured the child's being born with the traditional silver spoon in his mouth.

The tradition did not stop there. At 15 young Moultrie, with a pretty fair working knowledge of the multiplication table after a fun-loving boyhood, said goodbye to his teacher and began his upward climb as an errand boy, while young Waring kept right on with his school and his mischief confident as he grew in years that he was well provided for and so had only to enjoy to the utmost the butterfly life before him. The season—his season—had been a short one and when the fall frosts came and the winter storms blew, the sunny insect life was over. There was a getting into the snuggest shelter obtainable, to live or die as Fate should decree until the coming again of the summer sun and then, since it was life, to brave it as strenuously as strength and courage should insist.

The man Waring, however, found that the boy Waring had cut off largely all hopes of success. It was fun at 14 to stay after school for insisting, to the great wrath of the schoolma'am, that five times four are thirty-nine; but at 34 it was far from comforting to admit that that

youthful fun had left him not only ignorant but wholly unfit for the otherwise possible preparation for the life-fight he had now entered upon. When, then, he approached the office of his successful seatmate it was easy to understand the reluctance to apply there of all places for the work he stood so much in need of. A look into the face of his "Bobbie" decided him and they entered the office of the man he had not seen for years. Directed to a certain desk he approached it and looking over it he accosted the man seated on the other side.

"I came to see, sir, if you have anything for me to do."

Busy Tom Moultrie usually answered that often-asked question without looking up; but the just-opened letter remained unread as he eagerly lifted his eyes to the face above his desk. Was it Bob Waring's voice? and as he stared at the features before him he found enough in face as there had been enough in voice to call back the New England neighborhood where both had been born and bred. He saw it all again in a flash—"The orchard, the meadow, the deep-tangled wildwood, and every loved spot that his infancy knew"—and with a suddenness which startled his hearers he exclaimed rather than asked, "Do you remember how old Sheffield jumped off from that pin we fixed for him and how like furiation he licked us for it that night after school? Come around, Bob, and let's talk about it."

So the senior "Bob" and his namesake went around to the other side of the desk and while the men were busy with "old times and old scenes," the boy, with a look never on his face before, waited and listened, studying first the face of his father and then of the merchant. He was seeing for the first time in his life in a tremendous way an illustration of the powerful law of contrast. Twenty years separated them from boyhood, but those twenty years had been in the one case a vigorous building up and in the other a slow but sure tearing down and there the two had faced each other with the desk between them and his father was on the outside.

Why?

The boy, Bobbie, had heard from his mother's lips the story of brighter days. He remembered something of them, as one remembers a pleasant dream, but back of that was her own delightful home life, which prosperity had blessed; and her careless early life had been no brighter than her husband's. It was all an old story; but never until then with the two men before him had he thought of the far-off reason. There the two men were—face and form—after a separation of twenty years, and young as he was, the difference was most marked. The man at the desk, clear-eyed and sharp-eyed, was still looking ahead towards the completion of well-laid plans, the other not only planless but hopeless, contented now should he get the unimportant job at the correspondingly insignifi-

cant wages. Dress and bearing intensified the personality of each, and talk and tone, incidental as they were, proclaimed in countless ways which was master and which was man.

After the men had got through with the old days and came down to present affairs, it was an easy matter for Waring to state the object of his coming and a much easier one for Moultrie to "guess so." So the interview came to an end as the caller hoped it would with the job obtained and work to begin the next morning. The man, bettered by the renewal of an old-time acquaintance and relieved of an anxiety that had been for months increasing, went out buoyant; but the boy had seen that day what he had not thought of before and with a thought which became the purpose of his life he determined, young as he was, that when settled down into his work for a living it would be at the desk and not behind it.

With this in his mind he plied his father with question after question in regard to his boyhood and what he did then, to learn only of neglected opportunities and the complete carrying out of a good time at the expense of everything else. So that was it! And then and there, with the spirit of his mother and her father to comfort and so strengthen and cheer him, the father and son reached home to tell the glad tidings.

The 14-year-old, not especially fond of lessons and books, the next day surprised his teachers. He not only showed that he knew something but his manner indicated that he was anxious to know more. Whither the spit-ball period had passed like a watch in the night was an unsolved problem, but true it is that Bobbie Waring forgot his favorite pastime and refused to take advantage of chance after chance which constantly presented itself. He began to learn to spell. In a fortnight he had so mastered the tables in arithmetic as to be safe authority for his seatmate, who didn't want the bother of looking it up; and when in the middle of term time he reported promotion into the next grade, it seemed to the delighted father and mother alike that the boy had at last waked up. Other matters began to claim his attention. He began to take care of himself. His dirty, chapped hands were that no longer. He found a job and took part of the money to displace a much demoralized tooth brush and a thoroughly discouraged whisk broom. The job business opened his eyes and he was never again without one, so as the time went by Bobbie Waring became not only the best pupil in his grade but the best-mannered and the best-dressed as well and the cheery light-hearted lad seemed to infuse new life, as he certainly infused new hope, into the hearts of the home folks as they watched and wondered.

The engagement of Waring, Sr., proved a permanency. As time went by a better place was found for him higher up, so that Bobbie stayed in school until he was graduated from

the high school at the head of his class. Then when Mr. Moultrie wanted to know whether he would go to work at once or have a bit of a vacation, said so and the next Monday morning found him in jeans and up to his eyes in work.

The years that followed were busy and eventful ones. Bobbie lived a young fellow's life to a dot if you mean a respectable one. He smoked an occasional cigar, but it was a good one and there is no crime in that. He wasn't exactly a saint, which is another way of saying he wasn't exactly a sinner. His work at the store was a constant upward grade; he was always found more than equal to what was required of him and it is only saying what is expected of me, that one day the summit of that upward progress ended in Mr. Thomas Moultrie's chair. The senior partner had died after a life of good works and Bobbie, so they knew him and so they called him, was chosen to take his place.

One day weeks after this last promotion, sitting at the desk, with his father at another near by, he said: "Father, do you remember the day we came in to see if you could get a job?"

"As if it was yesterday."

"I never told you—I never told anybody—what that coming in did for me; but when I saw you, my father, standing behind this desk and asking the man sitting at it for work, for the first time in my life I realized the difference between the man at the desk and the man behind it and I made up my mind then that I would sit at that desk or at another and that you should sit at one near by as you are sitting there. The determination is carried out. Here we are and I am more than ever satisfied that if boys and young men could be made to feel as I did the fact that it makes all the difference in the world on which side of the desk they are going to stand, there would be fewer failures and more forceful, determined and successful men to-day in every walk of life."

Richard Malcolm Strong.

Probably few people appreciate how much chocolate is consumed in the United States every year and an interesting feature of it is that its use is increasing very rapidly. It is only twenty years ago that the imports of cocoa were nine million pounds. Last year sixty-three million pounds. Most of the product comes from the British West Indies, with Brazil second, Dutch Guiana third and Ecuador fourth. Cocoa could be raised much more than it is in Cuba and Puerto Rico. Since it has become so popular it is looked upon as a profitable enterprise. Chocolate carries a great deal of nourishment. Millions of pounds of it go into the manufacture of candy and tons of chocolate candy are consumed in this country every year.

Beware of liquid food for reflection that is imbibed through a straw.

Recent Business Changes in the Buckeye State.

Cincinnati—Ferdinand Delke, of the firm of F. Delke & Son, commission produce dealers, is dead.

Circleville—The grocery business formerly conducted by L. O. May will be continued by May & Cook.

Cleveland—The stock of the Kent Co., which conducted a department store, has been purchased by the Williams & Rodgers Co.

Coshocton—Donaldson Bros. will continue the business formerly conducted by the Lint Variety Store.

Coshocton—Mrs. W. H. Williams will continue the bakery business lately conducted by Williams & Pfons.

Dayton—Finke & Co., wholesale and retail dealers in notions, have formed a corporation with a capital stock of \$20,000.

Dayton—The Kinnard Manufacturing Co. has been incorporated with a capital stock of \$500,000 and will continue to manufacture paper specialties.

Dayton—J. T. Barlow & Co. will continue the retail dry goods and notion business formerly conducted by Legler, Barlow & Co.

Dayton—The New Century Manufacturing Co. is succeeded in the manufacture of rubber moulds and tanks by the Gordon Tank & Pump Co.

Dudley—E. J. Tilton succeeds Daniel Landaker in the general store business.

Hatton—F. T. Sawyer & Co., grain dealers, have gone out of business.

Hoytville—Sawyer & Co. will continue the general store business formerly conducted by R. C. Dewey & Co.

Newcomerstown—E. D. Swigert will continue the meat business formerly conducted by Swigert Bros.

New Lexington—Sheehan Bros. succeed Sheehan & Elder in the meat business.

New Philadelphia—J. L. Wallace, druggist, has retired from business.

Toledo—The Leonard Stove & Range Works will move to Bowling Green.

Wellston—Mrs. S. B. Evans is succeeded in the grocery business by Henry Pfenn.

Zanesville—Neder & Co. will continue the wholesale and retail dry goods business formerly conducted by Neder & Saba.

Cleveland—A receiver has been appointed for the U-Know Mfg. Co., which deals in pop corn specialties.

Columbus—The creditors of David H. Kaitz have filed a petition in bankruptcy.

Dayton—A petition in bankruptcy has been filed by the creditors of Frank Pfeffer, retail dealer in dry goods and notions.

Graysville—J. A. Poulton, dealer in general merchandise, has made an assignment.

Love holds within her ample space all wrecks, all ruins, all grief, all tears; and all the smiles, and sunshine, and beauty that mortals know, are each and all her priceless gifts, and hers alone.

Hardware Price Current

AMMUNITION

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

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

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

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

Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	Shot	Size Gauge

No.	Drs. of Powder	Shot	Size Gauge	Per 100
120	4	1 1/4	10	\$2 90
129	4	1 1/8	9	2 90
128	4	1 1/8	8	2 90
126	4	1 1/8	6	2 90
125	4 1/4	1 1/8	5	2 95
154	4 1/2	1 1/8	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/8	6	2 65
265	3 1/2	1 1/8	5	2 70
264	3 1/2	1 1/8	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	25		

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

Barrows			
Railroad	15 00		
Garden	33 00		

Bolts			
Stove	70		
Carriage, new list	70		
Flow	50		

Buckets			
Well, plain	4 50		

Butts, Cast			
Cast Loose Pin, figured	70		
Wrought, narrow	60		

Chain			
1/4 in. 5-16 in.	3/4 in.	1/2 in.	
Common	7 c.	6 c.	4 1/2 c.
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 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.	net. 75		
Corrugated, per doz.	1 25		
Adjustable	dis. 40 & 10		

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

Files—New List			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		

Galvanized Iron			
Nos. 16 to 20; 22 & 24; 25 and 26; 27, 28			
List	12	13	14 15 16 17
Discount, 70.			

Gauges			
Stanley Rule and Level Co.'s	60 & 10		
Glass			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		

Hammers			
Maydole & Co.'s new list	dis. 32 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		

Hinges			
Gate, Clark's 1, 2, 3	dis 60 & 10		

Hollow Ware			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		

Horse Nails			
Au Sable	dis. 40 & 10		

House Furnishing Goods			
Stamped Tinware, new list	70		
Japanese Tinware	dis. 10 & 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		

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		

Nails			
20 to 60 advance	Base		
10 to 16 advance	5		
8 advance	20		
6 advance	30		
4 advance	45		
3 advance	70		
2 advance	50		
Fine 3 advance	15		
Casing 10 advance	25		
Casing 8 advance	35		
Casing 6 advance	25		
Finish 10 advance	35		
Finish 8 advance	45		
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, Allaway Grade	7 50		
14x20 IX, Charcoal, Allaway Grade	9 00		
20x28 IC, Charcoal, Allaway Grade	15 00		
20x28 IX, Charcoal, Allaway Grade	18 00		

Ropes			
Sisal, 1/2 inch and larger	9 1/2		

Sand Paper			
List acct. 19, '86	dis 50		

Sash Weights			
Solid Eyes, per ton	28 00		

Sheet Iron			
Nos. 10 to 14	3 60		
Nos. 15 to 17	3 70		
Nos. 18 to 21	3 90		
Nos. 22 to 24	4 10		
Nos. 25 to 26	4 20		
No. 27	4 30		

Shovels and Spades			
First Grade, Doz.	5 50		
Second Grade, Doz.	5 00		

Solder			
1/4 @ 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		

Tin—Allaway Grade			
10x14 IC, Charcoal	9 00		
14x20 IC, Charcoal	9 00		
10x14 IX, Charcoal	10 50		
14x20 IX, Charcoal	10 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			
Bright	80-10		
Screw Nyes	80-10		
Hooks	80-10		
Gate Hooks and Nyes	80-10		

DRY GOODS

Weekly Market Review of the Principal Staples.

Gray Goods—The gray goods market on the whole has been less active, but in spite of the falling off in business the stability of values has been maintained. Converters, outside of the lining converters, have bought sparingly the past week as they now feel satisfied that the market will not show any strong advances, for a while at least. Their recent large purchases of prints and heavier goods were made with the idea of an advancing market, and while they did not need the goods at once, they purchased to protect themselves. Converters are now very well stocked with a full quota of cloths and have on hand a very large amount of finished goods. As finished goods have been in very poor shape for some time, and have only recently shown a tendency towards improvement, converters have not felt disposed to operate very freely. It is believed, however, that they will soon again be in the market for both wide and narrow goods and will feel better disposed to paying market prices than they have been. The Fall River mills and other similar Eastern plants are no better fixed than they were a month ago. It is taken for granted that they have two months' business booked.

