

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, APRIL 12, 1905

Number 1125

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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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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GRAND RAPIDS, MICHIGAN.

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JAPANESE IMMIGRATION.

The Pacific coast States are agitating the question of asking Congress to apply to the Japanese the same laws restricting immigration that are enforced against the Chinese, with all the humiliating methods that are employed in the treatment of the Chinese. One of the States already adopted such a resolution some years ago, and California is now considering the same subject.

It appears that the immigration of Japanese into the country through the Pacific ports now reaches about 8,000 yearly, but it is feared that after the present war is over a much larger number of Japanese will seek this country for the purpose of finding a wider field for their talents than they enjoy at home. It is the fear that there will be such an increase in the influx of Japanese that is back of the present desire for an exclusion act aimed at those people.

The right of one country to exclude the subjects or citizens of another can hardly be questioned as a matter of absolute prerogative, but so long as one country admits the citizens or subjects of the other the arrangement ought to be reciprocal. In the case of China it has never been claimed that our exclusion laws are equitable and just. We discriminate against the Chinese, yet we insist upon our own right to enter China, should we see fit to do so, either for business or pleasure. Unfortunately for China, and fortunately for us, that Power is in no position to resent the injustice done her subjects, and although frequent protests have been lodged and the indignities imposed upon Chinamen have been keenly resented, no serious opposition has been made to Chinese exclusion.

In the case of the proposed exclusion of Japanese the case would be widely different. The Japanese come to this country not only to compete in the fields of labor, but also to learn and improve themselves. They enter into all lines of business and display as much progressiveness and

ability as the average man of European birth or ancestry. Moreover, Japan is a powerful country, perfectly capable of insisting upon the rights of her subjects. We have a treaty with that country giving the Japanese the same rights to visit and reside in this country as our own citizens are given should they care to visit or reside in Japan. It would not be possible to exclude Japanese immigration as long as the existing treaty is in force.

That race prejudice runs high on the Pacific coast can not be denied. The great thrift of the Japanese, as well as their skill, make them active competitors in every branch of commerce and industry. The hostility to Chinese immigration was based largely on the importation of great numbers of Chinese coolies as contract laborers. They were not desired as citizens, and as immigrants greatly interfered with the American labor market. The Japanese may become quite as troublesome and objectionable.

IS CHARITY MONEY TAINTED?

The question comes up, Shall any money be accepted in charity unless it can be known that it was honestly obtained? This is a wholly useless question. In view of the enormous extent to which money is circulated, it may be taken as a fact that much of it, at some time or other, has been stained with crime, vice or extortion. How are we to know when money is clean?

Christ constantly commanded men, and particularly the wealthy, to give alms. On one occasion when he was dining with publicans and sinners the self-righteous Pharisees marveled. The Master reproved them for their private vices and wrong-doings and commanded them to give alms, and behold, all "things are clean to you." It is the giving of charity that makes the money clean. It may be taken for missions, for asylums, for libraries, for schools and any such good purposes. All that is required is to be sure that the money is not paid as a bribe, so that the institution so benefited may not be prostituted to an evil purpose. But that would not be charity, but bargain and sale.

When money is given in a true spirit of charity and benevolence, that fact makes it clean of any stain.

"So many jokes said to have been made by pupils in the public schools are told every day that I almost fear to tell this genuine one," says a New York teacher. "A youngster who had but just reached the 'smart age' asked me the other day, 'If a man who writes an oration is an orator, is a man who writes an ode an odor?'"

GENERAL TRADE REVIEW.

With the usual setbacks in special properties necessary to serve the purposes of current speculation the general course of securities trade is still upward. Among notable comparisons United States Steel preferred passed the 100 mark and broke all records since 1901. Under this leadership allied industries are also breaking recent records. The smelting issues advanced over 14 points and railway equipment companies sold at the highest prices in the history of the companies. Among these American locomotive common is now quoted over 50 and many are predicting dividends before the end of the year. There is nothing within the industrial horizon to afford indication of interruption before these leading shares shall have advanced much higher except, of course, the usual setbacks.

While as yet money quotations are tending to greater ease, unusual demands in sight or in prospect would seem to indicate an inevitable hardening of rates. The \$75,000,000 loan of the Japanese is quite a bunch and the prospect of a large selling of bonds and stocks by some of the leading railways with large withdrawals from circulation by the Treasury certainly promises the full employment of surplus funds.

The favorable outlook of the steel industry has warranted the voluntary advance of wages 10 per cent. Other labor questions are being quite generally settled, so that the season shows less of uneasiness on this account than for some time past. This good feeling is reflected in better buying by dealers and consumers, thus serving to strengthen general distribution. Spring and summer wearing apparel and other seasonable merchandise is so large in volume of movement that there is much complaint of delayed deliveries. The spring season is opening unusually early and favorable for farm work, and it is worthy of notice that building reports in Michigan indicate a degree of activity greater than ever.

The favorable conditions continue in the textile industries in practically all branches. Slightly lower quotations in the wool market are not considered as of special significance as it is only a temporary sag between seasons. The depletion of cotton goods supply in jobbers' hands gives the mills the best assurance, and the manufacturer is gaining a strength unknown for several years. The shoe industry approaches the inventory season with much greater promise than indicated in past months. Large sales are reported of hides and leather at firm prices, and the volume of orders for goods already booked promises general activity when cutting begins.

WINDOW TRIMMING

Pleasing Monroe Street Display of Ladies' Oxfords.

When a windowful of ladies' fine footwear is on exhibit, and that exhibit contains low shoes almost exclusively, it is bound to be of intensest interest to that sex known as the Eternal Feminine.

Such an exhibit is to be seen this week at the store of the Goodspeed Bros. The window in the picture is at the left of the entrance.

A mirror occupies the wall space. The background reaches about one-third of the distance to the ceiling. The beveled floor and panels in the rear are neatly covered with a paper closely resembling leather. It is in a soft brown, which harmonizes well with the tan Oxfords and contrasts pleasingly with the black goods shown. The display fixtures are of various heights and consist of thick glass oblongs supported by upright nickel rods with cone-shaped bases. On the floor, a little back of the center, is laid a large uneven piece of patent leather, on which are placed low shoes at different angles, with the toes pointing toward the front. To avoid a sameness half a dozen shoes of the ordinary height are interspersed at regular intervals.

The picture, being taken with the camera at the outer edge of the sidewalk, does not show up the goods so well as a view gives in looking down upon them. In the photograph the shoes appear crowded, but, in reality, they have ample space between.

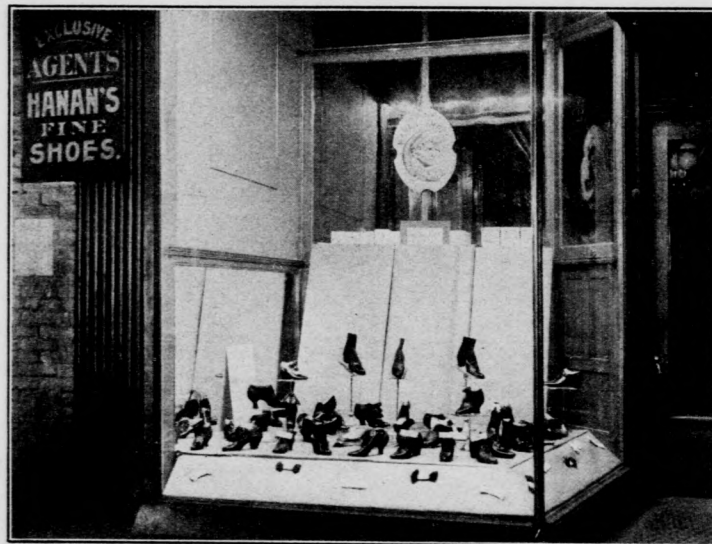
The poster leaning against the mirror is of Mme. Katharine Fisk, the contralto who, with the jolly English tenor, Mr. Kelley Cole, assisted the Schubert Club at their spring concert in the Auditorium. The half tone is so faint that nothing but the head showed up in the photograph taken of the window. The poster, while not, of course, employed for that purpose, seems to emphasize the fact that it is distinctly a woman's window.

The coming summer gives every indication of being a low-shoe season, and as ladies naturally prefer shoes of this sort, it is a foregone conclusion that dealers will reap a harvest in this merchandise in the next five or six months, many of the wearers clinging to the style until frost and snow compel them to relinquish their favorites. These shoes, embodying, as they do, style and comfort (rare combination!), coolness and beauty, need no urging in their disposal.

There are three sorts of heels on low shoes this spring: the Cuban, the military (showing slight or no differentiation) and the delightful little French "pegs" (that's the name the men fling at them), besides a new one, which somewhat resembles the first and second mentioned but is more slender than either, which is

likely to win favor for itself. It is always a source of wonder and comment among the Sterner Sex how the ladies can get along on such ridiculously small heels—and I may say, in passing, that it is a source of wonder to themselves how they accomplish the feat—no pun intended. Take a person of, say, 175 pounds and the matter of balancing herself on these toothpicks becomes really a matter of physical gymnastics. But the Sex are daring and intrepid and are often known to "rush in where angels fear to tread!"

Canvas shoes were taken kindly to last summer and will be more liked this season than ever. They are easy to fit, are handsome in either plain or fancy weave and recommend themselves to those dressers who are fond of carrying out a "color scheme" in their costumes. Great caution is needed in their choice, however, as, if the tint be not carefully selected, the result is disastrous to a pretty toilet. And more care, even, is necessary as to the proper hosiery to accompany this style of shoes. The



latter come in several shades of blue, pink, red and brown, besides white. It is needless to say that if a fancy weave of canvas is purchased the hose should be plain, or a small design in an all-over lace, and vice-versa. Nothing is prettier than white Oxfords and hosiery with a white duck or linen costume for outing occasions and the promised popularity of white gowns for next summer will help immensely the sale of the white footwear. Objection may be taken to white shoes—and rightly—on the score that they soil at the slightest provocation. True, but with the several excellent cleaners on the market, their care reduces itself to a minimum. I know a Grand Rapids girl who kept her white Oxfords in extremely presentable shape all summer long last year by the use of a white powder obtainable at the drug store. To be sure, they had to be gone over, heels and all, each time after they were worn; but the result was so very satisfactory that she felt well repaid for the bother.

An amusing circumstance occurred in regard to this cleaning powder and

the young brother of the aforesaid Grand Rapids girl—it was a mix-up of the two. The young fellow had just begun to feel the necessity(?) of a "clean shave," so, unbeknown to the rest of the family he hid himself to the exclusive barber shop his father is won't to patronize. Here he was initiated into the mysteries of the process and came home full of the new experience. On his sister's dresser, among the toilet preparations, stood a pretty china receptacle with wild roses on the outside and a cover on the top. This seemed to contain an adjunct of the barber shop, and as the little rascal is accustomed to helping himself to the girl's manicure devices, etc., whenever he wants to, he thought that that white powder in the wild roses box would be just the thing he needed in his shaving operations, when he himself should begin to use the razor. Shortly after, he essayed the task and appropriated what he supposed was face powder, and was quite embarrassed when he found out his mistake—the supposed complexion pow-

er for ribbons in place of silk shoestrings with which to tie the dainty bootkins. These match the shoe exactly in shade and are an added attraction to well-shod feet. When necessary to replace those coming with the shoes it is well to cut the ribbons as long as compatible with propriety, as repeated cuttings of the frayed ends render the ribbons too short before they anywhere near begin to look shabby.

With all sorts of odd conceits and trimmings used to enhance the beauty of all the new shoes, and of low ones in particular; with no two heights of heels alike, and with several styles of same from which to select, she is a capricious madchen indeed who can not find something to her idea.

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

Mica Axle Grease

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

Illuminating and Lubricating Oils

Perfection Oil is the Standard
the World Over

Standard Oil Co.



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

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

ANDREW B. SPINNEY, M.D.
Prop. Reed City Sanitarium, Reed City, Mich.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH

The Man Who Can Not Make Good.

Half the pleasure is taken out of life by the man who is sorry to tell you that he has been unable to perform for you what he promised by the time and at the place arranged. The dressmaker who does not send the dress in time, the butcher who does not send the meat when he said he would, the tailor who is sorry to say that owing to the rush of work he has been unable to get your suit made, the photographer who is sorry that your pictures are not ready, the printer who feels very badly that he has had to disappoint you in the matter of some printing, the man who regrets that he kept you waiting half an hour at an appointed place—they all do much to make life less agreeable than it ought to be.

In all cases it can not be possible that these disappointments were really unavoidable. A business man who heard a member of his staff apologize to a customer in an affair of this kind, not long ago, made it his duty to keep an eye on this department of the work, establishing the rule that all work must have the time of delivery on it, and that at any cost the work had to be ready and parceled when called for or delivered and receipted for at the time specified. He finds that after getting the scheme in working order it works well, and at no extra cost whatever. In short, the plan works to the firm's advantage, putting an end to loose methods and negligence. If apologies are not allowed at the front counter, they will not pass as good coin between departments in the factory. The slow man, or the negligent one, gets found out. He must key himself up.

Recent Trade Changes in the Hoosier State.

Decatur—The Economy Department Store will discontinue business.

Dugger—W. A. Rector has admitted J. Blakeman to his grocery business. The business to be conducted under the style of Rector & Blakeman.

Etna Green—J. G. Anglin & Co. have changed their style to the Etna Lumber, Grain & Milling Co.

Fremont—Buck & Wood will continue the tobacco business formerly conducted by C. W. Buck.

Greensburg—B. M. Duffy succeeds Chas. Schuh in the grocery business.

Huffman—Lawrence Hartung is succeeded by Abram Lauman in the general store business.

Indianapolis—The style of the Atlas Paper Mills Co. has been changed to the Atlas Paper Co., the wholesale business being continued.

Indianapolis—The Reiffel Packing & Provision Co. has changed its style to the Meier & Meuser Packing Co.

Indianapolis—Sears Bros., retailers of bicycles, have incorporated under the same style.

Odon—A. L. Hulett succeeds Haig & Churchman, who carried a stock of furniture and carpets.

Plainfield—The Plainfield Cabinet Co., manufacturer, is succeeded by the Indianapolis Furniture Manufacturing Co.

Remington—Zea & Forbes are succeeded in the hardware business by Zea, Kight & Co.

Silverville—V. E. Redyard will continue the general store business formerly conducted by L. S. Waggoner.

Vincennes—Chas. Wissell & Son are succeeded by C. & M. Wissell in the grocery business.

Bedford—The creditors of Wm. C. Elliott, druggist, have filed a petition in bankruptcy.

Goshen—The receiver for the Goshen Rubber Works has been discharged.

Marion—A petition in bankruptcy has been filed by the creditors of Andrew Kirkpatrick, wholesale and retail dealer in teas.

Recent Business Changes in the Buckeye State.

Arcadia—Stahl & Johnson will continue the hardware business formerly conducted by G. W. Stahl.

Bowling Green—Hopper & Yant are succeeded in the clothing business by Hopper & Culp.

Cincinnati—Miss Mary R. Hamilton, druggist, is succeeded in business by Fred J. Boss.

Cincinnati—Alexander Hess will continue the retail grocery business of Mrs. A. Hess, deceased.

Cincinnati—Emil Trautman, of the firm of Emil Trautman & Co., wholesale cigar dealers, is dead.

Cincinnati—Paul Herrman, of the firm of Paul Herrman & Co., glove manufacturers, is dead.

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

Springfield—M. V. Shawver, dealer in queensware, is closing out his business at auction.

Thornville—H. B. Ward & Co., who formerly conducted a general store, are succeeded by Ward, Johnson & Co.