Bleached Goods—Bleached goods for the home trade are quiet, but prices seem to be more strongly in the hands of owners than has previously been the case. Some export business has been done in bleached goods, but not enough to affect the situation. Stocks in jobbers' hands are quite sizable, but it is expected that they will be moved along in short order. Wide goods are in a little better demand.

Fancy White Goods—For spring, 1906, fancy white waistings are slated as the leading cloths. Importers say that their leading lines will be on the order of the brocades with the jacquard work perhaps not so prominent as in the previous season's goods. White cheviots will also be a feature, as will fancy mercerized goods. In fact, another white season is looked for, according to present indications.

Cotton Underwear—A very large amount of heavyweight business was put through the New York selling offices during the week, and added to the large business of the past few weeks places many of the mills in a very independent position as regards the remainder of the present season. There is probably not a mill not in a position to take on additional business, but there are quite a number of manufacturers who are not able to take on much new business. With the selling end of the business well taken care of for the season, manufacturers are beginning to take on that air of independence which is quite natural, and it would not be sur-

prising in the least if in the near future some disposition was shown to place the values of goods on a higher plane. Within the past month prices on nearly all counts of yarns have appreciated fully 1c per pound and there is a tendency toward further advances. With the prices which knitters of underwear are getting for their goods, it can not be seen where profits are being made, and the knitters are beginning to feel so themselves. On certain unimportant lines of goods knitters a few weeks ago advanced their prices 12½c per dozen and were able to get enough additional business at the advanced rates to close out their lines. With the success that was made on these lines, knitters making standard fleeces and ribs should follow suit, and it is probable that they will in the very near future. The buying fever with the jobbers seems to have taken in sections. Western jobbers as a rule have placed nearly all their heavyweight business with the mills and much of the business of the Eastern jobbers has been booked. Southern jobbers are only credited with their initial orders.

?

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



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.



We face you with facts and clean-cut educated gentlemen who are salesmen of good habits. Experienced in all branches of the profession. Will conduct any kind of sale, but earnestly advise one of our "New Idea" sales, independent of auction, to center trade and boom business at a profit, or entire series to get out of business at cost.

G. E. STEVENS & CO.

209 State St., Suite 1114, Chicago.
N. B. You may become interested in a 200-page book by Stevens, entitled "Wicked City," story of a merchant's siege with bandits. If so, merely send us your name and we will write you regarding it when ready for distribution.

This May Interest You



We have a complete line of **SHIRT WAISTS** made up in the latest style and are very sightly. They are made of the following materials: Embroidered Swiss, Embroidered Lawns, Mercerized Materials, India Linons, Percales, etc.

Prices ranging from \$4.50 to \$18 per dozen. Write for sample assortment.

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.

but it is expected that they will soon be in the market with their duplicate orders and these are expected to be very heavy. Much was said of sub-standard fleeces a month or two ago, but little is heard about them of late. The initial business that was taken at the low prices prevailing then, it is believed, will not be delivered, or at least a good part of the business will not be. Women's ribbed goods, which have been selling at so low a price throughout the first half of the season, are not being offered so freely and knitters are diverting their energies to more profitable goods. Standard 14-pound fleeces are in most cases offered at \$3.25 and some at \$3.35, but the lower price prevails.

Cotton Hosiery—The volume of trade has been greater in the heavy-weight lines of hosiery than in the heavyweight lines of underwear. During the past week or two jobbers have been larger buyers than for a very long period of time. To date more heavy goods have been sold than has been the case for years and a still larger business is looked for. On certain lines, particularly full seamless fleeces, the market is well sold up and knitters who have been able to take business have been able to get better prices than was the case a few weeks ago. Those knitters who run on lightweight goods throughout the year would be in a better position if they could divert their productions off to heavier goods, and this will probably be done if market conditions denote a scarcity in certain lines. On women's fleeces a scarcity is looked for and already prices have been marked \$1@1.02½ for women's 2½ pound 176-needle full seamless fleeces. There seems to be a preference for seamless goods over full-fashioned goods, regardless of quality. Some of the largest mills are reported as all sold up on hosiery and in the course of the next ten days it is expected that many of the lesser mills will report the same conditions.

Woolen and Worsted Underwear—Woolen and worsted, as well as merino underwear makers, are well sold up as a rule, but belated jobbers continue to come into the market to place orders and also to learn that they have been obliged to pay higher prices for their goods than they would have done had they come in earlier. A majority of the mills are working overtime in order that they may make deliveries promptly, but with the additional business in sight it is believed that orders will be delayed somewhat. In worsteds, the higher priced goods seem to have had the advantage of the business. The better lines are sold far ahead of the cheaper grades. Women's lightweight goods in combination and in single garments have been large sellers and mills running on the same have had about all they could do. On merino underwear, particularly men's standard goods, a very large business has been done. The better lines, in shirts that retail from \$1.50 upwards, have the call and there is much more business in sight.

Woolen and Worsted Hosiery—Nearly all lines of heavy wool ho-

siery and light worsted goods are well sold ahead and makers show no disposition to go beyond what business they already have on hand. Athletic goods in woolen and worsted have had a larger call this season than in any previous season and prices have advanced in proportion to the demand.

Jackets and Sweaters—Sweater and jacket makers as a rule are very busy, but they have not been able to get any higher prices for their goods, owing to the large surplus stock of inferior goods in the market. Men's regular and vest necked sweaters have the preference over all others. In jackets the medium and high priced tight-sleeved goods for women are well sold up. Juvenile sweaters are not in good shape.

Carpets—Reports of a better feeling in retailing and jobbing circles have been heard, but the season has too far advanced for this news to have any effect on the present season's business. As has been said in a previous report, a majority of the manufacturers have discounted what business would come into the market between the present season and the new season, and many of them are making ready for the opening in May. Several representatives of the large ¾ carpet manufacturers were in the New York market the past week and the fact that they could secure wools in only thousand pound lots goes to show what the wool situation is at the present time and what effect it will have on the coming season. Jobbers have kicked because present prices are more than what the retailers and the general public want to pay, but unless something radical takes place in the course of a few weeks' time, which is not likely, the prices for the carpets to be sold next season will be much higher than they now are. The shortage of wool that is in evidence now will mean the loss of thousands of dollars to the carpet manufacturers, it is believed, and unless business is done on altogether different lines from what it has been done this season, sales for the coming season will be greatly reduced.

Slight Misunderstanding.

To the hosiery department of a Monroe street store went a woman leading by the hand a dark-skinned, black-haired little boy. To the salesgirl, she said:

"I want a pair of stockings for my little boy. Six is the size, I think. At any rate, it is the number that goes with a No. 10 shoe."

"Five and one-half is the size," said the girl. "What color?"

"Black, I think. Lisle thread."

"Feet white or black?" asked the salesgirl.

The woman looked dazed, then angry. "You impertinent hussy!" she gasped. "Of course my boy's feet are white. I'll report you to the management and withdraw my custom from the store."

The girl cried, the floorwalker bustled up, and it took half an hour to make satisfactory explanations.

Secret sins do not have secret consequences.

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

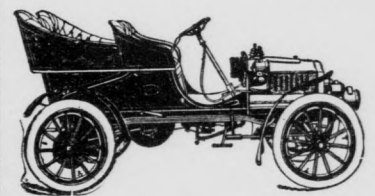
Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

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

You Can Make Gas

100 Candle Power
Strong at

15c a Month

by using our

Brilliant Gas Lamps

We guarantee every lamp
Write for M. T. Catalog. It tells all about them and our gasoline system.

Brilliant Gas Lamp Co.
42 State St., Chicago



RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

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; Treas-
urer, W. V. Gawley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, De-
troit; 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.

Tribute to the Memory of the Late Mr. Peake.

A. F. Peake is dead.

Jovial, big-hearted, honest Peake is dead.

For twenty-five years his cheerful smile and contagious laugh were welcomed in every town and city of Michigan and Wisconsin and none of his customers or his friends or rivals of the road but what felt better after meeting this big, optimistic, ever-sanguine, whole-souled fellow.

And now he is dead. His last order has been taken; his laugh is but an echo; he has signed the register in the Land Eternal; we shall see him no more.

But we will not forget him. And we will miss him. No meeting of the Knights of the Grip or of the U. C. T. will seem complete without Peake. Always ready to fight for the right as he saw it; always the first to fight for the rights of his chosen profession and his fellow commercial travelers, even his warmest opponents were ever ready to give him credit for sincerity and honesty of purpose.

He was ever ready to extend comfort and aid to those in sorrow or trouble. He believed that "post mortem kindness cheers no burdened spirit and roses on the coffin cast no fragrance on the lonely way." He tried in his own way to strew the flowers of love along the path of life and many a man will bear testimony of his kindness.

He died as he lived—a smile upon his face and his last thought for his loved ones. He died as he wanted to die. Possibly the writer was closer to him than anyone not of his immediate family. A. F. Peake was not a professor of religion, but he was religious in the sense that he had a high and profound respect for all things religious. He believed in a hereafter; he lived according to his belief.

"When my call comes, I hope I pass out without warning. I do not want to be a burden to my friends or myself with a long illness. But I am not in a hurry," he said to the writer only the Sunday before the message came that took him to the territory beyond. His wish was granted, but the suddenness of the call leaves us to listen for his cheery laugh and expect the warm clasp of his hearty handshake.

He lived a good life. Those who knew him best gave him the greatest respect and love for his many sacrifices for his family. He loved his home. He loved his family. They

were ever in his thoughts. He had unhappy moments. Who of us has not? But the outside world never heard a whisper of complaint from him. Not even his nearest friends knew all his grief.

Peake was not rich in this world's goods. His greatest wealth consisted of the many friends who sincerely mourn his loss. He left his children well provided for, however, and, had he lived, he would have accomplished many things for his family, for his business was successful and he was on the way to financial ease.

When he lost his wife last summer his only thought was for his little girl and his son. And now he has gone. He has pierced the mystery that curtains the future from us. He has solved the problem that we all must solve sooner or later. His hopes and his fears, his joys and disappointments are buried with his body. His children have lost a good father. We mourn a true friend. The world has lost a man.

While we have deposited his remains in the grave, we will cherish his memory in our hearts, and our recollections of his kindly life will be the sincerest monument that we can erect.

Thy day has come, not gone;
Thy sun has risen, not set;
Thy life is now beyond
The reach of death or change,
Not ended, but begun,
O noble soul, O gentle heart, Hail
and farewell.

Leo A. Caro.

[Mr. Caro was in Texas at the time of Mr. Peake's death and far from either postoffice or telegraph station and did not learn the sad news until five days after the funeral. Mr. Caro and the deceased were very intimate for over twenty years and no one in Michigan knew Mr. Peake better than did Leo A. Caro, who for many years was associated with him in the T. P. A. and Knights of the Grip.—Editor.]

One Source of Error To Be Eradicated.

The Tradesman was recently solicited by the present State Dairy and Food Commissioner to make such suggestions as it might deem pertinent relative to the work of the Department. Acting on this invitation, two suggestions were made to Commissioner Bird, one of which he has very readily adopted. The suggestion was that no analysis be published in the Bulletin until it has first been verified by the manufacturer whose goods are under scrutiny where the samples are taken from a bulk package. Of course, where an unbroken package is obtained and analysis made, this suggestion would not apply, but many reprehensible acts of injustice have occurred through the inspectors taking goods from a bulk lot and accepting off hand the statement of the merchant that the goods were from a certain house, when subsequent investigation proved that the goods never came from that house at all. The following letter covers Mr. Bird's position on this important question:

Lansing, April 1—I am in receipt of your esteemed favor of recent date and wish to thank you most kindly

for the acceptance of my suggestion that you render this Department such co-operation as you may from time to time deem expedient.

In reply to your two recommendations, permit me to state that so far as No. one is concerned, there is no doubt at all in my mind as to my duty in the matter, and you are free to state in any way you see fit, publicly or privately, that no analysis of the food products of any reputable house will be published in the Bulletin until such house has had an opportunity to be heard. My ruling in this matter is based entirely upon my desire to do no injustice to legitimate business interests through any possible errors, which, as you are well aware, are liable sometimes to occur.

Regarding the second recommendation, I will take the matter under advisement and reserve my decision until some future day. In the meantime, I trust I may be able to talk this matter over with you either in Grand Rapids or in this city.

Again thanking you for the interest you have taken in the Department and its work, I beg to remain,

A. C. Bird,

State Dairy and Food Commissioner.

How do you expect other people to believe in you if you don't believe in yourself?

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 commands it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.

AUTOMOBILE BARGAINS

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

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

Successful Salesmen Attention

We want a few more specialty salesmen of marked ability and good character.

Are You under your present engagement so restricted that you are unable to exercise the talents you possess?

Our line, the best and largest assortment of scales and cheese cutters in the world, positively assure you unlimited possibilities and exceptional advantages.

300 MEN NOW IN THE FIELD.

You can enjoy a freedom which is rare in business life, and an independence which is very unusual. Be master of your own time and movements.

If You are the possessor of requisite mental qualities and energy, You can with a little wealth, quickly achieve results and accumulate profits which could not be paralleled in other lines of business by men without large capital.