Toledo—A receiver has been appointed for the Toledo Plow Co., manufacturer.

Youngstown—A chattel mortgage has been foreclosed on J. E. Webster, grocer.

Animal Eyes Hard to Produce.

Among the most difficult things which taxidermists have to do are the painting and preparation of glass eyes for the mammals, birds and reptiles which they are mounting.

These "eyes" are made of glass, hollow within and from the rear, so that the inner surface may be painted any color desired.

As no two animals' eyes are alike, and as the colors are often complicated and unusual, it requires a great deal of skill, study and practice before one is competent to undertake the work.

Frankness Begets Frankness.

Be straightforward in your manner. Frankness begets frankness. Many otherwise honest men talk in a dishonest way merely because they think they are meeting the dishonesty of the other fellow. Make a man honest with you by being honest with him, but under no circumstances let him make you dishonest.

ISAAC WILE

Michigan Representatives

BEN STRAUSS

**The Most Popular
The Best Advertised
The Highest Grade
(FOR THE MONEY)
The Lowest Priced**

Line of

Men's Clothing**For Fall 1905**

Ranging in Price from \$6.50 to \$13.50

Special Leaders

50 in. Black Frieze Overcoat	-	-	-	\$7.50	} Regular Terms
Venetian Lined Black Thibet Suit	-	-	-	7.00	

Write for Samples

Wile Weill & Co. Clothing.
Buffalo, N.Y.

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.

AROUND THE STATE

Jackson—Benj. Stern has opened a department store.

Escanaba—Richard Hoyler has added another oven to his bakery.

Charlevoix—Joseph Lindsay has purchased the bakery of Jacob Cullman.

Port Huron—Andrew Cutler has sold his grocery stock to Mrs. Maggie E. Gray.

Fenwick—L. M. Berry succeeds Thompson & Curtis in the general store business.

Lowell—Brown, Sehler & McKay have purchased the Jno. Kellogg implement business.

Middleton—Sumner M. Horner is succeeded in the hardware business by Martin Bros.

Grand Ledge—Mrs. Ann Clark is succeeded in the dry goods business by B. S. Lepard.

Detroit—Edwin R. Phinney has filed a petition in bankruptcy, with liabilities of \$3,796.40.

Zeeland—Wm. Borgman is succeeded in the cold storage business by P. J. VerHage.

Battle Creek—The Battle Creek Creamery Co. will be succeeded by the Milk Producers Co.

Detroit—Daniel Foley has filed a bankruptcy petition, waiving his liabilities as \$2,706.45; assets, \$312.

Nashville—M. E. Larkin will continue the millinery business formerly conducted by Mrs. Eva Allerton.

Detroit—The meat business of McNamara & Bro. will be conducted in the future by Geo. S. McNamara.

Rothbury—Longnecker & Bigler succeed W. A. Butzer, who formerly conducted a general store business.

Traverse City—R. H. MacDonald, of South Haven, succeeds Albert Globensky as manager of the American Drug Co.

Belding—Wilson & Friedly, dealers in furniture, carpets and undertaking goods, are succeeded by Foster, Ritter & Foster.

Three Rivers—W. W. Munger has sold his drug stock to Willis Gibbs, who will continue the business at the same location.

Battle Creek—Brown Bros. will continue the grocery and creamery business formerly conducted by Willard H. Brown.

Morley—The firm of Hawley & Smythe, produce and implement dealers here, has dissolved, C. E. Hawley continuing.

East Paris—Edward Heeren has purchased the Vanderberg general stock and will continue the business at the same location.

Allen—J. H. Parish and son have bought all the stock in the Allen Lumber Co. and will hereafter be sole managers and directors.

Caledonia—Rosenberg & Bowman have sold their lumber and coal business to Colborn & Fulton, of Grand Rapids. Astor Kelsey, who has acquired an interest in the business, will have charge of the yard.

Charlevoix—John Timmer has purchased the meat market of Arthur Van Allsburg and will continue the business at the same location.

Detroit—Wm. Dupont has merged his drug business into a corporation under the style of the Standard Drug Co. The capital stock is \$10,000.

Jackson—E. C. Greene, the veteran Jackson merchant, will open a new shoe and men's furnishing goods store at Ft. Wayne about May 1.

Port Huron—James Logie has sold his grocery stock to H. F. Marx and Charles Ormsby, who will continue the business at the same location.

Detroit—Abraham J. Bloomgarden will continue the commission produce and fruit business formerly conducted by Bloomgarden & Ellenstein.

Reed City—Arthur Mulholland, Jr., has sold a half interest in his drug stock to W. W. Morse, of Kalkaska. The new firm will be known as Morse & Mulholland.

Detroit—The Detroit Dry Goods & Notion Co. has executed a bill of sale of its stock of goods at 269 Gratiot avenue to Samuel Cohn and Aaron Shetzer.

Hastings—Wright Bros. have purchased the skirt pad factory of P. Shultz & Co. and will continue the same in connection with their mercantile business.

Charlotte—Emmet Dennie has purchased the interest of L. S. Stealey in the meat market of Dennie & Stealey and will continue the business in his own name.

Holland—John S. Dykstra has purchased the Brown bazaar stock of H. Leonard & Sons, and the dry goods in the same store have been purchased by John Van der Sluis.

Saginaw—The general stock formerly owned by E. Y. Hogle was sold at auction last Wednesday to Julius W. Ippel, whose final bid was \$11,079. The stock was inventoried at \$17,871.

Traverse City—H. G. Burkhead, of Fernwood, has the contract to raise the sunken logs from the Boardman River, a large percentage of them being pine and belonging to William Beitner.

Berlin—The hardware and boot and shoe business conducted for over thirty years past by Joseph Raymond, who died on March 13, will be continued by his daughter, Bessie A. Raymond.

St. Louis—L. B. Rumsey has sold an interest in his furniture and undertaking business to A. H. Lowry and the business will hereafter be conducted under the firm name of Rumsey & Lowry.

Lansing—C. E. Cady has sold his grocery stock at the corner of Larch and Shiawassee streets to A. D. Olin and the latter has assumed possession. Mr. Cady will continue his store at 718 Turner street.

Spring Lake—P. E. DeVries has purchased the retail meat business of his brother, Ed. DeVries, and will continue the business the same as in the past. W. H. Millard, who has been connected with the market for the past forty years, will continue to hold his position with the new owner as cutter.

Stanwood—C. E. Hawley and E. L. Smythe, under the firm name of Hawley & Smythe, have purchased the Chet Smith stock of hardware and implements here, the same being under the management of E. L. Smythe.

Bay City—S. E. Pattison, for the past six years paying teller at the Commercial Bank, has resigned and will leave the bank April 17 to enter as third partner with the metal firm of Wilson & Wanless. The new firm will be known as Wilson, Wanless & Co.

Morley—William F. Turner, who has sold his general stock to L. Harding & Co., intends opening a bank at this place. He expects to erect a building on the site directly opposite his brick block and do a general banking and fire insurance business.

Big Rapids—H. I. Drescher and W. H. Vandewater have dissolved partnership in the undertaking business, the former buying out the latter's interest. Mr. Vandewater does not know at this time what business he will engage in or whether he will remain in this city.

Lansing—L. W. Goucher, formerly of this city, who has been conducting a bazaar store at Adrian for the past two and a half years, has leased the store formerly occupied by F. H. Barteaux, at 316 Washington avenue south, and will open with a fine new stock of bazaar goods about April 22.

Big Rapids—Hugh McLaughlin, of Evart, who secured a lease of the J. K. Sharpe store in the Opera block, has decided not to engage in business here, having purchased a grocery stock at Evart. He has transferred his lease to Davey & Co., of Evart, who have opened a stock of groceries. J. H. Kain, of Barryton, has charge of the stock.

Maple Rapids—Casterline & Son have sold their grist mill to Elijah Fleshman and Walter Gamble, who will continue the business. Mr. Fleshman is a retired farmer who moved into town about a year ago. Mr. Gamble has been in business here for several years, having been interested in the apple evaporating business, a cider mill and for a few years in the agricultural implement business with Eugene Parr.

South Haven—The dead body of James McBride, a well-known and popular druggist, was found on a bed in the rear part of his store April 5. Several attempts were made to enter his pharmacy by the front door, but, finding it locked, friends became alarmed, broke down the door and found the lifeless body. As McBride was known to have had financial troubles of late, the theory of suicide was advanced until a coroner's jury was summoned and several doctors were called and examined the remains. Their verdict was that death was due to heart disease.

Manufacturing Matters.

Hastings—Wright Bros. succeed P. Shultz & Co. in the manufacture of skirt pads.

Cadillac—The Cadillac Handle Co. is now running two crews, one by day and one by night.

Detroit—The capital stock of the Standard Screw Co. has been increased from \$1,500,000 to \$4,000,000.

Ann Arbor—Clement W. Gill is succeeded in the retail lumber business by the C. W. Gill Lumber Co.

Ishpeming—The Consolidated Fuel & Lumber Co. has increased its capital stock from \$60,000 to \$120,000.

Big Rapids—The Big Rapids Door & Sash Co. is succeeded by the Big Rapids Door & Blind Manufacturing Co.

Fremont—The George C. Burns sawmill will be rebuilt this spring. The mill, valued at \$10,000, was burned to the ground last winter.

Ludington—The Stearns Salt & Lumber Co. is adding two large granaries to its salt plant, the dimensions of each being 112 by 150 feet.

Detroit—The United States Heater Co., which deals in hot water and steam heaters, has increased its capital stock from \$200,000 to \$275,000.

Port Huron—John Carroll, formerly an employee of the Engine and Thresher Co., will open a grocery store in the store occupied by Trickley & Banister.

Detroit—The Detroit Table Manufacturing Co., recently adjudicated an involuntary bankrupt in the United States District Court, has filed notice solution with the county clerk.

Fenton—The Case Manufacturing Co., which manufactures dustpans and lamps, has been incorporated under the same style with an authorized capital stock of \$5,000, of which \$2,950 is subscribed and \$2,618 paid in in cash.

Lake City—William Zaldenrust, of Greenville, has bought an interest in the lumber business of S. B. Ardis, of Grand Haven, now known as the Ardis Land & Lumber Co. Operations will be conducted in Etna township, near this place.

Muskegon—The Crescent Manufacturing Co., maker of nail kegs, staves, etc., is getting out the usual amount of bolts from its tract ten miles up Muskegon River. The logs have not been started down stream but will begin to arrive at the mill the middle of this month.

Battle Creek—The Egg-O-Sec Co., of Quincy, Ill., has exchanged its local branch (formerly the Cero-Fruto factory) to the Hygienic Food Co., of this city, in exchange for the Hygienic Company's Buffalo plant. This will enable the Hygienic Company, which is doing a big business, to centralize its financial interests in Battle Creek. The newly acquired local factory is four stories high, of pressed brick, and one of the best built factories in the city.

Commercial Credit & Co.

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



C. Schultz has sold his grocery stock on Ottawa street to W. J. Ritzenhouse, formerly of Belding.

Andrew Anderson has engaged in the shoe business at Muskegon. The stock was furnished by Hirth, Krause & Co.

The Greulich Co., which does a retail clothing and men's furnishing business at 24 and 26 Monroe street, has increased its capital stock from \$25,000 to \$50,000.

The Vinkemulder Company has purchased the produce business of Maynard & Reed, which gives it the use of the Michigan Central warehouse on the M. C. track.

The Grocery Market.

Sugar—The Cuban sugar season is drawing to a close and will probably end much earlier than usual. Further than that, estimates of the coming crop have been reduced. The strength which has developed in Cuba has caused the European market to become firmer also. At the same time refiners have been able to make some purchases during the week at 1-16c below the price previously held by holders who would rather sell than store. This does not offset the strength of the market. The refiners claim they haven't much raw sugar on hand and can't get it. The season of the heaviest consumption is not far away and the country is about bare of sugar. These were conditions that would look to a higher price ordinarily, but at the same time it must be remembered that the price already was very high and that it is now back to the highest point it has been in years.

Tea—Jobbers report that retailers are buying slowly. Apparently stocks are ample to meet requirements of the rest of the season. High grade Japs are held about as firm as they have been. Other grades are steady. Demand is running more to high grades.

Coffee—The market is steady, and the general opinion is that no radical change will occur until some reliable estimates are forthcoming concerning the next crop. These will not be available before May. As far as the present crop is concerned, it appears to be conceded that it will be about as large as last year's. Milds are steady and unchanged. Java and Mocha are in the same condition. The demand for coffee is seasonable.

Canned Goods—Tomatoes and corn are moving in a moderate volume. There are no new features in the situation. The interest in futures is slight. Salmon is selling better than it was a week ago—and that is saying a good deal. The approach of the summer season has started the retailers to getting their salmon stocks in shape for the hot weather demand. Apples are in large demand. In spite of the reports from the East

of a shortage of gallon apples, jobbers in this market say they have good supplies. The call is heavy for this size. Three pounds are not in such large request. Pears, apricots, peaches and plums are all selling, although peaches are high and the demand is curtailed slightly by that fact. Plums and pears are doing better. Apricots are in normal demand. Cherries are not active. Cheap blueberries and other pie material have not begun to move to any extent yet.

Dried Fruits—Currants are seasonably dull and unchanged in price. Seeded raisins are in a very depressed condition. There is little or no demand and the price is very soft. Loose raisins are unchanged and quiet. Apricots are active and clean up as fast as anything is offered. Prices show no change. Nectarines are still wanted and in light stock. Prunes are selling steadily at unchanged prices. Stocks are getting lower, but there is no indication of any upward movement. Size 50-60 is very slow, but other sizes are in good demand. Peaches are unchanged, being still scarce, high and slow.

Rice—The demand covers all sorts in fair proportion. Jobbers are offering good values in low grades that are attracting more or less attention. Advices from the South note a quiet tone to the market.

Provisions—Regular and picnic hams are all higher and in good demand, and a further advance of 1/4c may be looked for during the coming week. The advance is solely on the increased demand. Both pure and compound lard has advanced 1/4c also. Dried beef is unchanged and dull. Barrel pork is unchanged, but firmer, by reason of better demand. An advance seems likely. Canned meats are dull and unchanged.

Fish—Cod, hake and haddock are softening somewhat, by reason of heavy receipts of new fish. Lower prices are likely in the near future. Salmon is unchanged so far as spot business is concerned. Whitefish and lake fish are unchanged and firm. Mackerel has made no change for the week, but is fully maintained. The demand is light, but everything points to further advance. This depends largely on the demand, however. Sardines are firm.

Syrup and Molasses—Glucose has remained unchanged during the week. Compound syrup is unchanged and quiet. Sugar syrup is in no special demand and unchanged in price. Molasses is unchanged and quiet. The demand is practically nil just now.

The Produce Market.

Apples—Spies and Russets command \$2.50, while Baldwins and Ben Davis varieties fetch \$2.25. The market is steady on the basis of quotations.

Asparagus—\$1.50 per doz. bunches. **Bananas**—\$1 for small bunches and \$1.50 for large. There is a good demand and supplies are moving well. **Beets**—40c per bu.