Careful instruction and training free.

MONEYWEIGHT SCALE COMPANY,
Office 47 State St., Chicago, Ill.

The Kent County Savings Bank OF GRAND RAPIDS, MICH.

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

A Good Investment Citizens Telephone Co.'s Stock

has for years earned and paid quarterly cash dividends of 2 per cent. and has paid the taxes.

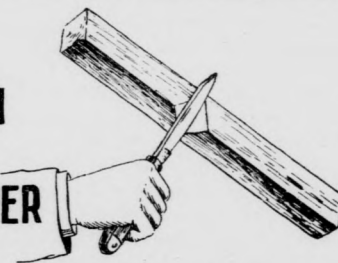
You Can Buy Some

Authorized capital stock, \$2,000,000; paid in, \$1,750,000. In service nearly nine years. More than 20,000 phones in system.

Further information or stock can be secured on addressing the company at Grand Rapids, Michigan

E. B. FISHER, Secretary

TALLY 1 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 triplicate 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.

Liability of a Common Carrier For Loss of Baggage.

A common carrier is a carrier that makes a business of carrying for hire and for the general public. The general rule is that a common carrier is liable for a loss of goods which he agrees to carry under all circumstances, save such as arise from an act of God or the public enemy. In general, a passenger's baggage comes within this rule, even although there is nothing paid to the carrier specifically for the transportation of the baggage separate and apart from what is paid for the transportation of the passenger.

The term "baggage" under the law may mean what one carries for personal convenience in traveling, such as a trunk containing wearing apparel for use; or such effects as commercial travelers' samples; or effects that one carries in the hand as hand baggage.

The liability of the common carrier in these three cases is not the same. We will discuss first ordinary baggage, for which the passenger pays no extra charge, it being assumed that the charge for his passenger ticket covers it also, and which he places in the care of the carrier. In general, as we have seen, for this sort of baggage a common carrier is liable, and proof on his part that he has not been guilty of negligence will not absolve him from liability for loss.

The courts have laid down what may be included in the term "ordinary baggage," saying that it must be such effects carried by the passenger as are for his convenience in travel and while at his destination, suited in amount and character to his station in life. The law will look to the person's station in life, habits, tastes, etc. In one case a Russian lady of wealth, traveling in this country, was held entitled to reimbursement for loss on \$10,000 worth of lace carried in her trunk for her own use. In another case a German, traveling in this country with six dozen shirts among his effects, was permitted to hold these as baggage, for the reason that in Germany it is customary to keep on hand large quantities of linen, since washing is done less frequently in that country than in America. The purpose of the journey will determine something. One going on a fishing excursion might claim as baggage things which if going away to school, or going into the military service, he might not so claim. It is necessary to take into account the station in life, the business, the object of the journey, the character of the effects, as to whether they are personal or not, and the reasonableness of the amount. Among the things declared not to have been baggage in the ordinary sense as here treated are bedding and household goods, presents, jewelry, etc., not intended to be worn, and the samples of a traveling salesman.

There is a law of Congress dealing with this subject so far as it affects articles shipped as baggage on vessels. Under that law watches not intended for use on the journey, a muff carried by a male passenger,

money of a large amount, are held not to be baggage; so with stage properties, costumes, advertising matter. For such things among his baggage as are not reasonably suited to the passenger en route, or at his destination, the carrier is not liable where he can prove that he was not negligent.

If, of course, the carrier accepts as baggage something that is not, at the same time knowing that it is not, he is liable for it as baggage.

One may not carry another's baggage with him as his own and in case of loss hold the carrier liable irrespective of the carrier's negligence. This does not prevent one carrying articles hired or borrowed, where they fall within the proper description of ordinary language, and for the loss of such things he is entitled to reimbursement in case of loss as under the general rule.

If a passenger gave no consideration at all for the carrying of himself and his baggage, as where he rides on a free pass, the carrier is not liable under the rule, excepting when he can be proven to have been grossly negligent. If, however, there was anything valuable given for the pass, even although it be not money, as, for instance, where the user of the pass gives advertising space in a publication, or services, the carrier is liable under the general rule.

In this talk we have been discussing such baggage as is put into the control of the carrier, as in the case of a trunk put into the hold of a ship or into the baggage car of a passenger train.

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

Buffalo, April 5—Creamery, fresh, 26@28 1/2c; dairy, fresh, 22@26c; poor, 17@20c; roll, 20@23c.

Eggs—Fresh, 17c.
Live Poultry—Chicks, 15c; fowls, 14@15c; ducks, 15@17c; geese, 12@13c.

Dressed Poultry—Turkeys, 17@20c; chicks, 15@17c; fowls, 13@16c; old cox, 11c; ducks, 15@17c; geese, 10@12c.

Beans—Hand picked marrows, new, \$2.75@3; mediums, \$2.25; peas, \$1.80; red kidney, \$2.50@2.60; white kidney, \$2.75@2.90.

Potatoes—Dull. Round white, 30c; mixed and red, 25@27c.

Rea & Witzig.

A Calumet correspondent writes: Irving Telling, a popular Chicago shoe man, is in the copper country. He now represents the Holland Shoe Co. He retains an interest but is no longer actively connected with Guthman, Carpenter & Telling. His new line is exclusively for boys and youths. Mr. Telling's place with his old firm has been taken by A. C. Montgomery, and the latter's position with the Smith-Wallace Shoe Co. has been filled by George B. Gordon.

Will Jones (Lemon & Wheeler Company), who has been spending the winter in California, will be home Saturday.

Hardware Dealers Touch Elbows For Sixth Time.

The sixth annual banquet of the Grand Rapids Retail Hardware Dealers' Association, which was held at the Livingston Hotel last evening, was in every respect the most enjoyable affair of the kind ever given under the auspices of the organization. A year ago the annual banquet was arranged to be held as usual, but the great flood on the West Side caused the postponement of the affair and, instead of holding the banquet later, the Association unanimously voted to turn the funds appropriated for the banquet over to the relief committee for the benefit of the homeless people on the West Side.

After a discussion of an elaborate menu, prepared and served in Landlord McLean's best style, Ex-President Karl Judson, who had been selected to act as toastmaster, introduced the literary portion of the programme with the following preliminary remarks:

It is not my purpose, gentlemen, at this time, to give you a lengthy address or to occupy much of your valuable time.

That you are delighted thus far with the program, and that the inner man has been fully satisfied, is shown by the happy look upon your faces.

I think you will agree with me that our Committee on Arrangements up to this point, at least, have scored a great hit and are to be congratulated. We have certainly feasted to our hearts' content on the good things of the land and, as you glance over your programs, I am sure you will be convinced that there is still a greater feast in store.

It will be served in courses. I happen to be the first course. That, as you know, is usually soup, so if my remarks are rather thin, you will understand it is only the soup course. Better things are to follow.

Before proceeding with the program, however, I want to express my gratitude to this Association for its hearty support and co-operation given me during the past year.

It has been especially gratifying to me, as your President, to note the perfect harmony and good fellowship which have always existed.

If this was all the Association had accomplished, it seems to me it would be worth what we have put into it.

The coming together in our monthly meetings, the heart-to-heart talks and discussions, you must agree have been of great benefit to all of us; but more than this has been accomplished in a business way, and we feel most emphatically that no dealer could put in two hours a month more profitably to himself or his business than to attend these hardware meetings.

This is looking at it from a purely selfish standpoint. On the other hand, what might this Association not accomplish if it had the active support of all its members.

What we have accomplished in our local Association during the past year is too familiar to you all to need any further rehearsing at this time. I would like to add a word, however, in behalf of the State Association.

In so far as the State is more far reaching than the city, just so far the influence of the State Association is more far reaching than the city Association. We are already indebted to the State Association for many valuable things, among them our excellent garnishment law; for stopping the distribution of catalogues from catalogue houses among the farmers and consuming classes through freight agents; the defeating of the parcels post bill by the National organization which is made up of the several State organizations. The State organization also says to the manufacturers, "If you want to do business with us, either stop selling goods to the catalogue houses or compel them to sell goods at a reasonable profit above the jobbing prices."

The result has been that many of the manufacturers have withdrawn the sale of their goods to the catalogue houses and now their goods reach the consumer through the regular hardware channels. Knowing these things, can we afford to withhold our support from the State organization?

We feel that our local Association here in Grand Rapids is well grounded and is here to stay. This is our sixth annual banquet.

The past year has been a profitable one to those of us who have attended the meetings, and with the new enthusiastic officers just elected, the outlook for the coming year is even brighter. Let us

give the new management our hearty support.

Sebastian Hazenberg read a paper on the Manufacture of Iron and Tin Plate, which will appear in the Tradesman of next week.

J. P. Seymour then read an excellent paper on Painters' Supplies in Connection with Hardware Trade, which will also appear in the next issue of the Tradesman.

Geo. G. Whitworth, who was naturally the star feature of the occasion, delivered an extemporaneous address on the subject of Success in the Hardware Business, which the Tradesman very much regrets it is unable to reproduce verbatim. It was fully up to the high standard established and maintained by the speaker and was listened to with rapt attention. The talk was interspersed with stories of a humorous character which served to illustrate the points the speaker sought to make.

E. A. Stowe delivered an address on Why Some Men Make a Failure of Business, which will be found elsewhere in this week's issue of the Tradesman.

Brief addresses of a volunteer character were made by Wilder D. Stevens, Sidney F. Stevens and W. C. Hopson.

The programme was interspersed with musical selections by the quartet, which were thoroughly enjoyed.

The Boys Behind the Counter.

Cedar Springs—Fred Skinner has finished his course in pharmacy and taken his old position in F. J. Chamberlin's store in Carson City. He took the recent examination in Grand Rapids and passed. He had just finished a course in the Ferris school at Big Rapids.

Adrian—A. B. Park, the dry goods dealer, has inaugurated a system of profit-sharing among his employees by distributing a certain percentage of the profits of his business among the employees. This amount will vary according to the success of the business. The first annual dividend for the year ending February 1, 1905, was about \$400, which was distributed among the clerks in proportion to the number of years each had been employed. This movement certainly will result in strengthening the store in every way.

Houghton—Lorenzo Bree, manager of the Atlantic Mining Co.'s store for the past six years, has resigned the position and is succeeded by George Davey, of Franklin. Mr. Bree is undecided as to his future, but will go to Hancock for the present, and it is understood that he intends to engage in business for himself in another field. Mr. Bree has made a good record for himself while managing the local store of the mining company. The charge is a big one and requires good business ability, which Mr. Bree possesses. Previous to coming to the Atlantic he had been employed in different stores at Calumet and had been in business for himself at Hancock.

Once there was a woman who was so helpless that she couldn't even draw a conclusion.



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—J. D. Muir, Grand Rapids.
 Sid A. Erwin, Battle Creek.
 W. E. Collins, Owosso.
 Meetings for 1905—Grand Rapids, March 21, 22 and 23; Star Island, June 26 and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.
 President—W. A. Hall, Detroit.
 Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
 Secretary—W. H. Burke, Detroit.
 Treasurer—E. E. Russell, Jackson.
 Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seltzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

How Henna Is Used for Dyeing the Hair.

Henna, when properly applied, imparts the fashionable reddish auburn color, when improperly applied, the hair often turns a greenish hue. This is said by some to be due to the presence of alcohol (added as a preservative) in the application, others claim that the natural oil in the hair has modified the properties of henna in order to bring about this unfortunate result, while still others claim that some of the ingredients used in shampooing and cleansing the hair are responsible.

The method of using it in the East is to infuse the leaves in warm water, let it stand two days, then boil and strain. This boiling should be repeated and the liquor evaporated to a strength of one in ten. Some claim that the hair must be first thoroughly freed from grease by shampooing. The hair must then be rinsed and well cleaned. The liquid should not be applied to the skin, as it stains it. Druggists, when asked for henna should sell only the leaves and warn the customer of danger, etc. Numerous damage suits have been brought against druggists by indignant ladies, who in place of the fondly-hoped-for auburn tresses, had acquired hair of a vivid green. It is best to be very careful and avoid all responsibility.
 M. Billere.

Dr. Pierce vs. Ladies' Home Journal.
 It may be of interest to your readers to hear about our "mix-up" with the Curtis Publishing Co., for printing statements in the Ladies' Home Journal for which we claim \$200,000 damages.

They alleged in answer a number of matters which we considered wholly irrelevant, and made a motion to have them stricken out, which the court granted. From this order they appealed and about two months ago the Appellate Division affirmed the order we obtained. They have now made an appeal to the Court of Appeals upon this question.

The defendant also made, six weeks ago, a motion to require us to state the particulars of our damages, our formula, the cost of the various ingredients going into it, the amount

of the loss on our sales, etc. This motion was denied. The previous appeal which they have taken will necessarily prevent the trial of the case until this point is decided. The Curtis Publishing Co. has admitted the entire falsity of the formula they published, and in the suit do not claim that it was true.

There seems to be a general impression among the druggists that we have settled the suit. Such is not the case.
 V. Mott Pierce.

Formula for Preserving Eggs.

Water-glass is recommended by the Department of Agriculture at Washington as the most effective method for keeping eggs next to cold storage. Water-glass or silicate of soda is sold as a syrupy liquid at wholesale as low as two cents per pound in carboy lots. The retail price varies, although ten cents per pound seems a common price. Dissolve one part of the syrup thick water-glass in ten parts, by measure, of water. Much of the water-glass offered for sale is very alkaline, which is a decided fault. Pure water should be used in making the solution, and it is best to first boil the water, then cooling it. Place the eggs in a clean vessel and cover with the solution. If wooden kegs or barrels are used, they should be thoroughly scalded. The eggs should be stored in a cool place; this is important. It is best not to wash the eggs before packing, as this removes the natural mucilaginous coating on the outside of the shell. One gallon of water-glass is said to be sufficient for fifty dozen eggs if they are properly packed.
 M. Billere.

Policeman Who Is a Doctor and Druggist.

Much interest has been taken in Camden, N. J., over the case of Police Sergeant Dr. David Bentley, since the Chief of Police has decided that it is against the rules of the police department for policemen to engage in any other business. Sergeant Bentley is not only a practicing physician, but also conducts a drug store. As far as can be learned, there is no complaint as to neglect of duty. He has become a physician and druggist since his appointment to the police force. He was young and ambitious and at once devoted his spare time to the study of medicine, and graduated with first honors in both medicine and pharmacy.

Obnoxious Drug Legislation.

West Virginia druggists are up in arms against certain bills now before the local House. One bill proposes that the druggist buy a license of \$50 and pay a fee of \$25 in order to have patent medicines analyzed by the State. Furthermore that the formula be placed on each proprietary. Another bill prohibits druggists from recommending any medicine. This would compel a person with the least ailment to buy a prescription from a doctor before buying a nickel's worth of medicine. The bills are stigmatized as gotten up to benefit physicians at the expense of the druggists and the proprietary trade.

Caution Against Adulteration.

The Committee on Adulterations of the N. W. D. A. urge a more careful examination of all drugs and chemicals by wholesalers, especially of imported goods. "A good work on the subject of adulterations, giving tests for identity and impurities, with a list of drugs and chemicals usually adulterated and their adulterants, would be a valuable adjunct, which would be appreciated by the drug trade in general. A number of specimens of crude drugs and chemicals of all sorts have been examined during the year and we are pleased to say that few articles merit criticism." Balsam Copaiba: twelve samples tested, all but two were impure. Several were largely adulterated with rosin, others containing fatty oils and gurgun balsam. Buyers of rhubarb root should be on the alert to detect an Austrian root that closely resembles prime Shensi. A quick way of detecting the spurious root is by breaking and weighing the pieces as the Austrian root is much lighter than the Shensi, and has neither the red fracture nor the pungent odor of the genuine rhubarb. In the examination of vanillin, coumarin and antipyrin look for acetanilid.

The Drug Market.

Opium—Is weak but unchanged.
 Morphine—Is steady.
 Quinine—Has declined 2c per ounce, on account of lower price at the bark sale at Amsterdam last Thursday.
 Acetanilid—As expected some time ago, has advanced 1c per pound.
 Alcohol—On account of competition, has declined.
 Citric Acid—Is very firm and tending higher.
 Bayberry Wax—Has again advanced and is tending higher on account of scarcity.
 Bromides—Are still selling at the low prices ruling, but are hard to get. Manufacturers are oversold.
 Glycerine—Is firm at the late decline.
 Menthol—Is weak and slightly lower.
 Oil Lemon—Is very firm and an advance is looked for.
 Oils Bergamot and Sweet Orange—Are in the same position.
 Oil Cloves—Has declined, on account of lower price for the spice.
 Celery Seed—Has advanced and is tending higher.

German Bromides Cut American Price.

A German bromide syndicate is making a big effort to capture the American market by means of a big cut, and offers potassium bromide at 15c per pound, sodium bromide at 17c, and ammonium bromide at 22c. The American makers have met the cut and the war is on.

That the abnormally low prices can be maintained indefinitely seems highly improbable, for those who are familiar with the industry declare that the present quotations are below the cost of manufacture, marketing and transportation. Taking into consideration the fact that the salt beds of

Michigan contain a larger proportion of bromide than any similar deposits yet discovered, and that the German product is subject to a duty of 25 per cent., it seems reasonable that the manufacturers of this country will have no difficulty in holding their own.

There are rumors of a conference between the German and American interests, looking to an agreement to protect prices. It seems as if the present would be the time to buy for druggists who are in a position to take advantage of the price.

Hatred always hurts the hater most of all.

Morton House Bouquet

3 for 25c, \$55 per 1,000
 Ten cts. straight, \$70 per 1,000

High grade in every respect, representing the choicest material and best workmanship which money can command.

Handled by all jobbers and by the manufacturers.

Geo. H. Seymour & Co.
 Grand Rapids

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.



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

Advanced—
Declined—

Manna, 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@ 20	Seidlitz Mixture..	20@ 22	Linseed, pure raw	46@ 49
Morphia, S N Y Q2	35@ 20	Sinapis	@ 18	Linseed, boiled ..	47@ 50
Morpha,	2 35@ 2 60	Sinapis, opt	@ 30	Neat's-foot, w str	65@ 70
Moschus Canton.	2 28@ 30	Snuff, Macaboy ..	@ 4	Spts. Turpentine.	58@ 62
Myristica, No. 1 ..	28@ 30	De Voës	@ 51		
Nux Vomica po 15	@ 10	Snuff, S'h DeVô's ..	@ 61	Paints	bbl L
Os Sepia	25@ 28	Soda, Boras	9@ 11	Red Venetian1%	2 @3
Pepsin Saac, H &		Soda, Boras, po ..	9@ 11	Ochre, yel Mars.1%	2 @3
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28	Ochre, yel Ber .1%	2 @3
Picis Liq N N ½		Soda, Carb	1½@ 2	Putty, commer12%	2¼@ 3
gal doz	@ 2 00	Soda, Bi-Carb	3@ 5	Putty, strictly pr2%	2¾@ 3
Picis Liq qts	@ 1 00	Soda, Ash	3¼@ 4	Vermilion, Prime ..	@ 2
Picis Liq pints ..	@ 60	Soda, Sulphas	@ 2	American	13@ 15
Piper Hydrarg po 80	@ 50	Spts, Cologne	@ 60	Vermilion, Eng.	75@ 80
Piper Nigra	@ 30	Spts, Elixer	50@ 55	Green, Peninsular ..	13@ 16
Piper Alba po 35	@ 30	Spts, Myrcia Dom ..	@ 2 00	Lead, red	6¾@ 7
Pix Burgun	@ 7	Spts, Vin Rect bbl	@ 10	Lead, white	6¾@ 7
Plumbi Acet	12@ 15	Spts, Vi'l R't ½ lb	@ 10	Whiting, white S'n ..	@ 90
Purvis Ip'e et Opil	30@ 1 50	Spts, Vi'l R't 5 gal	@ 10	Whiting Gilanders'	@ 95
Flyethrum, bxs H		Strychnia, Crystall	05@ 1 25	White, Paris Am'r ..	@ 25
& P D Co. doz.	@ 75	Sulphur Subl	.23% @ 34	Whit'g Paris Eng ..	@ 1 40
Pyrethrum, pv ..	20@ 25	Sulphur, Roll	.2½@ 3	cliff	@ 1 40
Quassiae	8@ 10	Tamarinds	8@ 10	Universal Prep'd 1	10@ 1 20
Quina, S P & W ..	23@ 33	Terebenth Venice ..	28@ 30		
Quina, S Ger	23@ 33	Theobromae	45@ 50	Varnishes	
Quina, N. Y.	23@ 33	Vanilla	9@ 00	No 1 Turp Coach 1	10@ 1 20
Rubia Tinctum ..	12@ 14	Zinci Sulph	7@ 8	Extra Turp	1 60@ 1 70
Saccharum La's ..	25@ 25			Coach Body	2 75@ 3 00
Salacin	4@ 50	Oils		No 1 Turp Furni	00@ 1 10
Sanguis Drac's ..	40@ 50			Extra T Damar .1	55@ 1 60
Sapo, W	12@ 14	Wheat, winter ...	70@ 70	Jap Dryer No 1 T	70@ 70

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

Col	1	2
A	Axle Grease	
B	Bath Brick	
C	Brooms	
D	Confections	
E	Canned Goods	
F	Carbon Oils	
G	Catsup	
H	Cheese	
I	Chewing Gum	
J	Chocolate	
K	Cocoa	
L	Cocoa Shells	
M	Coffee	
N	Crackers	
O	Dried Fruits	
P	Farinaceous Goods	
Q	Fish and Oysters	
R	Fishing Tackle	
S	Flavoring Extracts	
T	Fly Paper	
U	Fresh Meats	
V	Fruits	
W	Gelatine	
X	Grain Bags	
Y	Grains and Flour	
Z	Herbs	
AA	Hides and Pelts	
AB	Indigo	
AC	Jelly	
AD	Licorice	
AE	Lye	
AF	Meat Extracts	
AG	Molasses	
AH	Mustard	
AI	Nuts	
AJ	Nives	
AK	Pipes	
AL	Pickles	
AM	Playing Cards	
AN	Potash	
AO	Provisions	
AP	Rice	
AQ	Salad Dressing	
AR	Saleratus	
AS	Salt Soda	
AT	Salt	
AU	Salt Fish	
AV	Seeds	
AW	Shoe Blacking	
AX	Snuff	
AY	Soap	
AZ	Soda	
BA	Spices	
BB	Starch	
BC	Sugar	
BD	Syrups	
BE	Tea	
BF	Tobacco	
BG	Twine	
BH	Vinegar	
BI	Washing Powder	
BJ	Wick	
BK	Woodenware	
BL	Wrapping Paper	
BM	Yeast Cake	

1	2
AXLE GREASE	Plums
Frazer's	Pineapple
11lb. wood boxes, 4 dz. 3 00	Grated 1 25@2 75
11lb. tin boxes, 3 doz. 2 35	Sliced 1 35@2 55
3 1/2 lb. tin boxes, 2 dz. 4 25	Pumpkin
10lb. pails, per doz. 6 00	Fair 70
15lb. pails, per doz. 7 20	Good 80
25lb. pails, per doz. 12 00	Fancy 1 00
BAKED BEANS	Gallon 2 00
Columbia Brand	Raspberries
1lb. can, per doz. 90	Standard 75
2lb. can, per doz. 1 40	Russian Caviar 3 75
5lb. can, per doz. 1 80	1 1/2 lb. cans 7 00
BATH BRICK	1lb cans 12 00
American 75	Salmon
English 85	Col'a River, tails 1 75
BROOMS	Col'a River, flats. 1 85@1 90
No. 1 Carpet 2 75	Red Alaska 1 35@1 45
No. 2 Carpet 2 35	Fink Alaska 95
No. 3 Carpet 2 15	Sardines
No. 4 Carpet 1 75	Domestic, 1/2s 3 1/2@3 3/4
Parlor Gem 2 40	Domestic, Must'd 5 9
Common Whisk 85	California, 1/2s 11@14
Fancy Whisk 1 20	California, 1/4s 17@24
Warehouse 3 00	French, 1/4s 7 14
BRUSHES	French, 1/2s 18 28
Scrub	Shrimps
Solid Back, 8 in 75	Standard 1 20@1 40
Solid Back, 11 in 95	Succotash
Pointed ends 85	Fair 95
Stove	Good 1 10
No. 3 75	Fancy 1 25@1 40
No. 2 1 10	Strawberries
No. 1 1 75	Standard 1 10
Shoe	Fancy 1 40
No. 8 1 00	Tomatoes
No. 7 1 30	Fair 80
No. 4 1 70	Good 85
No. 3 1 90	Fancy 1 15@1 45
BUTTER COLOR	Gallons 2 50@2 60
W. R. & Co.'s, 15c size. 1 25	CARBON OILS
W. R. & Co.'s, 25c size. 2 00	Barrels
CANLIES	Perfection 10 1/2
Electric Light, 8s 9 1/2	Water White 13
Electric Light, 16s 10	D. S. Gasoline 13
Paraffine, 6s 9 1/2	Deodor'd Nap'a 11 1/2
Paraffine, 12s 9 1/2	Cylinder 29 34 1/2
Wicking 20	Engine 16 22 1/2
CANNED GOODS	Black, winter 9 10 1/2
Apples	CATSUP
3 lb. Standards 75@80	Columbia, 25 pts. 4 50
Gals. Standards 1 90@2 00	Columbia, 25 1/2 pts. 2 60
Blackberries	Snider's quarts 3 25
Standards 85	Snider's pints 2 25
Beans	Snider's 1/2 pints 1 30
Baked 80@1 30	CHEESE
Red Kidney 85@95	Acme 15
String 70@1 15	Carson City 14
Wax 75@1 25	Poorless 16
Blueberries	Elsie 16
Standard 1 40	Emblem 15
Brook Trout	Gem 14 1/2
Gallon 5 75	Ideal 16 1/2
2lb. cans, s. piced 1 90	Jersey 16 1/2
Clams	Riverside 16 1/2
Little Neck, 1lb. 1 00@1 25	Warner's 15 1/2
Little Neck, 2lb. 1 50	Brick 16
Clam Bouillon	Adam 20
Burnham's 1/2 pt. 1 90	Leiden 15
Burnham's, pts 3 60	Limburger 16 1/2
Burnham's, qts 7 20	Sap Sago 20
Cherries	Swiss, domestic 14 1/2
Red Standards 1 30@1 50	Swiss, imported 20
White 1 50	CHEWING GUM
Corn	American Flag Spruce 55
Fair 75@90	Beeman's Pepsin 60
Good 1 00	Black Jack 60
Fancy 1 25	Largest Gum Made 60
French Peas	Sen Sen 55
Sur Extra Fine 22	Sugar Loaf Perf. 1 00
Extra Fine 13	Yuccatan 55
Fine 15	CHICORY
Moyen 11	Bulk 55
Gooseberries	Red 7
Standard 90	Eagle 4
Hominy	Frank's 7
Standard 85	Schenker's 6
Lobster	CHOCOLATE
Star, 1/2 lb. 2 15	Walter Baker & Co.'s 22
Star, 1lb. 3 75	German Sweet 28
Picnic Tails 2 60	Premium 41
Mackerel	Vanilla 28
Mustard, 1lb. 1 80	Caracas 35
Mustard, 2lb. 2 80	Eagle 28
Soused, 1 1/2 1 80	CLOTHES LINES
Soused, 2lb. 2 80	Sisal 55
Tomato 1lb. 1 80	60ft. 3 thread, extra. 1 00
Tomato, 2lb. 2 80	72ft. 3 thread, extra. 1 40
Mushrooms	90ft. 3 thread, extra. 1 70
Hotels 15@20	60ft. 6 thread, extra. 1 29
Buttons 22@25	72ft. 6 thread, extra. 1 50
Oysters	Cotton Victor
Coe, 1lb. 20	50ft. 1 10
Cove, 2lb. 21 70	60ft. 1 85
Cove, 1lb. Oval 21 00	
Peaches	
Pie 1 10@1 15	
Yellow 1 65@2 25	
Pears	
Standard 1 00@1 35	
Fancy 1 80	
Peas	
Marrowfat 90@1 00	
Early June 90@1 60	
Early June Sifted 1 65	