Butter—Creamery grades have been marked down 2c during the past week, being now quotable at 29c for choice and 30c for fancy. The mar-

ket is simply down to a supply and demand basis. There is no speculation; there is no surplus anywhere to act as a safety valve on the price. Hence when the current receipts run short the price goes up and when they increase it goes down. The market is hovering about in the same place it did in 1903, when it held around 27c from March 25 to April 9, and then started off, reaching 20c by the first week in May. If the warm weather should continue and the grass start soon, doubtless the price would begin to ease off. On the other hand, if the supplies do not increase the market will likely hold firm, as there is nothing in storage to draw on. Dairy stock is almost as scarce as hens' teeth, in consequence of which No. 1 is strong at 25c and packing stock is steady at 18c. Manufacturers of renovated say that they have never before faced such a scarcity of packing stock, in consequence of which many of the factories are running only half time—some of them only two days a week. Local dealers meet no difficulty in obtaining 24@25c for renovated.

Cabbage—45c per doz.

Cabbage—40c per doz.

Celery—75@90c for California.

Cheese—There is an easier feeling all along the line. This is but natural with the new make of the cheese beginning to cut a good deal of a figure in the market. From now on this will be continually ripening and appreciating in quality and will be bought by some in preference to the October and other old makes.

Cranberries—Jerseys, \$7.25 per bbl. Supplies are still liberal and there is every indication that there will be plenty to last as long as there is any demand. Prices have not weakened, however.

Cucumbers—The market has receded to \$1.75 per doz., at which price there is only a limited demand.

Eggs—Receipts are heavy and the quality is superb, but the price holds steady at 16c f. o. b. shipping station. Many storage men have held off, hoping for a lower range, but it does not seem to come. At the present figures the eggs will cost between 18@19c in storage and that is generally considered too high a price at which to put eggs away.

Grape Fruit—Florida stock commands \$4.50 per box of either 64 or 54 size.

Green Onions—18c per doz. bunches for home grown. The stock is fine. **Green Peas**—\$1.75@2 per bu. hamp-

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

Lemons—Messinas, \$2.50 and Californias \$2.65. The weather is "agin" them. Good hot weather is needed to start the lemons rolling. The California crop is large and there is apparently little chance of the prices advancing soon, anyway.

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

New Potatoes—\$1.50 per bu.

Onions—The market is strong and steady at \$1 per bushel. So profitable was the crop last season that

growers are making arrangements to double their acreage this year, judging by the manner they are purchasing seed. Growers who have been in the habit of purchasing four pounds of seed have purchased eight pounds this year. This indicates a large increase in the acreage for 1905 and, of course, may be the means of a considerably lower range of values, providing the onion growers in other states are equally active.

Oranges—California navels are moving steadily at \$2.35 for choice, \$2.85 for fancy and \$3 for extra fancy. There has been almost a scarcity in this market the past week, notwithstanding the shipments from the California orchards, which are tremendous. The reason that this market is not getting more oranges is somewhat of a puzzle, but is generally attributed to the large consumption everywhere. In all parts of the United States there have been immense quantities of oranges eaten the past month or more, owing to the low prices and the excellence of the fruit. This has resulted in the cars being distributed over a wide area and each market getting a comparatively small quantity. The demand is still large, which adds to the difficulty.

Parsley—30c per doz. bunches.

Parsnips—\$1.25 per bbl.

Pieplant—90c for 40 lb. box.

Pop Corn—90c for rice.

Potatoes—The market is weak and spiritless on the basis of 10@12c at country buying points and 20@25c in Grand Rapids. Growers are feeding their stocks to the hogs, because they can not afford to draw them to market in the face of the low price and spring work. Local dealers look for a bulge in the market during June, owing to the manner in which old stock is being treated by the grower and the lateness of the Southern crop, due to wet weather. The bulge may not last long, but no one would be surprised to see the price go to 50c per bu. for two or three weeks.

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

Radishes—21c per doz. for round; 30c per doz. for long.

Squash—Hubbard is slow sale at 2c.

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

Strawberries—A big drop has taken place in the strawberry market since last report. About the middle of the week a large express shipment of Louisiana berries came in and prices soon got down to a basis where they would move fairly well. Twenty-four pint cases are quoted at \$2.40. It is probable that carloads of berries will come in next week, and after that the market will be well supplied unless the weather should turn bad in the South. The prices are very reasonable for early receipts.

Tomatoes—\$4.50 per 6 basket crate.

Turnips—40c per bu.

TAKE YOUR CHOICE.

Two Trading Stamp Bills Before the Legislature.

Two trading stamp bills are now before the Legislature, one having passed the Senate and the other having passed the House. The Heine bill, which was introduced by Senator Heine on Feb. 16, has successfully run the gauntlet in the Senate, and the Ming bill, which was introduced in the House by Representative Ming on Feb. 8, has passed the House.

In order that the readers of the Tradesman may be able to form an intelligent conclusion as to the respective merits of both bills, they are printed in full herein:

The Heine Bill.

Section 1. Any person, firm or corporation engaged in issuing, selling, giving away, distributing, or redeeming trading stamps, discounts, coupons, tickets, checks, or other similar devices, shall print or cause to be printed upon the face of every trading stamp, discount, ticket, check, or other similar device, issued by them, the amount in cash which said person, firm or corporation will pay for the redemption of the same.

Sec. 2. Any person holding any trading stamps, discounts, coupons, tickets, checks or other similar devices, shall be entitled to receive from the person, firm or corporation issuing the same, the cash value printed on the face of said trading stamps, discounts, coupons, tickets, checks or other similar devices: Provided, that the same shall be presented at the place of business of the person, firm or corporation issuing them: And provided further, that the said trading stamps, discounts, coupons, tickets, checks and other similar devices shall be presented to the persons issuing the same, in such number that the cash value of the same shall not be less than one cent.

Sec. 3. Any person, firm or corporation issuing any trading stamps, discounts, tickets, coupons, checks or other similar devices, shall set aside and deposit in some State or National bank or trust company sufficient money to redeem said trading stamps, discounts, coupons, tickets, checks or other similar devices at the redeemable cash value printed on the face of the same.

Sec. 4. Any person, firm or corporation issuing any trading stamps, discounts, coupons, tickets, checks or other similar devices shall, on the first days of February, April, June, August, October and December of each year file with the county clerk of each county where said person, firm or corporation is engaged in business a statement signed and sworn to by one of the officers of the corporation, or one of the firm, or by said person so engaged in the issuing of said trading stamps, discounts, coupons, tickets, checks or other similar devices; which said statement shall show the number of trading stamps, discounts, coupons, tickets or other similar devices issued by said person, firm or corporation which are in circulation and unredeemed, together with the cash redemption value of the same, and shall be accompanied by a sworn statement from the cashier or other proper officer of the bank or trust company wherein the redemption fund of said person, firm or corporation is deposited, showing the amount on deposit in said redemption fund; which amount shall be sufficient, at all times, to redeem all of said trading stamps, discounts, coupons, tickets, checks and other similar devices which have been issued by said person, firm or corporation and not re-

deemed at the time of filing said sworn statement. A certified copy of said statements shall be published in some daily or weekly newspaper published in each county where said person, firm or corporation shall engage in the business of issuing, selling, distributing or redeeming trading stamps, discounts, coupons, tickets, checks or other similar devices: Provided, however, that should there be no newspaper published in any county wherein said person, firm or corporation is doing business, said statement may be published in a newspaper published in any adjoining county.

Sec. 5. That the county clerk of the county, upon the filing of the statements provided for in Sec. 4 of this act, shall receive therefor the sum of twenty-five cents for filing the same, and the sum of fifty cents for certifying a copy of the same for publication.

Sec. 6. That should any person, firm or corporation, engaged in issuing, selling, distributing or redeeming trading stamps, discounts, coupons, tickets, checks or other similar devices, desire to discontinue said business, the redemption fund provided for in Sec. 3 of this act may be turned back in the general fund of said person, firm or corporation upon the conditions hereinafter provided, to-wit, that said person, firm or corporation desiring to discontinue the business shall publish in some newspaper published and circulated in each county where the person, firm or corporation is doing business, a notice of their intention to discontinue said business, which said notice shall be published sixty days prior to the date when said person, firm or corporation shall cease doing business: Provided, that said notice shall state that within thirty days from the publication thereof, said person, firm or corporation will discontinue the issuing or selling of trading stamps, discounts, coupons, tickets, checks or other devices, and that all persons holding the same for redemption must present the same for redemption within sixty days from the date of the publication of said notice.

Sec. 7. That no bank or trust company, acting as a depository for the redemption fund hereinbefore mentioned shall release or pay out said fund or any part thereof for any other than redemption purposes, except upon the discontinuance of the business as provided for in Sec. 6 of this act, and then only upon the sworn statement, in writing, of the person conducting the business, if said business has been conducted by an individual, the sworn statement, in writing, of all the members of the partnership conducting the business, if said business has been conducted by a co-partnership, or the sworn statement, in writing, of the president, secretary and treasurer of the corporation if said business has been conducted by a corporation; which said sworn statement shall show that all the provisions of Sec. 6 of this act have been complied with.

Sec. 8. That any person who shall willfully violate any of the provisions of this act shall be deemed guilty of a misdemeanor and upon conviction thereof shall be punished by a fine of not to exceed five hundred dollars or imprisonment in the county jail not to exceed one year, or both such fine and imprisonment, in the discretion of the court.

The Ming Bill.

Section 1. No person or association of persons shall either directly or indirectly, by agent or otherwise, use or hold for use in any way, or sell any stamps, commonly called a trading stamp, or any ticket, or check, or coupon or any written or printed promise of assurance, express or implied, or any other scheme or device, for the sale, barter or trade of any goods, wares or merchandise, holding

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out as an inducement for any such sale, barter or trade, the giving or issuing of any such stamps, ticket, check, promise, assurance, scheme, or device, which stamp, ticket, check, promise, assurance, scheme or device is to be or may be presented to or redeemed by some person or association of persons other than those making the sale, barter or trade aforesaid, the holder of said stamp, ticket, check, promise, assurance, scheme or device for presentment or redemption getting or receiving in exchange therefor any gift, prize or gratuity or anything uncertain, undetermined or unknown to the purchaser of said goods, wares or merchandise at the time of purchase thereof.

Sec. 2. No person or association of persons shall, either directly or indirectly by agent or otherwise, use or hold for use, or sell any stamp, commonly called a trading stamp, or any ticket, check, promise or assurance, express or implied or any other scheme or device of the kind or character described in the preceding section of this act and thereby prohibited to be used or held for use, or to be sold, when the same, instead of or in addition to the manner of redemption therein described, is to be or may be presented to or redeemed by the person or association of persons selling, bartering or trading the goods, wares, merchandise as in said section set forth, at any other place than that where said sale, barter or trade was made, or in any other manner than by something certain and known to the purchaser at the time of said sale, barter or purchase; provided, however, that nothing contained in this or the preceding section is intended to prevent any manufacturer from offering any gift or present to any purchaser of his product.

Sec. 3. Any person or association of persons violating any of the provisions of this bill, or aiding or abetting or assisting in said violation, shall be deemed guilty of a misdemeanor, and upon conviction thereof before any justice of the peace of this State or court of competent jurisdiction therein, shall be punished by a fine of not less than fifty dollars nor more than one hundred dollars for the first offense, and for a second or repeated violation of this act may, in addition to said fine, be imprisoned in the county jail for not less than thirty days nor more than ninety days.

Why Some Clerks Succeed and Others Fail.

"It is the ambition of almost every clerk to become a department manager, or to have a business of his own," remarked a merchant the other day, "but there are very few who really prepare themselves for the responsibilities of those positions. They have dreams of higher things, but lack continuity, or fail to improve opportunities."

There is much truth in that observation. Many clerks would like to drop into a soft snap, but few are really willing to climb the ladder rung by rung. Opportunity is presenting itself to many clerks to-day, but they are permitting it to pass unimproved. Many clerks think they are capable of conducting a business in a manner superior to that of their employers, but they do not give practical exemplification of their belief. They are indifferent to their employers' success while promptly receiving what is due them in the way of salary. The actual success of the business seems not to concern them at all.

"I would advise every clerk who

expects to go into business for himself to cultivate the habit of doing four things," said another merchant. "First, to live within his means and save something out of his weekly salary. If he deserves success he will willingly do this even at considerable self-sacrifice. Read the biographies of men who have founded fortunes. What do we find? That these, in their youth, gave up many of the fleeting pleasures of the world and toiled incessantly with one great aim in view. They saved and accumulated until the opportunity came and then invested their savings. Those savings were their salvation. They had the ability and the willingness to succeed, but they could not have done so had they not the means at command to grasp the opportunity offered.

"Second, to dress neatly. There is a man, now middle aged, not a dozen stores away, who stood a good chance of being promoted to manager, but whose disregard of personal appearance was his undoing. For the past fifteen years he has been employed as a salesman. His firm have a dozen or more branch stores and are opening others every few months, for the purpose of making outlets for their surplus manufactures. This clerk is intelligent, capable and willing, and is now head salesman when he should have been manager of the store. The present manager was appointed from another store a few years ago, and I know the reason why. When the auditors for the firm visited this branch they always took back a good report of his salesmanship. They knew that he understood the business from beginning to end. They saw that he was a good stock-keeper and willing to work, but—he wore dirty linen and therefore was "impossible" as a manager for any of their stores. A young man entered the store about five years ago, with very little experience, and he was not as good a salesman five years later as the older man, but he was willing to learn. He was always well dressed and was popular with the young men of the town. His personal appearance won for him the managership of a new branch opened last spring. The other fellow, who had been waiting so long for just such a position, demanded the reason why he was 'thrown down,' as he termed it. He was told. He now pays more attention to his personal appearance but he is fast reaching the age at which men are not chosen for the higher positions. He has started too late. In these days the retail business demands a good personal appearance before almost any other recommendation.

"Third, to be systematic, attentive and just to every one. I think many young men fail here from careless disregard for the feelings of others. Sometimes we find a man popular with every one, man, woman and child. Why? Because he listens patiently to what is said to him, is sympathetic in time of trouble, and is always attentive. He does not hesitate to discommode himself a little for the comfort and pleasure of others. On the other hand, there is the young

man who is ever over-riding the wishes of his friends and acquaintances so that his own selfish desires may be satisfied. What does he care for other men, so long as he himself is pleased? Let every one look after himself, is his motto and a good one it is for the man who wishes to live for himself only. This latter type never reach the high positions in life, while the former are forging ahead by the force of their congeniality.

"Fourth, always to do more than is expected of him. Whether in social or commercial life, the man who fore-stalls others in this respect is strengthening the foundation of success. It will not be long before those who have dealings with him will depend upon him to do the right thing at the right time. Men like that are the ones soonest appreciated and advanced."

This merchant's views are perhaps correct. If any man doubt them, let him look around and study out the situation for himself. Then let him get a "move on."—Shoe Retailer.

Date Stamp Prevents False Claims.

Most of the high priced hat stores are now careful to stamp on the leather band of a hat the date on which it was sold. This apparently unnecessary trouble called forth the

following explanation for a curious purchaser:

"We have to do that in self-defense, because men come in here every day with some complaint to make about a hat they bought 'only a week ago.' Formerly we had to stand for this sort of thing, as we had no means of keeping tab on the hats that were sold for cash. Now that the date of sale is stamped on the hat it is easy for us to call attention to the customer's inaccuracy."

It appears from this that hat dealers as well as shoe retailers have their troubles.

The Too-Talkative Clerk.

The clerk who seemingly tries to talk the customer's head off his shoulders has mistaken his trade.

It is the wise clerk who does not try to say too much to a customer that will sell the best goods and be of greatest benefit to his employer.

Make every endeavor to please and agree with a complaining customer first and he will agree with you afterward. Dispute with him first, and he will make up his mind to beat you out in the argument—right or wrong.

Study your customer while he is studying your shoes. He may know more about them than you do.