3

10ft. 1 60	Marshmallow 16
Cotton Windsor	Marshmallow Cream 17
50ft. 1 30	Marshmallow Walnut 17
60ft. 1 40	Mary Ann 8 1/2
70ft. 1 80	Malaga 11
80ft. 2 00	Mich Coco F's'd honey. 12
Cotton Braided	Milk Biscuit 8
40ft. 95	Mich. Frosted Honey. 12
50ft. 1 35	Mixed Picnic 11 1/2
60ft. 1 65	Molasses Cakes, Scol'd 9
Galvanized Wire	Moss Jelly Bar 12
No. 20, each 100ft. long 1 90	Muskegon Branch, Iced 11
No. 19, each 100ft. long 2 10	Newton 12
COCOA	Oatmeal Crackers 12
Baker's 35	Orange Slice 16
Cleveland 41	Orange Gem 9
Colonial, 1/2s 35	Penny Assorted Cakes 9
Colonial, 1/4s 33	Pilot Bread 7
Epps 42	Pineapple Honey 15
Huyler 45	Ping Pong 9
Van Houten, 1/2s 12	Pretzels, hand made 8 1/2
Van Houten, 1/4s 20	Pretzellettes, hand m'd 8 1/2
Van Houten, 1/8s 40	Pretzellettes, mch. m'd 7 1/2
Webb 72	Revere 15
Wilbur, 1/2s 28	Rube Sears 8
Wilbur, 1/4s 41	Scotch Cookies 10
Wilbur, 1/8s 42	Snowdrops 16
COCOANUT	Spiced Sugar Tops 9
Dunham's 1/2s 26	Sugar Cakes, scalloped 9
Dunham's 1/4s & 1/8s 26 1/2	Sugar Squares 9
Dunham's 1/8s 27	Sultanas 15
Dunham's 1/4s 28	Spiced Gingers 9
Bulk 13	Urchins 11
COCOA SHELLS	Vienna Crimp 9
20lb. bags 2 1/2	Vanilla Wafer 16
Less quantity 3	Waverly 10
Pound packages 4	Zanzibar 10
COFFEE	CREAM TARTAR
Rio	Barrels or drums 29
Common 12	Boxes 32
Fair 13	Square cans 30
Choice 15	Fancy caddies 35
Fancy 18	DRIED FRUITS
Santos	Apples
Common 12 1/2	Sundried 4 @ 1 1/2
Fair 13 1/2	Evaporated 6 @ 7
Choice 15	California Prunes
Fancy 18	100-125 25lb boxes 3
Peaberry	90-100 25lb boxes 3 1/2
Fair 15	80-90 25lb boxes 4
Choice 18	60-70 25lb boxes 4 1/2
Mexican	50-60 25lb boxes 5 1/2
Choice 16 1/2	40-50 25lb boxes 6 1/2
Fancy 19	30-40 25lb boxes 7 1/2
Guatemala	1/2c less in 50lb cases.
Choice 15	Citron
Java	Corsican 15
African 12	Currents
Peaberry 17	Imp'd. 1lb pkg. 6 1/2 @ 7
O. G. 25	Imported bulk 6 1/2 @ 7
F. G. 21	Peel
Mocha	Lemon American 12
Arabian 21	Orange American 12
Package	Raisins
New York Basis	London Layers, 3 cr 1 50
Arbuckle 13 00	London Layers 4 cr 1 95
Dilworth 12 50	Cluster 5 crown 2 60
Jersey 13 00	Loose Muscatels, 2 cr. 5
Lion 13 00	Loose Muscatels, 3 cr. 6
McLaughlin's XXXX	Loose Muscatels, 4 cr. 6 1/2
sold to retailers only. Mail all	L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2
orders direct to W. F.	L. M. Seeded, 1/2 lb 5 @ 6
McLaughlin & Co., Chi-	Sultanas, bulk 8
cazo.	Sultanas, packages 8 1/2
Extract	FARINACEOUS GOODS
Holland, 1/2 gro boxes. 95	Beans
Felix, 1/2 gross 1 15	Dried Lima 6
Hummel's foll. 1/2 gro. 1 85	Med. Hd. Pk'd. 1 75@1 85
Hummel's 1/2 1/2 gro. 1 43	Brown Holland 2 25
CRACKERS	Farina
National Biscuit Company's	24 1lb. packages 1 75
Brands	Bulk, per 100 lbs. 3 00
Butter	Hominy
Seymour Butters 6 1/2	Flake, 50lb sack 1 00
N Y Butters 6 1/2	Pearl, 200lb. sack 3 70
Salted Butters 6 1/2	Pearl, 100lb. sack 1 85
Family Butters 6 1/2	Maccaroni and Vermicelli
Soda	Domestic, 10lb box 60
N B C Soaps 6 1/2	Imported, 25lb box 2 50
Select 13	Pearl Barley
Saratoga Flakes 13	Common 2 25
Oyster	Chester 2 35
Round Oysters 6 1/2	Empire 3 50
Square Oysters 6 1/2	Peas
Faust 7 1/2	Green, Wisconsin, bu. 1 15
Argo 7	Green, Scotch, bu. 1 25
Extra Farina 7 1/2	Split, lb. 4
Sweet Goods	Rollled Oats
Animals 10	Roll'd Avenna, bbls. 4 35
Assorted Cake 11	Steel Cut, 100lb. sacks 2 00
Bagley Gems 9	Monarch bbl. 4 00
Belle Rose 9	Monarch, 100lb. sacks 1 85
Bent's Water 17	Quaker, cases 3 10
Butter Thin 13	Sago
Chocolate Drops 17	East India 3 1/2
Coco Bar 11	German, sacks 3 1/2
Cocoanut Taffy 12	German, broken pkg. 4
Coffee Cake, N. B. C. 10	Tapoca
Coffee Cake, Iced 10	Flake, 110lb. sacks 3 1/2
Cocoanut Macaroons 18	Pearl, 130lb. sacks 3
Cracknels 16	Pearl, 24 1lb. pkgs 5
Current Fruit 11	Wheat
Chocolate Dainty 17	Cracked, bulk 3 1/2
Cartwheels 10	24 2lb packages 2 50
Dixie Cookie 9	FISHING TACKLE
Fluted Cocoanut 11	1/4 to 1 in 6
Frosted Creams 9	1 1/2 to 2 in 7
Ginger Gems 9	2 to 3 in 11
Ginger Snaps, N B C 7 1/2	3 in 39
Grandma Sandwich 11	Cotton Lines
Graham Crackers 9	No. 1, 10 feet 5
Honey Fingers, Iced 12	No. 2, 15 feet 7
Honey Jumbles 12	No. 3, 15 feet 9
Iced Honey Crumple 12	No. 4, 15 feet 11
Imperial 9	No. 5, 15 feet 12
Indian Belle 15	No. 6, 15 feet 12
Jerry Lunch 8	No. 7, 15 feet 15
Lady Fingers 12	No. 8, 15 feet 18
Lady Fingers, hand m'd 25	No. 9, 15 feet 20
Lemon Biscuit Square 9	Linen Lines
Lemon Wafer 16	Small 26
Lemon Snaps 12	Medium 26
Lemon Gems 10	Large 34
Lem Yen 11	

4

10ft. 1 60	Marshmallow 16
Cotton Windsor	Marshmallow Cream 17
50ft. 1 30	Marshmallow Walnut 17
60ft. 1 40	Mary Ann 8 1/2
70ft. 1 80	Malaga 11
80ft. 2 00	Mich Coco F's'd honey. 12
Cotton Braided	Milk Biscuit 8
40ft. 95	Mich. Frosted Honey. 12
50ft. 1 35	Mixed Picnic 11 1/2
60ft. 1 65	Molasses Cakes, Scol'd 9
Galvanized Wire	Moss Jelly Bar 12
No. 20, each 100ft. long 1 90	Muskegon Branch, Iced 11
No. 19, each 100ft. long 2 10	Newton 12
COCOA	Oatmeal Crackers 12
Baker's 35	Orange Slice 16
Cleveland 41	Orange Gem 9
Colonial, 1/2s 35	Penny Assorted Cakes 9
Colonial, 1/4s 33	Pilot Bread 7
Epps 42	Pineapple Honey 15
Huyler 45	Ping Pong 9
Van Houten, 1/2s 12	Pretzels, hand made 8 1/2
Van Houten, 1/4s 20	Pretzellettes, hand m'd 8 1/2
Van Houten, 1/8s 40	Pretzellettes, mch. m'd 7 1/2
Webb 72	Revere 15
Wilbur, 1/2s 28	Rube Sears 8
Wilbur, 1/4s 41	Scotch Cookies 10
Wilbur, 1/8s 42	Snowdrops 16
COCOANUT	Spiced Sugar Tops 9
Dunham's 1/2s 26	Sugar Cakes, scalloped 9
Dunham's 1/4s & 1/8s 26 1/2	Sugar Squares 9
Dunham's 1/8s 27	Sultanas 15
Dunham's 1/4s 28	Spiced Gingers 9
Bulk 13	Urchins 11
COCOA SHELLS	Vienna Crimp 9
20lb. bags 2 1/2	Vanilla Wafer 16
Less quantity 3	Waverly 10
Pound packages 4	Zanzibar 10
COFFEE	CREAM TARTAR
Rio	Barrels or drums 29
Common 12	Boxes 32
Fair 13	Square cans 30
Choice 15	Fancy caddies 35
Fancy 18	DRIED FRUITS
Santos	Apples
Common 12 1/2	Sundried 4 @ 1 1/2
Fair 13 1/2	Evaporated 6 @ 7
Choice 15	California Prunes
Fancy 18	100-125 25lb boxes 3
Peaberry	90-100 25lb boxes 3 1/2
Fair 15	80-90 25lb boxes 4
Choice 18	60-70 25lb boxes 4 1/2
Mexican	50-60 25lb boxes 5 1/2
Choice 16 1/2	40-50 25lb boxes 6 1/2
Fancy 19	30-40 25lb boxes 7 1/2
Guatemala	1/2c less in 50lb cases.
Choice 15	Citron
Java	Corsican 15
African 12	Currents
Peaberry 17	Imp'd. 1lb pkg. 6 1/2 @ 7
O. G. 25	Imported bulk 6 1/2 @ 7
F. G. 21	Peel
Mocha	Lemon American 12
Arabian 21	Orange American 12
Package	Raisins
New York Basis	London Layers, 3 cr 1 50
Arbuckle 13 00	London Layers 4 cr 1 95
Dilworth 12 50	Cluster 5 crown 2 60
Jersey 13 00	Loose Muscatels, 2 cr. 5
Lion 13 00	Loose Muscatels, 3 cr. 6
McLaughlin's XXXX	Loose Muscatels, 4 cr. 6 1/2
sold to retailers only. Mail all	L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2
orders direct to W. F.	L. M. Seeded, 1/2 lb 5 @ 6

6	7	8	9	10	11
MUSTARD Horse Radish, 1 dz ... 1 75 Horse Radish, 2 dz ... 3 50 Bayle's Celery, 1 dz ... 3 50 OLIVES Bulk, 1 gal kegs ... 1.00 Bulk, 2 gal kegs ... 95 Bulk, 5 gal kegs ... 90 Manzanilla, 8 oz ... 90 Queen, pints ... 2 35 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 90 Stuffed, 8 oz ... 1 45 Stuffed, 10 oz ... 2 30 PIPES Clay, No. 216 ... 1 79 Clay, T. D., full count ... 65 Cob, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 5 50 Half bbls., 600 count ... 3 25 Small Barrels, 2,400 count ... 7 25 Half bbls., 1,200 count ... 4 25 PLAYING CARDS No. 90 Steamboat ... 85 No. 15, Rival, assorted ... 1 20 No. 20, Rover enameled ... 60 No. 572, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 808 Bicycle ... 2 00 No. 632 Tour'n whist ... 2 25 POTASH 48 cans in case Babbitt's ... 4 00 Penna Salt Co's ... 3 00 PROVISIONS Barreled Pork Mess ... 13 00 Fat back ... 14 00 Back fat ... 15 00 Short Cut ... 13 00 Bean ... 12 00 Pig ... 18 00 Brisket ... 13 50 Clear Family ... 12 00 Dry Salt Meats S P Bellies ... 8 3/4 Bellies ... 8 1/2 Extra Smoked Meats Hams, 12lb. average ... 10 Hams, 14lb. average ... 10 Hams, 16lb. average ... 10 Hams, 29lb. average ... 10 Skinned Hams ... 10 1/2 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) ... 13 Bacon, clear ... 9 1/2 @ 10 1/2 California Hams ... 7 Picnic Boiled Ham ... 11 Boiled Ham ... 16 Berlin Ham pr's'd ... 8 Mince Ham ... 10 Lard Compound ... 5 1/4 Pure ... 7 1/2 60lb. tubs, advance ... 1 1/2 80lb. tubs, advance ... 1 1/2 50lb. tins, advance ... 3 1/4 20lb. pails, advance ... 3 1/4 10lb. pails, advance ... 3 1/4 5lb. pails, advance ... 1 1/2 3lb. pails, advance ... 1 Sausages Bologna ... 5 Frankfort ... 6 1/2 Pork ... 6 1/2 Veal ... 8 Tongue ... 9 1/2 Headcheese ... 6 1/2 Beef Extra Mess ... 9 50 Boneless ... 10 50 Rump, new ... 10 50 Pig's Feet. 1/4 bbls ... 1 10 1/2 bbls., 40lbs. ... 1 75 3/4 bbls. ... 3 75 1 bbl. ... 7 75 Tripe Kits, 15 lbs. ... 70 3/4bbls., 40 lbs ... 1 50 1/2 bbls., 80lbs. ... 3 00 Casings Hogs, per lb. ... 28 Beef rounds, set ... 16 Beef middles, set ... 45 Sheep, per bundle ... 70 Uncolored Butterine Solid, dairy ... 10 Rolls, dairy ... 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 ... 2 50 Corned beef, 14 ... 17 50 Roast Beef ... 2 00 @ 2 50 Potted ham, 1/4 ... 45 Potted ham, 1/2 ... 45 Deviled ham, 1/4 ... 45 Potted tongue, 1/4 ... 45 Potted tongue, 1/2 ... 45 RICE Screenings ... 2 @ 2 1/4 Fair Japan ... 3 1/4 Choice Japan ... 4 1/4 Imported Japan ... 4 1/4 Fair Louisiana hd. ... 3 1/4 Choice La. hd. ... 4 1/4 Fancy La. hd. ... 4 1/2 Carolina ex. fancy ... 4 1/2 SALAD DRESSING Columbia, 1/2 pint ... 2 25 Columbia, 1 pint ... 4 50 Durkee's large, 1 doz. ... 4 50 Durkee's small, 2 doz. ... 5 25 Snider's large, 1 doz. ... 2 35 Snider's small, 2 doz. ... 1 35 SALARATUS Packed 60lbs. in box. Arm and Hammer ... 3 15	Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 L. P. ... 3 00 Wyandotte, 100 3/4s ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100lb cases ... 00 Lump, bbls ... 75 Lump, 145lb kegs ... 95 SALT Common Grades 100 3lb sacks ... 1 95 60 5lb sacks ... 1 85 28 10 1/2 sacks ... 1 75 56 lb. sacks ... 30 28 lb sacks ... 15 Warsaw 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 Solar Rock 56lb. sacks ... 20 Common Granulated, fine ... 80 Medium fine ... 85 SALT FISH Cod Large whole ... @ 7 Small Whole ... @ 6 1/2 Strips or bricks, 7 1/2 @ 11 Pollock ... @ 3 1/2 Hallbut Strips ... 14 Chunks ... 14 1/2 Herring Holland White Hoop, bbls 8 25 @ 9 25 White Hoop, 1/2 bbl 25 @ 5 00 White Hoop, keg, 58 @ 70 White hoop mchs ... @ 75 Norwegian ... @ Round, 100lbs ... 3 75 Round, 40lbs ... 1 75 Scaled ... 15 Trout No. 1, 100lbs ... 7 50 No. 1, 40lbs ... 3 25 No. 1, 10lbs ... 90 No. 1, 8lbs ... 75 Mackerel Mess, 100lbs. ... 13 50 Mess, 40lbs. ... 5 80 Mess, 10lbs. ... 1 65 Mess, 8lbs. ... 1 36 No. 1, 100lbs. ... 12 00 No. 1, 40lbs. ... 5 20 No. 1, 10lbs. ... 1 55 No. 1, 8lbs. ... 1 28 Whitefish No. 1 No. 2 Fam 100lb. ... 9 50 5 50 50lb. ... 5 00 2 10 10lb. ... 1 10 52 8lb. ... 90 44 SEEDS Anise ... 15 Canary, Smyrna ... 7 1/2 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cuttle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. ... 2 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rattle, in jars ... 43 SOAP Central City Soap Co. Jaxon ... 2 85 Boro Naphtha ... 4 00 Johnson Soap Co. Ajax ... 1 85 Badger ... 3 15 Borax ... 3 40 Calumet Family ... 2 35 China, large cakes ... 5 75 China, small cakes ... 3 75 Etna, 9 oz. ... 10 Etna, 8 oz. ... 2 30 Etna, 60 cakes ... 2 10 Galvanic ... 4 05 Mary Ann ... 2 35 Mottled German ... 2 25 New Era ... 2 45 Scotch Family, 60 cakes ... 2 30 Scotch Family, 100 cakes ... 3 80 Weldon ... 2 15 Assorted Toilet, 50 cartons ... 3 85 Assorted Toilet, 100 cartons ... 7 50 Cocoa Bar, 6 oz ... 3 25 Cocoa Bar, 10 oz ... 5 25 Senate Castile ... 3 50 Palm Olive, toilet ... 4 00 Palm Olive, bath ... 10 50 Palm Olive, bath ... 11 00 Rose Bouquet ... 3 40 J. S. Kirk & Co. American Family ... 4 05 Dusky Diamond, 50 8oz ... 2 80 Dusky D'nd, 100 6oz. ... 3 80 Jap Rose, 50 bars ... 3 75 Savon Imperial ... 3 10 White Russian ... 3 10 Dome, oval bars ... 2 85 Satinet, oval ... 2 15 Snowberry, 100 cakes ... 4 00 LAUTZ BROS. & CO. Acme soap, 100 cakes ... 2 85 Naphtha soap, 100 cakes ... 4 00	Big Master, 100 bars ... 4 00 Marseilles White soap ... 4 00 Snow Boy Wash P'w'r ... 4 00 Proctor & Gamble Co. Lenox ... 2 85 Ivory, 6 oz. ... 4 00 Ivory, 10 oz. ... 6 75 Star ... 3 10 A. B. Wrisley Good Cheer ... 4 00 Old Country ... 3 40 Soap Powders Central City Soap Co. Jackson, 16 oz ... 2 40 Gold Dust, 24 large ... 4 50 Gold Dust, 100-5c ... 4 00 Kirkoline, 24 4lb. ... 3 90 Pearline ... 3 75 Soapine ... 4 10 Babbitt's 1776 ... 3 75 Roseine ... 3 50 Armour's ... 3 70 Wisdom ... 3 80 Soap Compounds Johnson's Fine ... 5 10 Johnson's XXX ... 4 25 Nine O'clock ... 3 25 Rub-No-More ... 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots ... 9 00 Sapallo, half gross lots ... 5 50 Sapallo, single boxes ... 2 25 Sapallo, hand ... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes ... 1 80 Scourine, 100 cakes ... 3 50 SODA Boxes ... 5 1/2 Kegs, English ... 4 1/2 SOUPS Columbia ... 3 00 Red Letter ... 90 SPICES Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Canton ... 16 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken. ... 40 Cassia, Saigon, in rolls. ... 55 Cloves, Amboyana ... 18 Cloves, Zanzibar ... 12 Mace ... 12 Nutmegs, 75-80 ... 45 Nutmegs, 105-10 ... 35 Nutmegs, 115-20 ... 30 Pepper, Singapore, blk. ... 15 Pepper, Singp. white. ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 16 Ginger, African ... 15 Ginger, Cochon ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 28 Pepper, Cayenne ... 20 Sage ... 20 STARCH Common Gloss 1lb packages ... 4 @ 5 3lb packages ... 4 1/2 6lb packages ... 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels ... @ 2 1/2 Common Corn 20lb packages ... 5 40lb packages ... 4 1/2 @ 7 SYRUPS Corn Barrels ... 22 Half Barrels ... 24 20lb cans 1/2 dz in case ... 1 55 10lb cans 1/2 dz in case ... 1 50 5lb cans 1/2 dz in case ... 1 65 2 1/2lb cans 2 dz in case ... 1 70 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 30 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 India Ceylon, choice ... 32 Fancy ... 42	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 34 Hiawatha, 5lb pails ... 56 Hiawatha, 10lb pails ... 54 Telegram ... 30 Pay Car ... 30 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 44 Tiger ... 40 Plug Red Cross ... 31 Palo ... 35 Kyo ... 35 Hiawatha ... 41 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head, 7 oz. ... 47 Spear Head, 14 1/2 oz. ... 44 Nobby Twist ... 35 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 38 Piper Heidsieck ... 66 Boot Jack ... 8 Honey Dip Twist ... 40 Black Standard ... 40 Cadillac ... 40 Forge ... 34 Nickel Twist ... 52 25 Mill ... 32 Great Navy ... 36 Smoking Sweet Core ... 34 Flat Car ... 32 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kilo Dried ... 21 Duke's Mixture ... 40 Duke's Cameo ... 43 Myrtle Navy ... 44 Yum Yum, 1 1/2 oz. ... 39 Yum Yum 1lb pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1lb ... 22 Flow Boy, 1 1/2 oz. ... 39 Flow Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 1/2 oz. ... 38 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 30 Good Indian ... 25 Self Binder, 16oz, 8oz 20-22 Silver Foam ... 24 Sweet Marie ... 22 Royal Smoke ... 42 TWINE Cotton, 3 ply ... 20 Cotton, 4 ply ... 20 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 VINEGAR Malt White Wine, 40gr 8 Malt White Wine, 80gr 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 WICKING No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels, ... 1 10 Bushels, wide band ... 1 60 Market ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 00 Willow Clothes, med'm ... 6 00 Willow Clothes, small ... 5 50 Bradley Butter Boxes 2lb size, 24 in case ... 72 3lb size, 16 in case ... 68 5lb size, 12 in case ... 63 10lb size, 6 in case ... 60 Butter Plates No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60 Churns Barrel, 5 gal., each ... 2 40 Barrel, 10 gal., each ... 2 55 Barrel, 15 gal., each ... 2 70 Clothes Pins Round head, 5 gross bx ... 55 Round head, cartons ... 75 Egg Crates Humpty Dumpty ... 2 40 No. 1, complete ... 32 No. 2, complete ... 18 Faucets Cork lined, 8 in. ... 65 Cork lined, 9 in. ... 75 Cork lined, 10 in. ... 85 Cedar, 7 in. ... 55 Mop Sticks Trojan spring ... 90 Eclipse patent spring ... 85 No. 1, common ... 75 No. 2, pat. brush holder ... 85 12lb. cotton mop heads ... 1 40 Ideal No. 7 ... 90	Pails 2-hoop Standard ... 1 60 3-hoop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 Tubs 20-in., Standard, No. 1 ... 1 70 18-in., Standard, No. 2 ... 2 60 16-in., Standard, No. 3 ... 3 00 20-in., Cable, No. 1 ... 7 50 18-in., Cable, No. 2 ... 6 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 50 Single Peerless ... 2 75 Northern Queen ... 2 75 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 65 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 2 00 17 in. Butter ... 3 25 19 in. Butter ... 4 75 Assorted, 13-15-17 ... 2 25 Assorted 15-17-19 ... 3 25 WRAPPING PAPER Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 4 Butcher's Manila ... 2 1/2 Wax Butter, short c't 13 ... 13 Wax Butter, full count 20 ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz ... 1 15 Yeast Cream, 3 doz ... 1 00 Yeast Foam, 1 1/2 doz ... 58 FRESH FISH Per lb. Jumbo Whitefish ... 11 @ 12 No. 1 Whitefish ... @ 9 Trout ... @ 9 1/2 Black Bass ... 12 @ 12 1/2 Halibut ... 12 @ 12 1/2 Ciscos or Herring ... @ 5 Bluefish ... 11 @ 12 Live Lobster ... @ 35 Boiled Lobster ... @ 35 Cod ... @ 12 1/2 Haddock ... @ 8 Pike ... @ 9 Perch, dressed ... @ 7 Smoked White ... @ 12 1/2 Red Snapper ... @ Col. River Salmon ... @ 11 Mackerel ... 15 @ 16 OYSTERS Cans Per can F. H. Counts ... 2 00 Extra Selects ... 1 65 Selects ... 1 40 Standards ... 1 15 Anchors ... 22 Standards ... 19 Favorites ... 19 Bulk Oysters F. H. Counts ... 2 25 Extra Selects ... 1 75 Selects ... 1 60 Standards ... 1 25 Perfection Standards ... 1 25 Clams ... 1 25 Shell Goods Per 100 Clams ... 1 25 Oysters ... 1 25 HIDES AND PELTS Hides Green No. 1 ... 9 Cured No. 1 ... 10 Cured No. 2 ... 9 Calfskins, green No. 1 ... 13 Calfskins, green No. 2 ... 11 1/2 Calfskins, cured No. 1 ... 13 1/2 Calfskins, cured No. 2 ... 12 Steer Hides, 60lbs, over 10 1/4 Pelts Old Wool ... 90 @ 2 00 Shearings ... 25 @ 80 Tallow No. 1 ... @ 4 1/2 No. 2 ... @ 3 1/2 Wool Unwashed, medium 22 @ 27 Unwashed, fine ... 14 @ 20	CONFECTIONS Stick Candy Pails Standard ... 8 Standard H. H. ... 8 Standard Twist ... 8 1/2 Cut Loaf ... 9 Jumbo, 32lb. ... 8 Extra H. H. ... 9 Boston Cream ... 10 Old Time Sugar stick ... 12 30lb case ... 12 Mixed Candy Grocers ... 6 1/2 Competition ... 7 1/2 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 10 Broken ... 8 Cut Loaf ... 9 Leader ... 8 1/2 Kindergarten ... 9 Bon Ton Cream ... 9 French Cream ... 10 Star ... 11 Hand Made Cream ... 15 Premio Cream mixed ... 13 O F Forehead Drop ... 11 Fancy-In Pails Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 11 Starlight Kisses ... 11 San Blas Goodies ... 12 Lozenges, plain ... 11 Lozenges, printed ... 11 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Eureka Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 8 1/2 Moss Drops ... 11 Lemon Sours ... 11 Imperial ... 11 Ital Cream Opera ... 12 Ital Cream Bon Bons ... 12 20lb pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Topazolas ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 60 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. Lt. and Dark No. 12 ... 1 00 Bitter Sweets, ass'd ... 1 25 Brilliant Gums, Cryst. ... 60 A. A. Licorice Drops ... 90 Lozenges, plain ... 60 Lozenges, printed ... 60 Imperial ... 60 Mottos ... 60 Cream Bar ... 65 G. M. Peanut Bar ... 55 Hand Made Cr'ms, 80 @ 90 Cream Buttons, Pep. ... 65 and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 60 Old Time Assorted, 25 lb. case ... 2 75 Buster Brown Goodies ... 30 Up-to-Date Assmt, 32 lb. case ... 3 75 Ten Strike Assortment No. 1 ... 6 50 Ten Strike No. 2 ... 6 00 Kalamazoo Specialties Hanselman Candy Co. Chocolate Malze ... 18 Gold Medal Chocolate ... 18 Almonds ... 18 Chocolate Nugatines ... 18 Quadruple Chocolate ... 15 Violet Cream Cakes, bx90 ... 15 Gold Medal Creams, pails ... 13 1/2 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 100s ... 50 Pop Corn Toast, 100s ... 50 Cracker Jack ... 3 00 Pop Corn Balls, 200s ... 1 25 NUTS-Whole Almonds, Tarragona ... 15 Almonds, Avica ... 15 Almonds, California soft shell, new ... 15 @ 16 Brazil ... 13 @ 14 Filberts ... 13 Cal. No. 1 ... 14 @ 15 Walnuts, soft shelled ... 12 Walnuts, Chili ... 12 Table nuts, fancy ... 13 Pecans Med. ... 10 Pecans, ex. large ... 11 Pecans, Jumbos ... 12 Hickory Nuts pr bu ... 15 Ohio new ... 1 75 Cocoonuts ... 4 Chestnuts, New York State, per bu ... 4 Shelled Spanish Peanuts 6 1/2 @ 7 1/2 Peanut Halves ... 42 Walnut Halves ... 28 Filbert Meats ... 25 Alicante Almonds ... 33 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns ... 6 Fancy, H. P. Suns, Roasted ... 7 Choice H. P. Jbo. ... 7 1/2 Choice, H. P. Jumbo, Roasted ... @