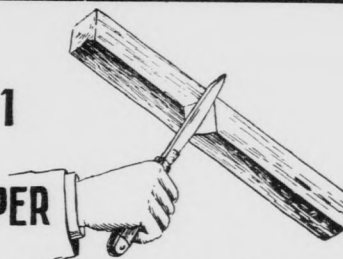
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, April 12, 1905

TO EUROPE BY RAIL.

For a great many years there has been talk about the construction of railroads which would enable freight and passengers to be carried from any point in the United States to any point in Europe without the necessity of a journey by sea. Probably one of the things which has induced more general and favorable discussion of this proposition than anything else is the distaste which most people entertain for seasickness. There are many who would sooner ride two thousand miles by rail than five hundred on an ocean steamer. That feeling, however, is giving way before the larger, steadier and safer boats which are annually being put into the traffic. The time has also been materially shortened since the all rail route was first considered. The subject is being revived again because M. Lecoq de Lobel, a French engineer, is in the United States agitating the American-Asiatic Railway enterprise, representing that French capitalists will furnish the money if the United States will help with the right of way and neutrality agreements.

The scheme is a prodigious one and the preliminary estimate speaks of an investment of \$150,000,000, and that presumably will not be sufficient. The plan provides for the construction of a railway from Irkutsk, just west of Lake Baikal on the Siberian Railway, or from a point 400 miles north of Vladivostok on the Amur River to Behring Strait. This is a distance of more than 2,500 miles and is not through a section of country where railroad building would be easy. Behring Strait is thirty-six miles wide and 180 feet deep, with islands in the middle of the channel. It is proposed to construct a tunnel under the strait, coming to the surface at the largest of these islands. That of itself will be a great and very costly piece of engineering. The distance from Cape Prince of Wales to Seattle is about 2,000 miles. This would make a very long journey from New York to Paris by rail, which passengers might take once as a matter of curiosity, but they would be reasonably certain to come home by

a transatlantic steamer. The journey by rail would be very long in miles and days, long enough at best to be attractive only to travelers starting from the Pacific coast. The amount of freight such a road would carry would be regulated of course by the price in comparison and in competition with steamship lines. The road would open up a considerable territory on this continent and would be advantageous to the whole extent of the Pacific coast. If the French are willing to furnish the money, unquestionably the Americans will be willing to let them.

FOR THE JUNK PILE.

The British government sold the other day thirty obsolete warships, the lot bringing only one-twentieth of their original cost. Of course, this price was paid merely for the materials in the old ships, as the act of sale stipulated that the vessels were to be at once broken up.

These obsolete ships are not, as many suppose, ancient hulks that did service at the very commencement of the era of iron-clad ships. They represent a type which was considered up to date but little more than a decade ago. The Galatea was completed in 1889, at a cost of £258,390; the Warspite and the Australia in 1888, costing £529,332 and £259,390 respectively, and the Northampton in 1878, at a cost of £395,804.

The resolve of the British government to do away with all obsolete ships is certain to be followed by other navies, including our own, at an early date. Already one of our modern ships, the Philadelphia, has been consigned to receiving ship duty, while the Columbia and the Minneapolis, which are barely ten years old, are in the training service. It is said that the battleships of the Indiana and Oregon class are scarcely worth reconstructing at enormous expense, while the Navy Department is actually contemplating the sale of several of the ships of the new navy which were built barely ten years ago.

All of this should convince people of the nature of the Government's investment in warships. Some naval authorities hold that modern warships should be used as long as possible, but no great sums should be spent in remodeling them when they become obsolete, as it is really preferable to consign them to the scrap heap.

Modern warships are less serviceable in many respects than the old-time wooden vessels, which, after they had done duty as long as possible in the fighting line, were useful for a long period in the training squadron, and finally, when no longer fit for service at sea, could be utilized as receiving ships in port. The modern battleship serves usefully none of these purposes except the duty of the fighting line, and when she loses her usefulness there she is ready for the junk pile.

There's a certain dignity which naturally belongs to your business; but never get so dignified that you can't unbend.

THE RULE OF THREE.

The present is the age of science. It dominates every scheme of education, and there is no learning in the opinion of the votaries of science that is of any value in comparison.

The physical sciences are of enormous practical value, because they elucidate principles and solve problems of extreme economic importance to our daily life. It may be truly said that the mathematics is the indispensable handmaid of every other science, but it has come about that not a few mathematicians have become so profound, so refined, so impractical, that they neglect the most useful functions of their science for mere shadows and the figments of their own imagination.

This idea is especially brought out by an editorial in the Chicago Railway Age of recent date, in the remark that in the light of the elaborate technical instruction and the vast numbers of graduates turned out by the scientific schools of to-day, it must appear somewhat strange that so much could be accomplished in the direction of original engineering work by a race so unscientific as our forefathers now are regarded by many of their professional posterity.

In this connection, asks the writer in question, "Whence came the knowledge which produced the Howe truss? Where did Jervis find the education upon which to build the Erie Canal? By what formulae were calculated the stresses in the Starucca Viaduct or the High Bridge over the Harlem River? Howe was a country carpenter with the practical instincts of a contractor. Jervis was a farmer's son, whose first engineering work consisted in driving stakes. The list of such men is a long one and so monotonous that it contains few who could show more in the way of technical education derived from regular instruction than is represented by the 'three R's' of the old red schoolhouse.

"Nevertheless, these men had a good working knowledge of mathematics; the monuments left by them prove it, and in the nature of things they must have had it. One of them, who would rank now as little better than a country surveyor, conceived the idea of locating a curve by chord deflections instead of radially—the universal method up to that time. Their books were few: Gillespie's Surveying; Euclid or Davies' Legendre; and a little, a very little, algebra. But they were giants in accomplishment, and one reason was, that to them mathematics was a means and not an end. A correct approximation had more value than the most abstruse calculation and no sanctity attached to the seventh place in decimals."

Then continues the writer mentioned: "With the large influx of specially trained mathematicians which annually enters the field of active work, there has crept into technical literature a tendency toward the hair-splitting of terms which aims at profundity but more often reaches the absurd and tempts the practical

reader to a profane condemnation of all abstractions."

The trouble is that mathematics, in its application to practical and economic problems, is a means, not an end. Figures and geometry are tools to work with. They are measuring rods with which to determine numbers, quantities and dimensions, and the comfort, welfare and safety of millions of people may depend on the intelligence and wisdom with which they are employed.

That writer might also have mentioned B. H. Latrobe, the elder, who constructed the Philadelphia water works, the first in the country, and was chief engineer and architect for the rebuilding of the Capitol at Washington, after it was burned by the British in 1814, or his son of the same name, who constructed the Baltimore and Ohio, the first of the great American railroad lines. Both had received academic educations, but had enjoyed no technical instruction.

Then there was John Ericsson, who built the famous monitor iron warship. He was a practical mechanical engineer of great ability, without having received a scientific technical education.

There was also the eminent James B. Eads, who first bridged the Mississippi River below the junction with it of the Missouri and Illinois, and after every other attempt had failed to open the mouth of the Mississippi River to the largest ships, he signally accomplished it. He learned engineering without ever having attended a high school, much less a college or institute of technology. Men who were never profound mathematicians, but who knew enough to work the ordinary problems of trigonometry, have accomplished important work in astronomy.

Of course there is no intention to depreciate the importance of the study of pure mathematics, any more than of any other department of pure reason. To pursue an idea to its last analysis is an interesting exercise for the mind that chooses to undertake it, but when a great engineer or astronomer, or any other great one, comes to solve the chief problems of science, it is seen that there is vastly more in his personal qualities than in his science that has fitted him for his work, and the old "rule of three" will be found among his scientific assets.

The report that the Pere Marquette interests have acquired the Ann Arbor Railway is welcome news to Michigan shippers, because the acquiring of the line by the Gould syndicate would introduce an alien influence which could not fail to work to the disadvantage of Michigan people. As soon as the report is confirmed and the property is taken possession of by the Grand Central people, the Tradesman hopes to see the Pacific Express Co. supplanted by the American Express Co., or some other line which will "play fair."

Nothing more annuls the good effects of advertising than the spirit of indifference among the clerks.

TROUT DAYS.

Their Allurements Prove Irresistible for the Trio.

Written for the Tradesman.

The first breath of spring was filtering through the city's murk, robbed of most of its fragrance thereby. Nevertheless it caused the manager to gaze out of the window toward where he knew, beyond the city, lay the green hills and fields, with the trout streams running through them.

"Trout streams," thought the manager, and then sighed wistfully. His vacation did not come until the middle of the summer, when the trout season was closed. He knew it was of no use asking the junior partner for a few days' leave of absence.

If the manager was answerable to the junior partner, the junior partner was answerable to the senior partner, who was a stickler for order and time and system. A time for everything and everything on time was his favorite saying, and a few days off in the spring, when they should be off in the summer, was too great a departure from his iron-clad rule. The junior partner was a great stickler for rule, too. He had learned it from the senior partner, and not for the world would he permit the manager to take part of his vacation now when it should all be taken in the middle of the summer.

Nevertheless he went to the window a good deal that forenoon and sniffed the warm spring air from which all the varied smells of the city could not rob all fragrance. The manager spent a good deal of the time that day looking out of the window, too, and when one saw the other at it he eyed his brother offender frowningly for setting such a bad example to the underlings in the office.

Toward evening the manager grew very tired. He sat at his desk staring straight in front of him with unseeing eyes; yet they were seeing. They were seeing things. Those things were shady bowers along a creek bank, a moss grown snag in mid stream, a flash of light and color in water darkly running because of weed-covered bottom and dense shade overhead. He thought of a hole in his fishing boots which should be mended; he thought of—well, in spite of what he knew of the junior partner, he thought of going trout fishing. Toward the end of the day the junior partner felt quite fatigued. He sat at his desk looking straight away from him with eyes that saw naught. Yet they did see something: A big meadow with a clear stream running through it; in the middle of the meadow where the grass was very long and very green was a large tree standing by the side of the stream. It always shaded the stream, and there was a sunken log in the deepest shade and a fish lived there. The farmer told him he might fish on his grounds if he liked, too. He thought of a break in his fishing rod and, although he was familiar with the senior partner's views, he thought of going fishing.

Suddenly the clang and clanger of the 6 o'clock bells and whistles broke blatantly in upon them and they both

started and found themselves looking intently at each other. Guilty, reproving glances they shot at one another and rustled papers upon their desks. Then the manager arose, went over to the senior partner and said, "I am sorry, Mr. Branly, but I have some important family business that I shall have to attend to and would like to stay off to-morrow." The junior partner glanced suspiciously at the manager and said curtly, "Very well, Mr. Hemming." "Brown can do my work," said the manager. The junior partner nodded and then he arose and went into the private office, where the senior partner sat. "I am sorry," said the junior partner to him, "but my grandmother up in the country is in bad health and has expressed repeatedly the wish to see me, and as things are a little quiet now, for the next two or three days I thought I would run up and see her."

The senior partner glanced very sharply at the junior partner and said, "Very well, Mr. Branly."

As he went home that evening the manager thought, "It wasn't exactly an untruth; it is my business to stay in good health for the good of my family, and I am making it my family business to keep in good health by relaxing for a day or two and going fishing."

As the junior partner went to his residence he thought, "My grandmother is in poor health, has been, in fact, for several years and has often expressed a wish to see me." (With the childish insistence of old age she had wanted to see him daily.)

The train for the country left the next morning at 9 o'clock. As it pulled out the manager climbed aboard and sitting down examined carefully a newly mended hole in his wading boot. At 9:45 an interurban car left for the country. As it left the city limits the junior partner sat by an open window in the car and examined with interest a spot on his fishing rod which was carefully wrapped with new silk thread.

The manager reached the ground first and joyfully set off across the meadows on the run, his fishing traps dangling and rattling by his side as he ran. Coming to a wide meadow, where the grass was very long, he came upon a tall man in overalls and wide straw hat, unmistakably a farmer. The manager slowed up puffingly and in the joy of his freedom hailed the farmer hilariously. He met with little encouragement and was told that no fishing was allowed in the meadow. "Don't own the stream after it gets over into that clump of trees, do you?" said the manager without anger. Then he gave the surprised agriculturist a better cigar than he had ever smoked before and started off again. Over the fence and into the woods a few rods—ah! there it was, the big tree with its gnarled branches and the pool deep and dark and the fish, probably; yes, without a doubt, the fish. The manager sat down and began putting his rod together happily.

Soon the junior partner leaped over the fence like a boy a little bit out of practice, but still very boyish-

ly, and accosted the farmer on the fence: "Hello, Jones; remember me? Said I could fish in your meadow last season, you know." The farmer recognized him a little bit ungraciously and then went off with a companion cigar in his pocket to the one given him previously.

The junior partner undid his traps with reckless haste, throwing them about him in the grass.

Then he began to fish. With all his tricks and flies he cast again and again, but no rise came. He finally decided that the sun was not right just then and thought he would lie down in the shade of a mammoth oak, which he remembered stood a little way down stream. He began to adjust his various belongings for the short but nevertheless arduous struggle through the blackberry bushes that converted the bank of the river into an almost impenetrable jungle in places. In the woods he saw a little clearing a little way ahead of him. Standing thigh deep in the stream, with the water swirling about the top of his high rubber boots, was a figure in brown corduroy. The back of the figure was toward him, but he had seen that back too many times going down the aisle of a certain business house back in the city not to know it. With a first thought for self-concealment he started to retrace his steps, but the battle royal going on under his nose was too much and, impelled against his will by the love of the battle, he moved a little nearer and watched the conflict.

The figure was tense and rigid and was holding a fishing rod which was swaying and bending double at the instigation of a taut line, which swished through the water with a sound which only the trout fisher knows. The fight was a long one, and the junior partner kept edging up nearer the battle ground until he was standing on the bank directly opposite the fisher. When a beautiful trout was thrown, turning triple summersaults, on the bank the manager followed hastily, splashing through the water. The two men met face to face. In the junior partner's eyes was the bright light of admiration for battle well, and in a sportsman-like manner, fought. In the manager's eyes was the light of a victory well earned. Without a word both

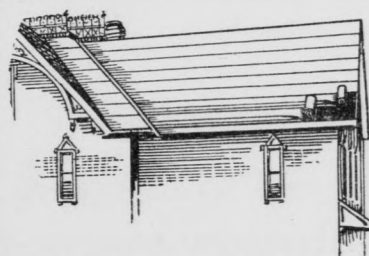
hands met in one strong clasp that meant more than words.

The next day in the city the senior partner said he was leaving town for the day on a business matter. As he strolled along the meadow he picked up a match box that was not unfamiliar to him, and as he came to a little clearing after forcing his way through some blackberry bushes he picked up a cigar case with some initials on it. He smiled for the second time that day and settled himself comfortably in a pleasant frame of mind for a nap in the shade. Back in the city two men were laughing immoderately over a bill which the senior partner had dropped out of his pocket. It said: Mr. John Howland, To one fishing rod, \$25.

Glenn A. Sovacool.

The Astor Fortune.

Astor had invested about \$2,000,000 in New York real estate. At his death its value was \$20,000,000. When William B. Astor died, in 1876, it had increased to \$100,000,000. By 1890, competent authorities estimated it at more than \$250,000,000. The total Astor holdings now, distributed among several branches of the family, amount to at least \$450,000,000. Here, evidently, we have a most notable instance of the unearned increment. When John Jacob died, the New York Herald, in an editorial, gravely suggested that his property be divided in two parts, one-half to go to his heirs, the other to the city of New York. For it was not Astor's energy or genius, said the Herald, which had made him so rich; it was the city's commerce, its fashion, its men of progress and enlightenment, which had converted his goat farms and swamps into the richest rent-bearing soil. The owner of great railroads or steel corporations must constantly nurse his fortune, must join in the competition for improved methods and the indispensable men. Under these conditions, a great fortune is a great burden, maintained only by constant vigilance. The whole Astor family, however, could sleep for a hundred years, and at the end find that their riches had grown a hundredfold. All the economic and social forces which have made New York the American metropolis have, entirely without their instigation, also made their wealth.



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.

Facts Concerning the Manufacture of Iron and Tin Plate.*

The history of the world is a story of a continuous iron age. Western Asia, the birthplace of the human race, knew iron in its first dawning of the record of time. Egypt, whose national existence dates from the second generation after Noah, the most ancient civilization of the world, at an early period was acquainted with the use of iron. A piece of pure iron was found under the obelisk removed from Alexandria to New York in 1880. This obelisk was erected some 1,600 years before the beginning of the present Christian era. In the interior of Africa, where nuggets and bowlders of high grade iron ore are lying around loose, the Hottentots still adhere to the ancient methods and are making iron in clay ovens, using a layer of charcoal and a layer of iron nuggets and producing a blast by a number of bellows or air pumps. The product of this furnace is a lump of iron which is further reworked by heating and hammering.

Previous to the last century improvements in the methods of producing iron progressed but slowly, while in the early ages excellent qualities of iron and steel were produced and various methods employed. Pieces of wrought iron were heated over a fire like an enlarged blacksmith's fire and hammered, reheated and hammered until the desired thickness was attained.

Then came the Tilt hammer, driven by water power to ease the hard manual labor of the smith.

The process of rolling sheets was invented in England in the early part of the eighteenth century. This was a marked step in the advance, in that it produced plates of uniform thickness and more pliable, also at a reduced cost. Since that time many labor saving devices in auxiliary machinery for detail work have been invented, but the fundamental principle in rolling black plates has remained practically the same.

Black Sheet Iron.

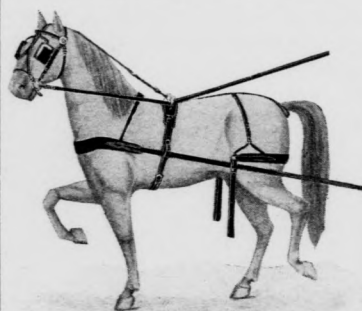
From iron ore, billets or bars are made sheet iron, six, eight or ten inches wide by one-quarter or more in thickness, according to the gauge of the sheet desired. These are cut into lengths twelve inches wide or over, according to the width of the sheet desired, the length of the bar representing the width of the sheet. These billets are put into an oven or furnace and thoroughly heated, and then put through rolls and rolled to the desired length. In the lighter gauges these sheets are doubled and then reheated and rolled, then redoubled, reheated and rerolled until from four to eight sheets are produced from one billet. After the rolling is complete, the sheets are allowed to cool and are then ready to be trimmed to the desired size. These sheets are then put into what is called an annealing oven, put under intense heat produced mostly by natural gas for a period of twenty-

four hours and sometimes more. After the annealing, if they desire to make a fine cold rolled steel, the sheets are put through cold rolls, which smooths and hardens the surface and is called one, two or three pass cold rolled steel, indicated by the number of times the sheet has passed through the rolls.

Black cold rolled sheets are used in making the galvanized iron. These are immersed in a solution of sulphuric acid, then in a bath of clean water, then in a solution of weak muriatic acid. After coming from these solutions the sheets are ready for the galvanizing tank and are run down through a molten metal of zinc and come up through rolls arranged so as to clean off the surplus coating, and as the sheets come out of the galvanizing tank they are delivered on to a table with rollers which carry them to the end of the factory, where they are taken off ready to bundle. The coating on galvanized iron consists almost entirely of zinc, and the mottled surface of the galvanized iron is caused by the air striking the sheet and cooling the same as it comes out of the galvanized tank.

Wood's patent planished iron or what is known as the American Russia is made from purely a charcoal puddled iron, and after this is rolled into sheets and passed through the annealing oven it goes through a hammered process, under steam hammers which give it a flaky, hard and polished appearance. Part of the process in the manufacture of this iron is kept a secret.

Black sheets for tinning purposes are rolled after much the same process as sheet iron. Tin plate or tinned sheets are known as charcoal bright plates and ternes, or roofing plates. The process of coating iron with tin was invented in Germany about four hundred years ago. The people of that country kept the process a secret for over a century, but after a long and diligent search English manufacturers, near the end of



No. 30 Single Strap Buggy Harness

3-inch Flexible Single Strap Saddle, extended swell housing. 3-inch single strap shaped breast collar. Brass, nickel or Davis rubber trimmed.

A Big Seller

Brown & Sehler Co.

Grand Rapids, Mich.
Wholesale Only

*Paper read at annual banquet Grand Rapids Retail Hardware Dealers' Association, by Sebastian Hazenberg.

ESTABLISHED 1852

GILLETT'S DOUBLE STRENGTH Flavoring Extracts

Absolutely Pure

Full Measure

Full Strength

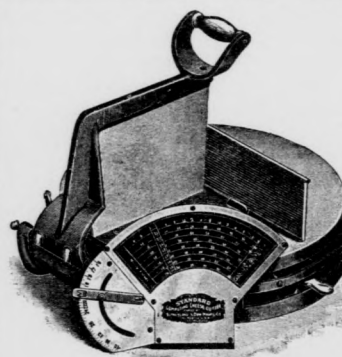
Full Value

E. W. GILLETT CO., LTD.

CHICAGO

TORONTO

LONDON



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.

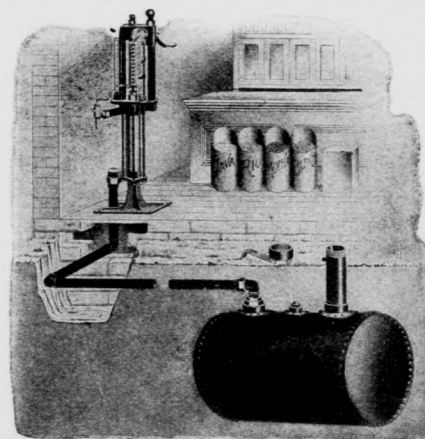
SUTHERLAND & DOW MFG. CO., 84 Lake St., Chicago, Ill.

TAKE NO RISKS WITH GASOLINE

BUT USE A

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE--TANK BURIED

ONLY ONE GALLON OF GASOLINE IN BUILDING AND THAT INSIDE PUMP

TANK OF HEAVY STEEL, RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG "M"—THERE'S NO TIME LIKE NOW

S. F. BOWSER & CO. - FORT WAYNE, INDIANA

the seventeenth century, discovered the secret. In England, soon after this discovery was made, the process of rolling iron sheets was invented, the tin plate industry growing rapidly, and for nearly two centuries England maintained its supremacy in the industry, until about ten years ago, when our country became a strong rival, and is now energetically contending for the first.

Pure tin being comparatively costly, as a mere rust protector, a cheaper substitute was sought and found in the alloy of tin and lead. It is said this alloy was first used by the French, who called the plates coated therewith ternes.

After the black sheets have been pickled, annealed and cold rolled they are cleaned in a weak acid solution, then thoroughly washed in clean water, after which nothing is brought in contact with the sheets but pure palm oil and pure block tin, which produces our charcoal bright plates. The ternes or roofing plates are produced in the same way, but with a mixture of pure lead and pure block tin. Until the establishment of the tin industry of the United States on its present footing the chief sources of the world's supply for two hundred years had been England and Wales.

Twelve years ago the United States manufactured about three million pounds of tin and terne plates a year, and imported 750,000,000 pounds from Great Britain. Last year the product of the United States reached a thousand million pounds, greater by several millions than Great Britain's total output, and not only supplied practically the entire home market, but contributed substantially to the country's trade in exports.

The American Sheet & Tin Plate Co., which is the largest producer of sheet and tin plate in the United States and the world, produced last year from its mills one million base boxes of tin and terne plate, or five hundred thousand tons. Its output in black and galvanized sheets was also about five hundred thousand tons, or a total of one million tons.

The American Sheet & Tin Plate Co. produces about 80 per cent. of the tin plate manufactured in the United States and about 50 to 60 per cent. of the black and galvanized sheets produced in this country.

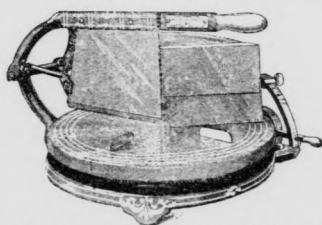
The wonderfully accurate methods characterizing the work as it is now performed by men and machinery in the great iron and steel works of the United States suggest an inventive climax, but thousands of scientifically educated men and hundreds of thousands of practical iron and steel workers employed by the various corporations are still evolving advanced conditions, seeking to invent new or to improve old systems and methods, to the end that progress shall not be arrested and that the standard of quality shall continue to advance.

Being in Sight.

They say that if a man would make a success of his business he must attend to it. They say that people who come to a store to trade like to see the proprietor. Of course, there is a

certain period at which a growing business arrives when it becomes appropriate and perhaps necessary for the proprietor to keep himself shut up a good deal in a closed cage, called a private office. The majority of stores do not arrive at this period. We would like to say for the benefit of the unthinking that although they may devote pretty nearly all the hours and half-hours every day to store work, shut up in that private office, unless their office is open to the gaze of the public, the public do not know that the proprietor is there, and most of them will think that he is not. The result will be that the man will get the credit for neglecting his business, and the business will suffer some of the natural results of such neglect. Do not do too much work in the private office unless you are sure that your business has arrived at the private office period.

Prayer is only a pillow at night when it has been an endeavor all day.



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.

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.

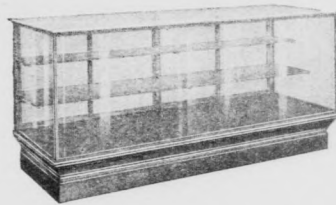
2321 Majestic Building, Detroit, Mich

You Cannot Afford to Buy Floor Cases

of any kind without consulting us.

Our Specialty is Modern Outfitting of Stores on Up-to-date Lines

Write for our
Latest and
Absolutely Best
of
Fixture Catalogues
Ever
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Write to us
When in Need of
Suggestions as to
Planning of
Stores.
We will help you
free of charge.

Grand Rapids Show Case Company
Grand Rapids, Mich.

New York Office, 718 Broadway, same floors as Frankel Display Fixtures Co.
The Largest Show Case Plant in the World



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.

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



Golden Essence of Corn

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

Karo

CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago



Some New Things in the Neckwear Section.

There are certain natural conditions, such as climate, locality and desire for comfort, influencing men's choice in matters of dress. To these, styles must conform. Therefore, to expect the wing collar and broad scarf to retain their midwinter popularity into the dog days may be compared with the abortive effort that would confine humans to the limitations of a conventional dress chart.

The fine trade in general has advocated, almost since the inception of the season at hand, scarfs of moderate width. Stocks were prepared accordingly, and there is hardly a dealer who has not fallen into line, knowing that spring and summer trade conditions require a change. This tendency to medium forms was early chronicled in these reports. There has been no desire to hold fast to the broad shapes either in consumptive demand or at the sources of supply. The public is not disposed to pay as big prices for neckwear in warm weather as in the fall and winter. Therefore, from now until the falling of autumn leaves the volume of neckwear business will be on half-dollar kinds. And quality will be more desirable than quantity.

There appears to be no foundation in fact for the rumor emanating from an irresponsible source in New York that wide scarfs will be most fashionable this season because some classic tailors have cut a few, just a few, English sacks and waistcoats with low neck openings. The masses have not yet cultivated a taste for English vogue. It is too bad that the neckwear makers did not consult with the tailors before getting out their spring scarfs. Rather late now to make a change. Dealers are handing out the sensible widths.

For immediate requirements the demand is for scarfs from 2 to 2½ inches wide in fine grades. Wide scarfs and fold collars do not work well together. They are all right with the wing and standers, but the few wearers of wing collars in the East are merely a drop in the bucket as compared with the great number of devotees to the fold collar. Even the most fashionable trade declares that the most popular collar is the fold, and the new low forms, designed for the present season, will go a long way toward more strongly entrenching the turnover shapes. For a long while the low turndown has been the favorite with the college trade.

Dealers are now formally introducing to the public washable scarfs and ties of fine cotton, silk and linen and linen and cotton admixtures. A large business was done in this class of goods last year. But the volume of sales at wholesale is so large this year as to indicate a somewhat revolutionary tendency in neckwear textiles. White goods were worn more gener-

ally than usual last season and are at present in brisk request. Chamois cloth, a white fabric of enduring weave with self spots and a satin weave ground, launders like a linen handkerchief and is favored in scarfs. The best class of trade goes in for white goods. There is, however, a liberal assortment of colors in linen and union goods with grounds of solid color, having machine or loom embroidered effects in self and contrasting colors, also well favored in the good qualities. Fancy weaves are shown in multi-color admixtures, but as these have been widely imitated in cheap grades and mercerized fancies they may not take so well as the neat whites and embroidered kinds. The launderable goods are obtainable in reversible four-in-hands, graduated ties, batwings and ascots; also in stocks.

At retail solid colors in plain and self-weave effects are surpassing all previous sales records. Many of the half-dollar ranges include twenty different colors, with a number of intermediate shades. Greens have never before been so plentiful in variety, and include bottle, dark myrtle, myrtle, hunter, moss, emerald, clive, light green, sage and reseda, with only a shade difference perceptible between some of the light and dark ones. The reds are designated as maroon, dark garnet, Burgundy, light wine, cardinal and scarlet. In the purple range there is King Edward, bishop, violet and lavender. The favored blues are navy, royal, Dresden and electric. Browns are well represented in mid-brown, chestnut, Havana, tobac, golden brown and cafe. Grays are regaining some of their former popularity, and the reason for this is explained as due to gray predominating in spring clothing. At any rate, all the metal grays, beaver and slate shades numbered in the gray series are selling very much better than at any time since the last run on gray scarfs.

Easter will in all probability bring into prominence many light and delicate shades, and as the style tendency of the season is toward tints, as is early shown by the sales effected by the best class of shops, among the tones selected for Easter are light and dark buff, pearl, ecru, beige, drab and the modes. Tangerine and Guinea gold as solitaire shades, and combined with dark colors, are extremes in color vividness shown by the best haberdashers.

Crepes are again well to the front, and new in crepe scarfings are Lyons block prints.

Diamond pointed, graduated width and batwing ties up to two inches wide will be in vogue when the tie season opens.

Rumchundas in solid colors with self stripes and figures are shown for summer. They are different from the set block print patterns formerly seen in Rumchundas.

Foulards are out in all the prevailing colors of the season. The preferred ones are mahogany, tobac, mulberry, violet, heliotrope, maroon, light and dark buff, dark and medium blues and golden browns; also in

three and four color effects, with self and block printed patterns.

The character of the silks ordered by scarfmakers from the domestic mills and importers for fall give intimation of wide scarfs being revived for the fall and winter season.—Apparel Gazette.

Some New Things Shown in Shirts.

The spring delivery season is hardly completed, yet the time is quickly drawing nigh when travelers will be on the road with fall samples. Some lines are announced for exhibit about April 15 in the New York sales-rooms; other lines will see the light earlier, and all will be under inspection before the month closes. The aforesaid travelers will carry new patterns in summer negliges, from which furnishers may make additions and replenishments, in connection with their fall ranges—as is usually the case.