SPECIAL PRICE CURRENT Why Not Do Your Own Baking?

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case 45
1/4 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60



Royal

10c size. 90

1/4 lb. cans 135

6 oz. cans 190

1/4 lb. cans 250

1/4 lb. cans 375

1 lb. cans 480

1 lb. cans 1300

5 lb. cans 2150

BLUING

Arctic 4 oz. ovals, p gro 4 00

Arctic 8 oz. ovals, p gro 6 00

Arctic 16 oz. ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRee So.'s Brands



Sunlight Flakes

Per case\$4 00

Wheat Grits

Cases, 24 2 lb. pack's \$2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.

Less than 500.....\$3 00

500 or more.....\$2 00

1,000 or more.....\$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case.....\$2 60

35 1/2 lb. pkg. per case.....\$2 60

35 1/4 lb. pkg. per case.....\$2 60

16 1/4 lb. pkg. per case.....\$2 60

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

Pork

Loins.....@ 10

Dressed.....@ 6

Boston Butts.....@ 9

Shoulders.....@ 8

Leaf Lard.....@ 7 1/2

Mutton

Carcass.....@ 9

Lambs.....@ 13 1/2

Veal

Carcass.....5 1/2 @ 8

Karo

CORN SYRUP

24 10c cans.....1 84

12 25c cans.....2 30

6 50c cans.....2 30

COFFEE

Roasted
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....

White House, 2 lb.....

Excelsior, M & J, 1 lb.....

Excelsior, M & J, 2 lb.....

Tip Top, M & J, 1 lb.....

Royal Java.....

Royal Java and Mocha.....

Java and Mocha Blend.....

Boston Combination.....

Distributed by Judson

Grocer Co., Grand Rapids;

National Grocer Co., De-

troit and Jackson; F. Saun-

ders & Co., Port Huron;

Symons Bros. & Co., Sagin-

aw; Meisel & Goeschel

Bay City; Godsmark, Du-

rand & Co., Battle Creek

Fielbach Co., Toledo.

CONDENSED MILK

4 doz. in case

Gall Borden Eagle.....6 40

Crown.....5 90

Champion.....4 52

Daisy.....4 70

Magnolia.....4 00

Challenge.....4 40

Dime.....3 85

Peerless Evap'd Cream 4 00

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

STOCK FOOD.

Superior Stock Food Co., Ltd.

\$.50 carten, 26 in box.10.80

1.00 carten, 18 in box.10.80

12 1/4 lb. cloth sacks... .84

25 lb. cloth sacks... 1.65

50 lb. cloth sacks... 3.15

100 lb. cloth sacks... 6.00

Peck measure......90

1/4 bu. measure.....1.80

12 1/4 lb. sack Cal meal.. .39

25 lb. sack Cal meal.. .75

F. O. B. Plainwal. Mich.

SOAP

ever Soap Co.'s Brands



100 cakes, large size...6 50

50 cakes, large size...3 25

100 cakes, small size...3 85

50 cakes, small size...1 95

Tradesman Co.'s Brand



Black Hawk, one box...2 50
Black Hawk, five bxs...2 40
Black Hawk, ten bxs...2 25

TABLE SAUCES

Halford, large.....3 75
Halford, small.....2 25

Place Your

Business

on a

Cash Basis

by using

our

Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

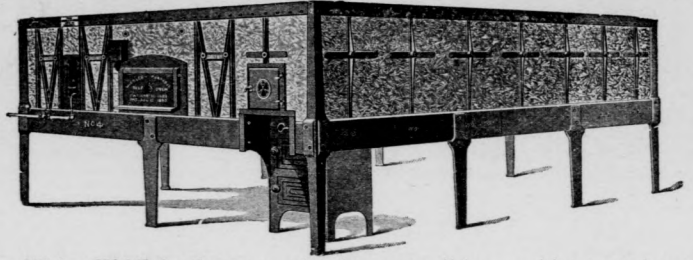
if you ask us.

They are

free.

Tradesman Company

Grand Rapids



With a Middleby Oven you will place yourself in a position to turn out as fine a line of bakery goods and to make as much money as there is to be made in the baking business. Send to us for a catalogue and full information and we will tell you all about it.

Middleby Oven Manufacturing Company

60-62 W. Van Buren St., Chicago, Ill.

Quality===Uniformity



These two most essential points for absolute satisfaction will always be found in Millar's Coffees

E. B. Millar & Co.

Chicago

Leading the World, as Usual

LIPTON'S CEYLON TEAS.



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

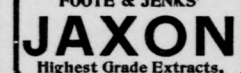
Chicago Office, 49 Wabash Ave.

1 lb., 1/2 lb., 1/4 lb. air-tight cans.

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 JACKSON, MICH.



Egg Cases and Egg Case Fillers

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

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

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.

A Western commercial enterprise undertaken by a Michigan man. A splendid chance for investment. No risk whatever. Write for particulars. J. C. Tatman, 52 Bank Block, Denver, Colo. 432

For Sale—General stock and fixtures. Good country and town. Largely Holland population. Low rent. Other business. J. O. Packard, McBain, Mich. 430

For Sale—Store building at Neapolis, Ohio. 21 miles from Toledo. Good location for business. Cheap. J. O. Packard, McBain, Mich. 431

For Sale—Drug store, the best suburb location in South Bend, Ind. Full particulars on application. Address No. 440, care of Michigan Tradesman. 440

To rent or sell cheap, one double two-story store, with grain elevator, capacity five car-loads, including large standard Fairbanks scales, with weighing bar inside office and large fire-proof safe; cold storage or frost proof warehouse for produce business, capacity 12 car-loads, including platform scales, etc., complete; seven-room dwelling house, horse barn for five horses and six months' feed for same; six acres (two acres pasture and three acres apples, bearing 300 bushels good season); gasoline lighting system. All situated at Brunswick, Mich., on Big Rapids branch of Pere Marquette R. R. with private side-track to elevator north and west naturally comes here, with only one competitor. For particulars write R. W. Skeels, Holton, Mich. 438

Hotel, lease and furniture for sale; lease favorable; furniture and carpets new; hot and cold water; steam heat; electric bells, fans and lights. Box 647, San Antonio, Texas. 437

Having engaged in other business, I will sell cheap—fixtures and staple general stock, invoicing about \$15,000, annual cash sales, \$15,000. Best location in town; cheap rent, 24 miles from Grand Rapids. Don't answer unless you mean business. J. S. Loewenberg, Freeport, Mich. 435

For Sale—1/4 to 1/2 interest in a good paying general store, (stock company) capital \$20,000. In a good healthy growing Northern Michigan town. None but a first-class competent man need apply, who would be fully capable of taking the active management of the store. Address No. 434, care Michigan Tradesman. 434

Going into other business, so offer our stock of dry goods, shoes, groceries, for sale. Beautifully located town, rich agricultural and creamery district. Clean stock cash trade established, paying business. Not another chance like it in northwest. Best location, corner room 50x100. Closing out sale now in progress. Only four other general stores here. Big territory tributary. If you have the cash, investigate this. Stock down to about \$14,000. Act quickly. John T. Mullen & Co., Litchfield, Minn. 436

I am organizing by mail, a universal \$500,000 legitimate wholesale grocery company which will benefit you as a merchant, no matter where you live. Subscriptions limited to \$1,000, from any one party; large dividends assured. Write for novel plan. Creelman, Desk A-7, Chattanooga, Tenn. 433

Finest watering place in the United States. Remember that the Iuka Mineral Spring water took the premium at the St. Louis Exposition in the year 1904. These famous springs and fine hotel and sanitarium combined, located 115 miles east from Memphis, Tenn., on Southern R. R., are patronized every summer by people for hundreds of miles away. This hotel property is a snap for the right party to lease or purchase. If you want to deal and mean business, address J. W. Jourdan, Iuka, Miss. 429

For Sale—Complete factory with machinery, making wood novelties and light furniture. Two-story brick building, 44x150, with 17x50 addition, together with finished and unfinished manufactured goods, also oak lumber, brass goods and hardware. Good location and railroad facilities. Will sell at a bargain. Easy terms. Address A. Cassell, Sheldon, Ill. 428

For Sale—Stock of general merchandise, good established trade, in one of the best towns in Central Michigan. Best of reasons for selling. Stock will invoice about \$8,000. Do not reply unless you mean business. Address No. 425, care Michigan Tradesman. 425

Wanted—A stock of dry goods, groceries or merchandise in exchange for a good improved grain and stock farm. Box 148, Independence, Ia. 427

For Sale or Rent—Good large new store, best of locations. Suitable for any line of business. Jno. W. Curtis, Whittemore, Mich. 426

For Sale—A first-class drug stock in first-class town of 1,300 inhabitants. Invoice \$2,400. Will sell for \$1,900 if taken at once. K. J., care Tradesman. 420

For Sale—A clean new up-to-date bazaar stock in city of 6,000 inhabitants. Good reason for selling. Don't write unless you mean business. Address C. S. R., 316 State St., St. Joseph, Mich. 421

One 100 H. P. Westinghouse; one 150 H. P. Russell engine; three 80 H. P. boilers, 3 in. flues; one 100 H. P. Sterling boiler. All condition. P. G. & E. Co., Defiance, Ohio. 423

For Sale—A good clean stock of groceries, lamps and crockery, located in one of the brightest business towns in Central Michigan. Has electric lights, water works and telephone system, population 1,500 and surrounded by splendid farming community. Store is situated on popular side of the street and one of the finest locations on the street. No trades will be entertained, but reasons for selling will be entirely satisfactory to the purchaser. Address No. 422, care Michigan Tradesman. 422

Wanted—Furniture stock in live railway town in Southwestern Michigan or Indiana, from 500 to 5,000 population. Will pay spot cash. Address No. 419, care Michigan Tradesman. 419

For Sale or Trade—A clothing stock, inventorying about \$15,000. Will take in trade as part payment, stock of hardware, dry goods, shoes, or groceries, or part of each. Address P. J. Houlihan, South Bend, Ind. 424

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—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

For Sale—Clean stock of general merchandise. Will invoice from \$5,000 to \$8,000. 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 Rent or Exchange—Store building, house, barn, ice house and wood-shed after April 1, 1905, at Allendale, 12 miles from Grand Rapids, in rich farming country. Address G. Robertson, R. R. 13, Grand Rapids, Mich. 398

Grocers, Dealers, Salesmen—Carry our "Emergency Case," "First Aid" appliances, dressings, bandages, remedies. A marvelous seller. Complete sample outfit for one dollar. Descriptive circulars, etc. Exceptional opportunity for live men or women. U. S. Emergency Case Co., Utica, N. Y. 401

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—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

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—In town of 350 on railroad, surrounded by fine farming country; two-story store and basement; upper story living rooms, hardwood finish, bath room, private water system. One story office connected with store; both steam heated and lighted by acetylene gas. Horse barn and carriage house on lot, also storage on track. Suitable for hardware or other store or produce business. Good opening. Graded school and bank. Reason for selling, other business. Terms reasonable. Address L. T. D., care Michigan Tradesman. 350

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—\$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

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 F. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 336

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—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—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

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. Post & Co., Detroit, Mich. 250

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

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

POSITIONS WANTED.

Wanted—Situation as manager or head clerk of grocery store. Competent buyer and salesman. Young married man. Excellent references. Address Grocery, care Tradesman. 439

Wanted—Situation by experienced clothing salesman, am also competent advertisement writer. Young man, excellent references. Address "Clothing," care Michigan Tradesman. 371

HELP WANTED.

Wanted—A registered pharmacist or an assistant at once. References required. Address, W. S. Winegar, Lowell, Mich. 411

Clerk Wanted—Dry goods, cloak and carpet man. Give time with each employer, age and wages wanted. Box 107, Charlotte, Mich. 413

Saleslady wanted for dry goods store in town of 4,800 in Southern Michigan. Give time with each employer, age and wages wanted. Address No. 414, care Michigan Tradesman. 414

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

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

Salesman: Side line of specialty. Sample or circulars. \$10 a day. Little Giant \$20 soda fountain. Write quick. Grant Mfg. Co., Pittsburgh, Pa. 294

Want Ads. continued on next page

YOU'LL BE SURPRISED

at the results obtained from

Expert
Auctioneering

That's our business
We promise little
We do much
We please
We satisfy
We get results
Our best references are
our present sales
Write today.

A. W. Thomas Auction Co.
477 Wabash Ave. Chicago

THE AUCTIONEER WHO
NEVER HAS HAD A
FAILURE.

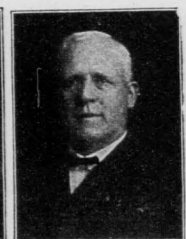
We get the ready cash you
need in your business and
do not lower your standing
in the community. Write
to-day.

R. H. B. MACRORE
AUCTION CO.,
Davenport, Ia.

Our Experience Your Gain



I. S. TAYLOR



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars. TAYLOR & SMITH, 53 River St., Chicago.

Manufacturing Matters.

Munising—The Superior Veneer & Cooperage Co., which is a new concern here and gets out principally elm and hemlock, will have a large cut in sight for this year, using elm partly for veneering and partly for lumber. M. A. Doty is the Manager of this company, which has a modern sawmill, veneering and cooperage plant here. It made its first cut last summer and fall, the sawmill cutting about 50,000 feet a day.

Allegan—M. D. Owen and F. C. Castell, of this place, and James M. Arnold, of Constantine, have organized a company under the style of the Owen-Arnold Company, with a capital stock of \$10,000 for the manufacture and sale of burial caskets and funeral supplies. A new building, 50 feet square, two stories high and constructed of hollow cement blocks, with cement floor in the lower story, will be erected for the business.

Detroit—The filing of a mortgage for \$150,000 by the Ypsilanti Underwear Co., covering a bond issue of like amount, handled through the Union Trust Co., discloses the fact that the underwear company is preparing to install additional machinery to care for increasing business and is also about to take over all selling agencies now controlled in the East and control them from the home office. The mortgage carries 6 per cent. interest, payable semi-annually.

Muskegon—F. Alberts & Son, owners of one of the two sawmills operating on Muskegon Lake, intend to start sawing about April 25. The mill has been renovated and equipped with a large amount of modern machinery, entailing an expenditure of several thousand dollars. The firm has two lumber camps in Missaukee county and already 6,000,000 feet of timber has been skidded and will be shipped to this city for the summer's cut. F. Alberts & Son expect three more seasons here.

Pentwater—The lumber business will soon be a thing of the past in Oceana county and it is being gradually succeeded by the manufacture of woodenware. The mill of the Sands & Maxwell Lumber Co. here is the only mill remaining in the county, where a few years ago they could be counted by the score, and as soon as the 1,200,000 feet of timber now in the yard of the Sands & Maxwell Co. shall be manufactured that firm's operations will be completed. The supply of logs is exhausted.

Munising—The Munising Paper Co., which is one of the largest, most modern and most practically equipped plants in this country, operating both a pulp and a paper mill, did not do much logging last year, but intends to get out more hemlock, spruce and balsam for use in its mill this year than during any previous season. H. H. Everard is Manager of the Munising Paper Co., which cuts a conspicuous figure in the timber interests in this vicinity, handling a great amount of hemlock, spruce and balsam.

Ludington—The Cartier-Brillhart Co. has been dissolved and the Cartier-Chapman Co. takes its place. The

principal stockholders in the first company were Warren A. Cartier, of Ludington, and Elmer Brillhart, formerly of Pentwater. The new company is composed of Mr. Cartier and a Mr. Chapman, who was to have been foreman of the factory under the old company. The old firm expected to manufacture farming implements under patents held by Mr. Brillhart, the new company advertise themselves as manufacturers of fine vehicle specialties.

The Grain Market.

There has been but little change in market conditions the past week. The outlook for the growing winter wheat crop is very satisfactory and the plant is progressing finely. There have been some reports of light frosts through Kansas, but nothing serious. We occasionally hear complaints regarding damage from the Hessian fly, but the wheat is getting well advanced and we look for no serious loss from that source. Conditions are very favorable for a large acreage of spring wheat, and considerable seeding has already been done. The weather the past week has been wet and has caused some delay on that account, but it is still early and there is plenty of time to complete a full acreage.

The flour trade has shown some improvement, and rumors of some good export contracts for July and August shipments have had a bracing effect on millers generally. In fact, a good export trade on the coming crop would be appreciated more than usual from the fact that the lack of this demand on the present crop has made competition so fierce in certain localities that there has been very little, if any, profit in the business.

The demand for corn continues strong, receipts are liberal and the quality, as a rule, is running satisfactorily, but there is considerable corn running which under unfavorable weather conditions will give trouble from heating. The market holds firm, with practically no change for the week.

Oats have shown a decline of about 1/2c for the week. The movement of oats has not been large, but the early spring and good outlook for early pasturage have had a bearish tendency.

L. Fred Peabody.

In Doubt About His Occupation.

President DeWitt Hyde, of Bowdoin College, told the following story to a class of teachers: Not far from Brunswick, where the college is situated, lives a farmer-fisher folk whose shrewdness is proverbial. One day one of the professors took a walk down on the "flats," and while there was accosted by an old man who was digging clams.

"Be you one of them professors?" he was asked. The Professor said he was.

"I suppose you know about everything," was the next remark. The Professor meekly disclaimed any pretence to such knowledge.

"I've been wanting to see some of you fellows for a long time," went on the old man, "for there's a question I want you to answer. Is clam digging fishing or agriculture?"

Eaton Rapids Business Men To Work Together.

Eaton Rapids, April 4—Practically every firm and business interest in the city was represented at a recent meeting called to consider the matter of local organization and all were in accord as to the desirability of such an organization and expressed the wish to have a permanent organization formed at once and a motion to that effect was adopted and the organization is to be known as the Eaton Rapids Business Men's Association. The following officers were chosen:

President—F. W. Godding.
Vice-President—C. S. Horner.
Secretary—J. S. Hamlin.
Treasurer—H. C. Minnie.

The following committee was named to draft a constitution and by-laws and the meeting adjourned for two weeks, at which time the committee is expected to report: F. W. Godding, J. B. Hendee, F. R. LaFever, N. A. Strong, W. C. Whitney.

The movement has been in embryo for some time and every business man heartily supports it. It is a step in the right direction and has been put off too long already. There is ample scope for profitable effort by the Association and great good to the city will result from it if each and every member takes hold of it with determination to make the work effective and to gain results.

Decreased English Consumption of American Meats.

For some time past there has been a steady decrease in the British consumption of American meats, i. e., hog products, while a corresponding or even greater increase has occurred in the imports of Canadian meats, and for the time being it looks as though our packers were rapidly losing the English trade, says the United States Consul at Bradford, England. It has previously been pointed out by a correspondent that "when the American packers realize that hog products are produced to be consumed and not to gamble with, it will be better for the American provision trade." This fact is exemplified by the considerable shipments of stale and overkept meats to this country, which has in every way helped Canadians to take a firm hold on the market. One of the leading importers says: "The Canadian, by his regular weekly shipments of a mild and well-selected meat, has met the popular taste of the North of England artisan, and close observation during the last two years leads me to think that the business will be done more largely with Canada and still less with the United States."

If the fool would follow up his folly he would soon forsake it.

Business Wants**BUSINESS CHANCES**

For Sale—Hotel lease and furniture in thriving Michigan city of 10,000. Forty rooms, steam heat, electric lighted, furnishings very fine and new. Will bear the closest investigation. Poor health, must get out. Write J. D. S. Hansen, Hart, Mich. 448

Steam Laundry plant for sale cheap, if taken at once. F. W. Clark, Box 131, Cedar Springs, Mich. 444

Wanted—Good live drug stock in Michigan, doing \$5,000 and better yearly. If you haven't got it, don't answer. Address No. 441, care Michigan Tradesman. 441

For Sale—As we wish to give our entire attention to our elevator business, we will sell our stock of shoes and groceries. No dead stock, good profits, and a money maker. Elsie is the best town in Central Michigan. No trades considered. Investigate if you are looking for a paying business. Hankins Bros., Elsie, Mich. 442

For Sale—New stock for cash, consisting of \$1,500 groceries, \$1,500 staple dry goods, \$900 crockery and fixtures. Address Box 155, Clear Lake, Ia. 443

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

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 Sale—Farm implements, flour, feed and general store. Trade well established, about \$25,000 per year. Address "Farmers' Store," care Michigan Tradesman. 417

Wanted—Hardware stock. I have a modern city home that I want to exchange for a stock of hardware. Enquire A. L. Sibley, 823 Michigan Trust Bldg., Grand Rapids, Mich. 416

For Rent—Forty-barrel water mill, best country Michigan. Splendid opportunity for practical miller. Address Busch & Cooper, Cambria, Mich. 410

Wonder of the age. To those that want to go out of business, clean at a profit, sell every dollar, send 25c in stamps for book, showing how. References from banks and business men from Maine to California who have seen and used our method. Cannot fail. Twenty-four years' experience in merchandising along this line. Address Ralph W. Johnson, Quincy, Ill. 404

\$3,000 buys strictly modern fluff rug and carpet cleaning plant. Established trade. Fine city in Iowa. Address "Rugs," care Michigan Tradesman. 405

Wanted For Cash—A good drug business. Small town with no competition preferred. Write particulars, J. W. B., Sheridan, Mich. 402

For Sale—Good clean stock general merchandise. Fixtures almost new. Inventories about \$2,500. Good trade. Rapidly growing town in excellent farming country. Address Lock box 26, Walkerville, Mich. 403

Corner drug store for sale in Southwestern Michigan. A town of about 9,000. Good reasons for selling. Address No. 400, care Michigan Tradesman. 400

HELP WANTED.

Wanted—A first-class baker to take charge of a small bakery. Address N. C. Morgan, Sault Ste. Marie, Mich. 445

Wanted—An up-to-date meat man to run a small meat market. No one need apply who can't furnish first-class references. N. C. Morgan, Sault Ste. Marie, Mich. 446

Salesmen—Local representative in every town to handle our typewriter ribbons and carbons; large profits; business can be handled in spare time. Address R. A. Richards Co., 125 S. Clark St., Chicago, Ill. 447

MISCELLANEOUS.

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 Mfrs., 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 1/4 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