The fall samples will exhibit a large showing of the coat shirt construction, which convenient form of garment seems to be gaining popularity in a more general way than was expected a few seasons ago. Some lovers of this open-all-the-way-down shirt assert that it will entirely displace the old style body in stock goods, which is by no means a downright certainty. A season or two more will tell. Our old favorites, the plain dress and the full dress white shirt, show no change from the current fashion. The latter maintains its distinguishing features of plain linen bosom, two stud holes, and the genteel narrow cuffs. For these 2½ and 2¾ inches appear to be the right widths. The plain dress shirt admits of no laid down rules for the bosom, which is plain or pleated, as you please—just like the shirt front in Tuxedo assemblies—and there are all lengths and widths of bosom, showing more fine muslin than fine linen until you pass the \$13.50 price, or thereabouts.

The fancy stiff bosom is destined to renewed life, and there are competent authorities among shirt manufacturers who will tell the enquirer that the winter neglige, in all city localities on the hither side of southern boundaries, has lost the position of favor it attained two or more years ago; and the same experienced operators would add that they know of cases where the said winter garments were cleared out as summer stuff last year. Our new percales and new madras cloths are surpassingly good in texture and printing, and as dots, rings, checks, sprigs or narrow stripings, the designs thereof will make a fine display in fancy stiff bosom samples now ready or in preparation for fall. That the fancies are doing well in current city selling—this spring season—is admitted, and that they are more or less prominent in stock exhibits can not be denied.

The white negligee is lining up for a strong position among our spring and summer favorites, the early demand seeming to justify the claim that sales will largely surpass those of 1904. Corded cloths and fancy weaves enhance the intrinsic value of this

slightly garment, and some of these makes of white goods are in greater demand than in supply. Even the plain chiffon cloth used for bosoms and bodies in light summer shirts has been a scarce article with mill agents, owing to bleaching difficulties during the severe winter months.

Taking our own city showing of neglige garments as a basis for pattern or color display in general, there is hardly any particular assortment that might be chosen for distinguished leadership, for, as one of the great ones among our Broadway furnishers remarks, "Everything goes." There are solid effects of all sorts—pinks, greens, tans, natural linen shades, blues, slates, marl, buffs, grey mixtures; there are checks, plaids, stripes, figures, etc., on white grounds and there are plain fronts and plaited or tucked bosoms—and the presence of narrow attached cuffs is more noticeable than ever before. Given a fair April, a respectable weather record for May, and a warm June, and the trade will experience a negligee season without a previous equal.—Clothier and Furnisher.

Tale of Orange Blossom.

The wearing of orange blossom at a wedding is accounted for in various ways. Among other stories is the following popular legend from Spain: An African king presented a Spanish king with a magnificent orange tree whose creamy, waxy blossoms and wonderful fragrance excited the admiration of the whole court. Many begged in vain for a branch of the plant and a foreign ambassador was tormented by the desire to introduce so great a curiosity to his native land. He used every possible means to accomplish his purpose, but, all his efforts coming to naught he gave up in despair.

The fair daughter of the court gardener was loved by a young artisan, but she lacked the dowry which the family considered necessary to a bride. One day, chancing to break off a spray of orange blossom, the gardener thoughtlessly gave it to his daughter. Seeing the coveted prize in the girl's hair the wily ambassador offered her a sum sufficient for the dowry, provided she gave him a branch and said nothing about it. Her marriage was soon celebrated and on her way to the altar, in grateful remembrance of the source of all her happiness, she secretly broke off another bit of the lucky tree to adorn her hair.

Whether the poor court gardener lost his head in consequence of his daughter's treachery the legend does not relate, but many lands now know the wonderful tree, and ever since that wedding day orange blossom has been considered a fitting adornment for a bride.

Filling the Prescription.

Judge—What were you doing in the hen-house, Sambo?

Sambo — Well—er—Jedge, mah Missus wah feelin' pohly and heh doctah declahed she must have poached eggs. I wah jes' poachin' a few, Jedge, accordin' toh odahs.

"Clothes of Quality"

The coupling of M. Wile and Company with "Clothes of Quality" is a natural sequence of the years of unceasing effort on the part of this concern, founded a quarter of a century ago, to make clothes not for the fulfillment of the demand of a moment, but the kind upon which a foundation can be built, enduring for all time.

Many concerns build clothes—the good kind—but very few contain the element

which predominates to such a great extent in our product.

Our ability to manufacture the best grade of clothes which can be sold for a moderate price is the keynote of our unbroken success for twenty-five years.

We are constantly demonstrating to the trade the important fact that "Clothes of Quality" can be made right at the prices we ask, and whenever you see the sign "Clothes of Quality" connect it with "M. Wile & Co."

Let us show you our fall line priced from six to fifteen dollars.

M. WILE & COMPANY

BUFFALO, N. Y.

Makers of the Best Medium Priced Clothes in the World

Established 1880

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.



Debate on the Subject of Approaching a Customer.

To whom it may concern—The Lasterville Boot and Shoe Retailers' Club has the debating fever pretty bad and the result is that about every night that we meet there is some new question in shoe store procedure which has to come up for immediate settlement, and a little later, sometimes, there is a chance for arbitration, when the argument gets hot.

Last Wednesday night the subject was: "How shall a clerk best approach a customer?"

There was a fight the first thing over the question itself. Mr. Ball (not Hi) allowed that it was wrongly expressed anyway. The right of it was, "How should a clerk approach a customer?"

Mr. Laster thought that it would be better expressed: "How ought a clerk to approach a customer?"

So the question was finally spread on the minutes, to save argument, "Resolved, That a customer should be approached—but how?"

Mr. Isensole allowed that there was no use in talking about it, anyway, unless a special style of customer was agreed on. Some customers should be approached with a club, deadbeats and damage claimers.

To make it fair for everyone, the sort of a customer we decided upon was an unknown lady customer who looked as though she would want something pretty good and could pay spot cash for it.

Mr. Isensole said that he should approach her himself, if he was disengaged, rubbing his hands gently together, smiling pleasantly (he gave a sample of this smile on request, and you ought to have seen it). He said that he would not say anything at all if he could help it, allowing the customer to begin the conversation, trying in every way in his power to show by his manner that she was welcome and that he was ready to serve her but not overanxious, although he did admit that it was not a bad plan to say something non-committal, like, "Goot morger," or "Goot efening, madam," or some little thing like that. He said that he thought it a good plan to allow the head to drop a little forward and the shoulders to be elevated slightly.

He was listened to with close attention, for it is generally known that when Mr. Isensole approaches a customer it's all over but punching the cash register. On being unanimously requested to give a demonstration for the benefit of the club, little Sizer went out and came in the door impersonating a timid lady customer, who looked rich and as though she wanted a pair of shoes for cash at not less than \$3.50, and Mr. Isensole approached him. It was the greatest character sketch ever seen off the stage and the team was forced to respond to encore after encore.

Then old Mr. Laster told what he thought. He said he thought that most salesmen made the mistake of hurrying too much. It flustered the customer, and put her ill at ease. His way was to saunter up to the new customer as though he hadn't much idea that she particularly wanted anything in the store more than to look around at the designs in fine footwear, and on no account to rush up and say in an explosive, hustle-and-get-busy sort of way, "Something in our line to-day?"

I gave as my idea that there should be a combination of business air and sociability in approaching such a customer, all of this, you understand, being dependent on the presumption that there are no other customers in the store, or, at any rate, that you are disengaged at the moment she steps over the threshold. I stated that, under no circumstances, would I ask what she wanted, or if she wanted anything, except in the contingency that there were other people to be attended at once in case she did not wish the services of a salesman, and in that case I would simply ask, "May I show you something in footwear?"

"Yes," broke in Willie Fitem, who is getting altogether too flip, "and then she could be afraid you'd show her your foot if she said 'yes,' and get the laugh on her."

I froze him with a look and went on. "The whole bearing of a clerk should be well bred, respectful, deferential but not servile, thoroughly self-respecting, and yet at the same time expressing, more by manner than by any words, that you are at her service in a business way, but that your action in approaching her is not to be construed as in any way an invitation to buy something or get out, as is too often apparent in the manner of some clerks."

I thought that was a pretty tasty speech and it won some applause and comment.

Old Mr. Ball, of Ball & Instep, said that he and Mr. Laster were raised in the same school and he hadn't much to add to what his old colleague had said. But he admitted that he had never yet got to feel strictly at his ease in the modern shoe store, where there was an open space in which customer and salesmen had to

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.



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.

The Same Old Sport

is at it again.

He has forgotten all about Mama's slipper.



Be prepared for the above boy's "daddy." He will call on or before May 1st for a pair of

Goodyear Glove Sporting Boots

Order now

Hirth, Krause & Co.
Grand Rapids, Mich.

meet. For his part he thought the old way was better. Counters away up to the front with spaces back of the first counters for "try-on" places. Then the customer felt no embarrassment, nor did the salesman. The customer went up to the front counter and waited. The salesman went up back of the same counter, leaned his hands on it as though he were viewing an audience just before beginning an address, and everything was as it should be. "Why," the old man confessed, "I catch myself, even now, getting back of a settee or something just for the old, reassuring feeling of having something between me and the customer. And if it wasn't for Instep, there, who's very up-to-date in his notions, I'd have counters yet."

Hi Ball had been scratching away on a piece of do-up paper with a piece of charcoal, and now, when he rose to speak, he hung up a diagram with which to illustrate his remarks.

"The best manner in which to approach a prospective customer," he said, "depends altogether on whether you are a clerk or a proprietor."

"For the sake of a specific case, granted that there are no other customers in the store, the proprietor, his head clerk, and a junior clerk are present. In ten cases out of nine, a new customer of the description specified will step inside the door and pause right there, perhaps a trifle diffidently. In no case, with a strange customer, should the proprietor go himself, if a good salesman is at liberty, but the proprietor should watch the meeting, keep his ears open and be ready in case of need, or if he thinks he can be of assistance in clinching the customer for future trade or in making the sale. The junior clerk should be at attention ready for any service."

"The salesman advanced with an easy, confident manner, not too fast nor yet too slow, and in no case directly, as the crow flies, toward the customer, even if he has to stop for a second, and pretend to arrange something on a shelf; anything which makes you sure that the customer will be entirely self possessed when you do arrive. If it is at all possible, which it usually isn't, the hands should be allowed to hang naturally at the side, but if this seems awkward, one hand may be forced to hang, and the other fingering at the watch chain or a vest button, but in no case either one of them in a pocket."

"Or the customer's pocket," broke in little Sizer.

Hi continued, ignoring the interruption, "Pausing some three feet from the customer, the clerk should stand at ease, with the left foot slightly advanced, and make a slight motion of the head and body indicating without familiarity or servility that you are at her service, then—" but just at this moment Hi happened to turn from his diagram, which he had hung on the hook which held the shoe strings, and on which he was pointing out is ideas of relative positions, to behold little Sizer giving graphic impersonations of what Hi was describing, to the great delight of the

club, and it made Hi so mad that he chased little Sizer away out through the back door into the alley, and washed his face with snow from the big drift, which never gets any sun behind the buildings, and won't melt away until May.—Ike N. Fitem in Boot and Shoe Recorder.

One Line in Which Women Do Not Compete.

An old shoe dealer who was importuned to give a place in his store to a young woman clerk, who had had some experience in a shoe department, said gruffly, "Well, if she can climb a ladder as well as a man, I'll take her—on trial."

That seems to be one point at which the shoe dealer "saleslady" sticks. Gymnastics for women are a fashionable fad, but not many women can or will climb ladders. Shoe salesmanship is one branch of the trade into which woman has not forced her way with any marked strenuosity.

Probably it is just as well for those already in it that she has not, for we have not heard of any retail salesman who seemed to be having what might be called a "fat thing" in their position. It is not a particularly well paid line of work, and it would not bear much added competition from cheap help.

He Heard the Voice.

The mother of the small boy had been trying to instill within him an idea of conscience. She described it as a little voice which whispered inside one when he was doing wrong.

"I never heard it," said the small boy, cynically, and in the tone of one who shrugs his shoulders.

A little later the small boy did something he had been told not to do, and was sent to sit on a chair, and ordered not to get off it until the powers that be gave him leave.

Ten minutes later he came into the room where his mother was sitting, jubilant.

"I've heard it, mother!" he said.

"Heard what?" asked the perplexed parent.

"Heard the little voice. It said, 'Sam Smith, you get off that chair. Don't you care what your mother says!'"

Question of Speed.

The judge, lawyers and everybody else were badgering an Irishman about the speed of a cart.

"Was it going fast?" queried the judge.

"Yis, it were," answered the witness.

"How fast?"

"Oh, purty fasht, your honor."

"Well, how fast?"

"Purty fasht."

"Was it going as fast as a man can run?"

"Aw, yis," said the Irishman, glad that the basis of an analogy was thus supplied to him. "As fasht as two min kin run."

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

\$3.50 Top-Round \$4.00

For Men



This is one of our stock Oxfords in tan and Corona Colt ready to ship and quick seller.

Our
Rock Oak Sole
is the kind that

wears, bringing trade and smiles to the dealer as his profit is increased with our method of advertising. Salesmen are now out—a postal will bring samples.

White-Dunham Shoe Co., Brockton, Mass.

Michigan Representative

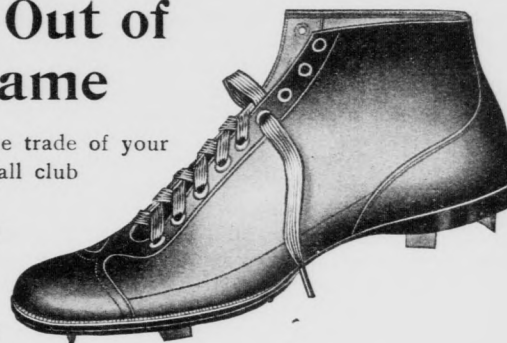
W. J. Marshall, 61 Michigan Ave., Detroit, Mich.

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
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

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.

American Shoes the Standard of the World.

American-made shoes are now the standard of the world. In every country of Europe they are widely advertised and extensively sold. The very fact that many of the American shoes sold in Old World cities are spurious and were never in America attests the truth of this assertion. The European manufacturer, in order to meet the demands of his customers, is compelled to turn out an "American" shoe, and the way he does it is to buy his lasts and machinery, and, in many cases, his box calf and patent leather in America. There is policy in this. If the demand were not met in this way genuine American-made footwear would soon monopolize the market.

Readers generally will be interested in some facts regarding one of America's leading industries—an enterprise with an unblemished reputation and an ever-increasing export demand from all parts of the globe. Fifty years ago a shoe factory was unknown in America and the cobbler held sway. His task was slow and laborious and his output—all hand-work—was not to be compared, for styles and neatness, with the factory-made product of to-day. The leather-rolling machine was the first device to break the monotony of hand-work in the shoe industry of the United States. A little later Lyman Blake, an American, further revolutionized the business by introducing machinery for the stitching of shoes. He was the inventor of the sole-sewing machine. Other inventors soon followed with various labor-saving machines until the minutest detail in shoemaking has been provided for by American inventive genius. To-day, instead of the scattered shoemakers' benches of early times in America, 1,700 factories, employing 200,000 workers, turn out more than a quarter of a billion dollars' worth of shoes every year—practically every shoe worn in the United States—about 320,000,000 pairs annually, leaving 130,000,000 pairs for the feet of the world outside. The exclusive use of machinery in the American shoe factory causes a great reduction in cost. Compared with the old methods of hand production, for instance, in the making of 100 pairs of men's cheap-grade boots, before the introduction of machinery, two men would have worked 1,436 hours, performing eighty-three operations, and the labor on shoes would have amounted to a little over \$4 a pair, while at present 113 operators pass the boots through 122 processes in 154 hours at a cost of 35 cents a pair.

There are factories in the United States with a capacity of 10,000 pairs a day. Before the shoe is completed by the modern machine process it passes through some forty machines and the hands of half a hundred different persons, each a specialist in his particular line. New England is the great center of the shoe industry in the United States. There has been marked progress in other sections, but the so-called New England States still have an output which

represents about 50 per cent. of the total production of the country. The State of Massachusetts alone contributes 44 per cent. of the total production. The city of Lynn, in that State, which has been foremost as a shoe center for 180 years, has now changed places with Brockton, in the same State, as the largest shoe producer of boots and shoes in the world. Haverhill, Mass., ranks third, and Cincinnati, O., fourth.

Many of the large shoe factories in America operate tanneries of their own and thereby effect a saving in time and expense. The process of tanning leather has undergone nearly as great changes in the United States as that of manufacturing leather into shoes. A few years ago leather was tanned by soaking it for seven days in a weak solution of hemlock or oak bark, then for six weeks in a stronger solution, the hides being moved every day or so; for six weeks longer in still stronger "lay-away" pits, and for an additional six weeks in the same pits filled with new bark. This last operation was repeated three or four times. The whole process occupied six or eight months' time. To-day, by the use of chemicals, the thickest hide can be tanned in three or four hours, and the quality of the leather is equally as good, it is claimed.

The chief reason for the great demand for American-made shoes in Old World countries is their uniform reliability and good wearing qualities. This is insured by a tag system, peculiarly American, by which every pair of shoes may be accurately traced through the various processes of manufacture. At each stage a record is kept of the work done. So finely is the system of recording carried out in the American shoe factory that should a pair of shoes be found to be unsatisfactory and returned by a wearer in any part of the world the blame can be traced back to the particular workman who carelessly or for some other cause permitted a few stitches to drop or imperfectly drew the uppers over the last. By the same system is kept an account of every element of cost to the minutest detail in the production of every shoe on every day of the year.—American Exporter.

Manifest Destiny.

Anxious Mother—I'm so afraid Dorothy is to be an old maid.

Dense Father—Why?

Anxious Mother—Oh, she seems to take such an interest in these mothers' congresses and child-study clubs.

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.

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterloo 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

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.

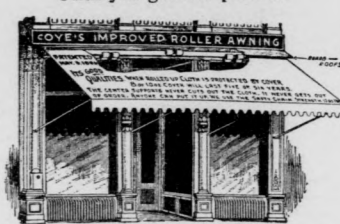
Herold-Bertsch Shoe Co.,

Makers of Shoes

Grand Rapids, Mich.

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.

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

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.

SPRING HINTS.

Some Novel and Striking Methods of Advertising.

Written for the Tradesman.

With the advent of spring a new impetus is given to every department of trade. Merchants are alive to the importance of seeking novel and striking methods of advertising. Unique and artistic window displays, novel offers that will cause their newspaper advertisements to be read—anything, in short, that will bring people into the store is of supreme importance at this season.

A "matinee sale" is held every Saturday afternoon by one firm, when every purchaser of one dollar's worth or over receives a half pound box of candy. The idea is to catch the trade of the great host of matinee frequenters, as the store is in the vicinity of several good theaters. Everything possible is done to facilitate matters for this class of shoppers. All goods are delivered free, or may, if the shopper chooses, be checked in the parcel room and called for when the play is over. Patrons are invited to make free use of the firm's ample and cheery waiting rooms until time for the matinee to begin, at which the candy bonus may be enjoyed at leisure. All these advantages are dwelt upon strongly by the firm in their advertising and the public is quick to respond.

In the show window of a recently opened linen store the center of interest is a woman spinning flax all day on an old-fashioned wheel. The window contains besides a tempting display of linen in beautiful designs.

A miniature petticoat factory, in full operation, was installed on their third floor by one big firm for several weeks. Customers were invited to inspect it and witness the making of the undershirts from start to finish sold by the firm. Or the customer could give her order for a skirt and then sit by and watch the proceedings until it was finished. Great numbers of shoppers paid a visit to the "factory," and the plan gave a distinct impetus to the firm's petticoat trade.

To fittingly commemorate their tenth anniversary a dry goods firm advertised to give, free of charge, to every purchaser of one dollar's worth or over a beautiful sterling silver hatpin. A cushion filled with the pins was placed in each window, and many feminine shoppers availed themselves of the opportunity to get these very useful articles as a bonus.

One big, progressive firm, whose store, recently remodeled, is one of the handsomest of its class, has added a roof garden for the refreshment and comfort of its patrons. Easy chairs, couches, fans and every device for rest and comfort will be provided. This is probably the forerunner of the roof-garden as a regular institution by all the leading mercantile houses. This same firm has also set aside a light, airy parlor, handsomely furnished, as an embroidery school, where an expert instructor gives daily lessons free to a class of more than one hundred women. The store car-

ries a very complete and up-to-date line of everything necessary for work of this kind.

Last autumn a dry goods firm held their annual fall opening in the evening, the novel feature of which was that no goods were for sale, the idea being simply to let the public see the handsome display and inspect the goods at their leisure, without the bustle and noise of buying and selling. The store was splendidly illuminated and decorated, the key tone being burnt orange, with autumn leaves for color effect. There was an orchestra on the third floor, a colored quartette on the second, and both vocal and instrumental music in the basement. Altogether it was the most unique and spectacular opening in the history of the firm.

At a recent spring opening one store, carrying a line of women's high-class garments and fancy goods, was transformed into a bower of beauty by decorations of wisteria and blossoms. All the pillars in the store were first covered with crepe paper with a design of purple bars on white ground and wisteria running through. Then from pillar to pillar, around the great plate-glass mirrors on the walls, about the elevators and stairways were festooned the graceful vines and beautiful pendant blossoms of this lovely flower—artificial, of course, but so natural that one could well believe them Nature's own production. Large plaster of paris casts of graceful female figures, in soft tints of purple and green, were most effectively disposed so as to emphasize the general color effect. One felt, on entering, more as if stepping into a ballroom than a busy mart of trade, but the effect of this splendid color scheme certainly was to show off the rich goods displayed to wondrous advantage.

One wide-awake firm makes it a practice, about six weeks prior to the annual college and high school commencements in their city and vicinity, to mail a personal letter to each prospective girl graduate, enclosing samples, with prices and descriptions, of the various materials they carry suitable for graduating and party dresses, supplemented with bright advertisements of gloves, fans, handkerchiefs, slippers, hosiery and the numerous other accessories required for such occasions. These personal letters have great weight with the recipients, and the firm reaps the full advantage of the extra time and trouble it takes. Bertha Forbes.

Value of a Reputation.

The bullfrog sat by the river's brim,
And sang the whole day long.
The critics sometimes censured him,
And they weren't far from wrong.
But he sang away, as the daylight fled,
And didn't care what the critics said.
He gurgled and croaked till the toads so fat,
And the pollywogs so slim.
Remarked: "To warble a song like that
Must be very hard on him;
It doesn't appeal to me or you,
But no doubt it is difficult to do."
And the bullfrog simply pegged away
The very best he knew;
They learned to bear it, and day by day
His reputation grew.
Till at last through the pond, it is understood,
That whatever the bullfrog sings,
It's good.

Draw freely on the Bank of Honor.

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.

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.

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DO IT NOW

Investigate the

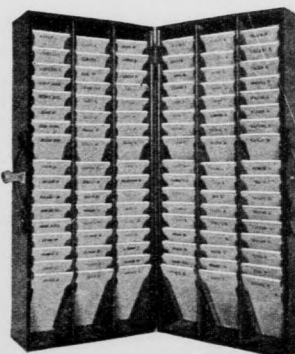
Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

Honest Size Marking of Shoes Satisfies Patrons.

Should the retailer of shoes be open and above-board in all of his dealings with his customers? The natural and off-hand answer to this question is, Yes. The least show of concealment or subterfuge on the part of a dealer will rouse suspicion on the part of the purchaser. It always weakens confidence.

And yet there are shoe dealers who not only advocate but practice methods of concealment in the matter of shoe signs, claiming that it prevents a good deal of trouble, saves time and facilitates sales. To strengthen themselves morally in such deception, they contend that the marked size on the shoe does not make it the right shoe for the foot; that if there were no sizes marked on the shoe, a fit would have to be secured, any way.

Some have resorted to the so-called "French" method of designating sizes; others have a formula of their own, in which certain hieroglyphics are employed in place of the plain, honest numerals, 1, 2, 3, etc., to designate the lengths and widths of the shoes. By this device a retailer, or his clerk, may sell the shoe, whatever size the persistent customer demands, and let it go at that. An X-2a-g-3 will fill the bill for the particular woman who insists upon having a 3½ B for her foot.

"Should the shoe size mark be plainly and honestly put on each shoe?" asked the experienced retailer, to his visitor's question. "Well, there is a good deal to be said in the affirmative, from the buyer's view point, and, on the retailer's side, considerable may be adduced in the negative. There are two sides to most questions, and this seems to be one of the subjects that presents two distinct aspects.

"Now, from the shoe wearer's side, to begin with, it is no exaggeration to affirm, I think, that probably nine out of ten customers know just about what size shoe they wear; so to put it unequivocally, they know just about what size they want, and any plan of concealment on the part of the manufacturer or retailer that begets suspicion in the minds of the patrons is not good business policy.

"You may be sure that every woman knows what size she wears, or is striving to wear. I am not cynical about feminine size matters, but I am sure that the woman who knows her waist measure (the artificial, correct measure, I mean), is pretty sure to know her favorite shoe size.

"There are two vulnerable points in feminine anatomy as to the size of which jealousy is easily aroused, and about which a woman insists uncompromisingly. These are the waist and the foot. Now, the shoe dealer who resorts to hieroglyphics in order to deceive a woman into taking a size larger than her choice often fails to accomplish the end sought. Whoever heard of a saleswoman trying to deceive a customer as to the size of her waist, or rather her corsets? No saleswoman could frustrate the designs of a customer for an extreme, minimum size of waist, if it took all

the lungs in the body of the straight jacket applicant to procure it, and she usually gets it, too.

"Now, as I remarked at the outset, I am not a bit cynical about sizes in feminine apparel, at the foot, or the zone of the body, but these things occurred to me, and I simply give them for what they are worth. Any lacing woman (and that term includes about all the descendants of Eve, who, by the way, went stayless and shoeless, as an example to her posterity) will tell you, with fine scorn, that such Messaline deductions aren't worth a hairpin.

"Now, you see, a woman who is determined to have a minimum fit in her shoes (and what woman is not?) will get it, no matter what hieroglyphics or lying figures are placed upon them by the maker or retailer.

"And with a woman who knows about what size she is going to demand, the plain and honest marking of shoes will facilitate the selection and hasten the sale. With deceptive or unintelligible size marks, she will consume much time in groping her way to the goal, having nothing to guide her to a decision but feeling and fit. Of course, to the woman whose feet have persisted in resolutely growing a size or two as her birthdays have accumulated, the plainly marked shoe, which disappointingly reveals this fact to her, is very distasteful. But when she comes to know and accept the inevitable, subsequent purchases will be made on this new basis, and no unpleasant consequences will result between dealer and customer through false pretences in the registering of sizes on the shoes.

"One of the most humiliating things that happens to a woman customer who has been deceived by a retailer as to the size of the shoe he has palmed off on her, occurs when she comes for shoes again and is told that her number 3½ shoes are number 4½. It is the same, too, when she goes to some other store and asks for her supposed size,

The Old National Bank

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Blue Savings Books are the best issued.

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

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.

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 Market St.

Chicago, Ill

and is undeceived by a size or two in length.

"What a wonderful thing science is, anyway! One of the prophecies of the scientist a few years ago, for this present century, was intended to revolutionize shoemaking in the matter of fitting all human feet. His prediction, although not yet realized, is only postponed. The scientist tells us that when that happy day shall have arrived the fastidious woman, who is so jealous of the diminutive size of her foot, will no longer peer into the shoe to see whether the retailer is giving her the very lowest limit for foot expansion. There will be no marking of shoe sizes, because each individual foot will get its own perfectly fitting covering, without the necessity of wrangling over the question of numbers and half sizes. The plan was said to be something like the following, and although not yet fully developed in all of its details, its advent and assured sneers will be heartily welcomed. Here it is: Each foot is to be photographed from both sides and also from the upper and lower surfaces. The pictures are then to be placed in the hands of a skillful sculptor, who will make casts from them. Each shoe retailer will have his own artist, who will form an exact reproduction, in the way of a working model, on which the shoemaker can work. Upon these perfect casts of the feet will be built the perfect shoe, under the new modeling process, by means of plastic leather pulp or other suitable composition. This will then be taken in the rough to the finishing department, and there toned down in appearance, furnished with caps, stays, buttons or laces, and there you are.

"Any required shape of toe, beyond the life line, inside of which the foot will not be pressed or crowded, can be added, according to the tastes of patrons, or to conform to prevailing styles. Here we shall have a closer than a glove fit, for it will be a veritable skin fit. The highest ideal of the long-perplexed shoemaker will have been realized in this novel production, and he can always truthfully advertise it as 'The Shoe That Needs No Breaking In.'

"This scheme may seem a little visionary, but so seemed the telephone and the phonograph some years ago. But there is no more reason why our shoes shouldn't be moulded to our feet than that our store teeth shouldn't be moulded to our jaws. There's millions in it!" said the veteran shoemaker, "when the plan can be brought into practical use. But"—and the accumulated incredulity of the entire gentle craft seemed to be condensed in that little conjunction, "but."—Shoe Retailer.

An Easter Suggestion.

The large findings dealers have some beautiful artificial potted palms, smilax, Easter lilies and other plants and flowers which will help materially in the arrangement of your store for its Easter trim. The expense is small, compared with the wonderful results that may be obtained.

Savings Bank Romances.

A ragged little newsboy entered a Pittsburg bank one day and boldly invaded the private office of the President.

"Say, mister," he said, "can I put some money in this bank?"

"Certainly you can," the President answered; "how much do you want to deposit?"

"A quarter!" exclaimed the youngster, pulling a handful of pennies and nickels out of his pocket. The banker took him over to the Receiving Teller and introduced him with all the deference that he would have shown to a millionaire.

The boy left the city soon after opening the account, but he kept adding to his deposit from time to time, and as he was naturally bright and shrewd everything he undertook prospered. He is back in Pittsburg now, the head of a successful manufacturing concern and one of the bank's most valued customers.

A year ago a proud young father out in Michigan sent twenty-five dollars to open an account for his first-born son, then less than a week old. "The boy'll need it some of these days," he wrote, "and we may as well begin to save for him right off." Six months later a tear-dimmed letter came asking to withdraw the money, to pay the little fellow's funeral expenses.

A working woman in a little town in New York sent a dollar bill in the name of her daughter, 6 years of age. "She'll be marrying by and by," she said, "and ought to have something to start life on." That was nearly two years ago, and almost every week since a dollar bill has been added to the account. There'll be a snug little marriage portion for the young lady some day, if nothing happens.

Not long ago a woman living in Illinois sent five dollars, with explicit instructions not to let her "old man" know about it, as "he'd be after spending every cent of it for drink."

Little Things Often Overlooked.

There are many things in the way of findings which shoe dealers are not as yet selling to any great extent. Take instep supports, for instance. There are hundreds and hundreds of retail shoe dealers who are not even familiar with their use. Yet they are proving to be a most satisfactory seller wherever shown, and, besides, afford the shoe dealer a splendid profit. And there are many other things which will help to increase your business. We believe in the sale of findings.

Shoe Laces in Individual Cartons.

Shoe laces are shown this season in attractive individual cartons. This applies largely to the finer and higher priced goods. The months of April and May should witness the largest sale of shoe laces that you have ever known, and it is time now to commence to get things moving.

The most discouraging thing in life is the success of the other fellow.

Every Mother Knows



STAR LINE

How hard it is to keep the boys in shoe leather. The average boy wears two pairs of shoes to any other member of the family's one

Unless they are our make with our trade mark stamped on the sole. In that case they will stand the boys longer than any other shoe you can put on their feet.

A boy's good wearing shoe comes mighty near securing the whole family's trade.

Our Boys' line of Hard

Pan Oregon Calf and Star Shoes do keep trade wonderfully.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

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.

FORESTRY PROGRESS.

We Too Often Work from the Top Downward.

It would be considered rather poor practice, in heating a kettle of water, to apply the fire above rather than below the receptacle. One undertaking a plan of this kind would simply put himself in the position of furnishing laughing stock for the community, and still, there are occasions when this method must be adopted, because of adverse conditions. For instance, I have been watching men thaw out waterpipes during this past winter, by building fires on the surface and gradually working down through the earth by this slow method. Criticism may be made upon my analogy, and still, I think there is a strong element of application to our methods of education. We have been expending our energies in working from the top downward. Ours is a democratic country, and when we can understand thoroughly that the will of the people is supreme and that the average man is a commandant, our system of education must be looked at somewhat differently from a plan adopted under a monarchy or aristocracy. If we wish to accomplish far-reaching results in any progressive matter that affects the people, we must not begin at the university, but with the common school, and the theory of our education with the child must be, that in him we are building for the future, and it is right for us to center our energies in him. He is the most important product of our age or of any other age.

In the prosecution of the forestry movement, which I can not help but feel is one of the great movements in our land, we may have never so well equipped a Bureau of Forestry in connection with the General Government; we may have the most satisfactory departments in our universities for the development of forestry, but the movement will be one of hesitancy and very unsatisfactory in its results until we can reach that element in the community which will have the influence and the votes in the adoption of methods and in the control of activities. The child must be imbued with the idea that the root of a tree is at least of equal importance to a Greek root; that the furnishing of raw material for industries is of as great moment as is method in expressing the most delightful sentiments concerning the evolution of the race; that the influence of the removal of our forest cover upon industries and upon manhood is of as great import as any information that can be given with regard to the revolution of the planets or the composition of the sun. Having this thought in my mind, and the desire that the great movement for reforestation shall take a strong hold upon the mass of the people, I am convinced that our work must be centered in our primary system of education. Let me illustrate what I mean: In my own township, when I was a boy, a stream known as Plaster Creek, traversing in an irregular way our township from corner to corner,

had a very even flow throughout the year. We never had any excessive flood that was dangerous to bridges, and the water itself was seldom, even during floodtime, filled with silt for more than a short period. Conditions have changed; the timber of the township has been almost entirely removed. The flow of this stream is periodical, rather than regular. The past fortnight it has been at flood-tide, and has carried away with it an immense amount of soil, and bridges have been removed from their foundations, and carried away, entailing an immense expense upon the township for replacing them. There has been a constant increase in the expense of maintaining bridges across this stream during the last thirty years, until to-day it has reached a very large figure, and occu-

commanding importance. We may have never so good a theory of management of forest cover of this country, but it never can be made a matter of practice until it shall appeal to a large majority of our people, as one of importance to them and worth their while to consider and know about. Notwithstanding the importance of this subject and its intimate relationship to the welfare of our people, those who have been planning our system of common school education and have been its sponsors have scarcely touched this subject in their activities. Our State Department of Public Instruction has, in a sentimental way, called attention to the matter of Arbor Day, and plumed itself upon the great thing it has done. I am glad to find this much has been accomplished, even if it is so very lit-

have come down as a legacy to us from a time when school instruction was given to the few that they might be dictators of the masses. If we wish to give that kind of education which shall develop men and women in a manner to make the most of their lives, we must recognize in our pedagogic plan that, relatively, there is as much importance to be given a tree as to a Greek syllogism; we must recognize as great an importance and value in a deal board as in a Latin idiom; and when we come to the development of a highly cultivated mind, we must admit the existence of as great value in the things that the child touches in his everyday life, out of which he can develop powers of mind and heart, as can be found in any books which deal with literature, philosophy, or psychology.

My practical suggestion out of this is, that our best efforts shall be expended in bringing into our primary schools some method of awakening an interest and an enthusiasm in the investigation of the merits and details of the forestry movement, and that we shall deal in a simple way with the elements of forestry, that the philosophy and far-reaching influence may follow in the wake of our processes.

All honor to the men who are willing to make studies of science for its own sake, but we must not lose sight of the fact that we are living in this world, and that a life of usefulness is an important factor in getting the largest measure of fruition from our undertakings; that while the greatest of all knowledge is the knowledge of God, in the development of the highest type of manhood, we must recognize as of infinite importance the solution of the problem of how to leave the earth in better shape, to evolve and support a higher and nobler plan of living than heretofore existed.

In the highest expression of loyalty to God, we must not lose sight of service in giving utility to nature's facts and processes in promoting the welfare of the human race.

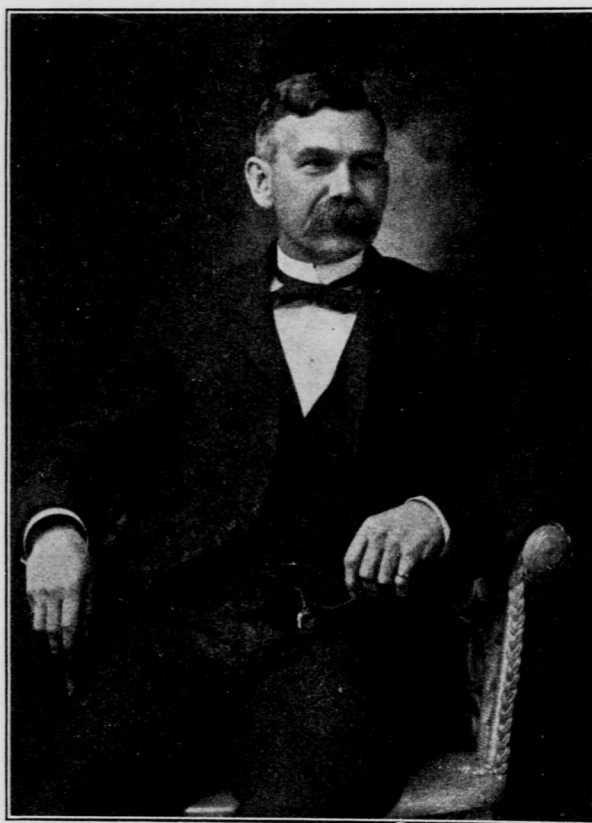
Charles W. Garfield.

Knew the Size.

A Baltimore man tells a good story of a friend of his who recently became engaged to a charming young girl.

The happy lover chanced to be in a fashionable shop when his eye caught a glimpse of a jeweled belt that seemed to him an acceptable gift for his fiancée. He asked a clerk to place an assortment of the belts on the counter. "Ladies' belts?" queried the polite salesman. "Certainly, sir; what size?"

The prospective bridegroom blushed. "Really," he stammered, "I don't know." And he gazed about him helplessly for a moment or so. Finally, a happy thought appeared to strike him. "Can't you let me have a yard-stick for a moment?" he asked. The yard-stick being forthcoming, he placed it along the inside of his arm from shoulder to wrist. Then looking up at the clerk, he exclaimed, triumphantly, "Twenty inches!"



Charles W. Garfield

pies a prominent place in the assessment of taxes. This is a matter that has affected the welfare of our township, and reduced its attractiveness as a location for maintaining a rural population, and still, in connection with our school system, the matter has never been a subject for any tuition whatever given to the growing boys and girls.

The remedy for this condition is so apparent, so simple, and so logical in its application, that even children can appreciate it, and the importance of instructing them in a subject of such moment in connection with their lives can hardly be over-estimated.

The child has a right to be educated in a way to make it thoroughly acquainted with its own life in its environment, and in the terms of its life. In the prosecution of the forestry movement this is a matter of

tle, because sentiment lies at the foundation of action; but the merit of our proposition with regard to the importance of the forest problem, in the management of the commonwealth, has scarcely been approached in any proposition for the progress and betterment of our primary schools.

If the Academy of Science and the University and the Agricultural College desire to make their influence felt, they must adopt some system of educational extension which shall touch the common people, and the most promising method is to reach them through our common schools.

At once the objection comes in, "You are trying to add another burden to the curriculum that is already too full." I deny the allegation; our suggestion is to put into the curriculum something of real value that shall take the place of things which

Summer Vacations

If You

Have not already decided where you will spend your summer vacation, let us send you

"Michigan in Summer"

a beautiful book of photos and brief word pictures of

Petoskey	Mackinac Island
Traverse City	Harbor Springs
Bay View	Neahtawanta
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Northern Michigan Summer Resorts

Fishermen will be interested in

"Where to Go Fishing."

Send 2c stamp to

C. L. Lockwood,
G. P. A., G. R. & I. R'y
Grand Rapids, Mich.



The McCaskey Account Register

POINTS OF ADVANTAGE—Simplicity! Durability! Convenience! It compels the Clerks to be Careful. No Charges forgotten. No Disputes with Customers. It takes care of All your Credit and Cash Customers WITHOUT the use of some other System or Books.

CREDIT SALES made as Fast as CASH SALES. Ledgers, Day Books, Order Books and Pass Books

Eliminated.

It is designed for the Retail Merchant. It handles All Classes of Business. Your Accounts are Good in Law. You have the Original Entry (the Only Entry.) It is an Account Keeper (not a Bookkeeper.) It Saves the Work of Bookkeeping. Your Accounts are always ready for settlement WITHOUT MAKING ANOTHER FIGURE.

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The McCaskey Account Register has so Many Points of Advantage over other Systems it would take a book to tell you all of them.

Write us for the book, it's free

THE McCASKEY REGISTER CO.
ALLIANCE, OHIO

Mfrs. of the celebrated Multiplex Counter Pads and Sales Slips.

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

GREAT FORESIGHT.

It Is Gained by Long and Careful Study.

While industry, thrift and foresight are often asserted to be the chief qualities of the self-made man, it is apparent that the greatest of these is foresight.

The three, which are obviously necessary attributes to success, have made many men such, but it is the last which has been the distinguishing mark of the richest men in the world.

A supernatural foresight is believed by many to be the gift of John D. Rockefeller. It is this recognized quality which makes thousands of his business associates fall in unquestioningly with plans never comprehended until in the light of years they appear to have been the result of inspiration.

Although the Rockefeller foresight may be ascribed largely to natural endowment, one of his business associates avers that it is a power which comes simply from his habit of looking at every side of a question, of weighing its favorable and unfavorable sides, and of sifting out the inevitable result. More hopeful yet is the fact that he himself believes that it is merely a matter of habit made effective by constant practice.

There is much to prove this in the experience of men known to have exercised this quality in a marked degree. For instance, the foresight which founded the great Pillsbury fortune was of a painstaking rather than of an inspired variety. Charles A. Pillsbury started life in a business house in Montreal, gained an insight to trade and commercial methods, and was rewarded with a partnership. In six years he seemed to have achieved his financial ambitions, married, and was looked upon as a fixture.

He had, however, frequent dealings with Western America, and turned longing eyes in the direction of its wonderful development. With characteristic deliberation he took a careful survey of the field, and, finally, acting upon the encouraging reports of his uncle of the business situation in Minneapolis, he proceeded there with his wife and little family. He had but little capital. In spite of this fact he spent a great deal of time in prospecting. He looked the whole Western field over carefully, took stock of his surroundings, and reckoned with the various opportunities offered to him. When, after a year, he felt that he had taken the full measure of things he decided upon the flour milling business as the one which held the nucleus of a great success.

Even then he did not act precipitately. Although he joined forces with his uncle he did not put his whole capital into the venture until he could see his way clearly. He did not consider that he had seen it clearly until he had carefully calculated what had to be done, had made a thorough study of the methods of milling then in operation, and had cal-

culated the cost and results of improvements in the system and appliances. When, with clear perception of what was needed, he had decided that great realizations were possible, he went into it heart and soul, and bent his whole energies to the work.

This careful and painstaking prospecting is found to be the policy of men whose spectacular business lives have apparently moved with unparalleled rapidity. James R. Keene's theory was that a man coming into New York should spend at least four or five years carefully looking about him, keeping his eyes open and becoming accustomed to both the atmosphere and the sequence of events, before trying to take his place in business life. He once said to an intimate friend: "For a man to go to New York and try to get into the business swim at once would be as foolish as it would be to pass into the air chamber of a caisson, the atmospheric pressure of which was two atmospheres, without undergoing a slow and cautious preparation for the change."

Daniel G. Reid gave an exhaustive study to the tinplate industry in Wales and to the conditions for producing it in America before he made the first venture toward producing it in this country. This was a failure, but the knowledge which he had gained of its possibilities had convinced him that failure ultimately was impossible and he built the new industry. The "peculiar foresight," which made him see at that early day the "mammoth possibilities of tinplate" is mentioned time and again as one of his most prominent characteristics as a business man.

James J. Hill has been regarded as having had an almost divine gift of foresight when he pushed the work of the Great Northern road through without Government aid, when even the Northern Pacific and the Canadian Pacific could not be made to pay.

The truth was that from his earliest boyhood he had been studying the possibilities and details of the country through which the road was to pass. When he was managing his Red River steamboat service his trips between St. Paul and Winnipeg were not all taken by boat. Half of them were made in the dead of winter over the snow. He would take a sled, and a team of dogs, and food for them and himself, and travel for days, sleeping like an Eskimo among his dogs at night. In these years of hard work he grew rich in observation and experience. He learned the Great Northwest like a printed page, and all the time he was dreaming of the day when a great transportation line would open its wealth to the world.

For years the St. Paul and Pacific system of roads was mortgaged. The roadbed was not good. The time was one of great depression, and the stockholders were tired and disgusted with misfortune.

Mr. Hill formed a syndicate of five persons to gain possession and consolidate the system into a single ownership. In spite of his own great faith in it, he had not an easy task.

His industry and foresight were taxed to the utmost. At a time when he was trying to complete a certain section of road in order not to lose the land grant he worked for days and nights together, personally superintending the construction against untold difficulties.

Later when the road was extended to the Pacific coast difficulties increased and dismal predictions were made. The courage of the leader did not waver. He knew and utilized the natural resources of the country. Coal fields were discovered and he built a branch road to carry their output to the main line. He gave suggestions to the newcomers along the line, telling them the kind of stock they ought to keep, and practical advice as to feeding and getting it. He decided the problems of tunnels, saved money by using his own plans for bridges and by knowing the work more thoroughly than his engineers.

The reason that he succeeded where others failed was in his absolutely perfect knowledge of the problem which he was handling, which, after all, was what constituted his foresight.

George F. Baer is a man whose comprehensive knowledge has led to his being accredited with an uncommon sagacity in this way.

Five miles north of Reading an iron furnace was built which was operated for many years under the name of the Temple Iron Company. It was a landmark for many years and nobody suspected the powerful lever it was to become in the fortunes of Mr. Baer. He has since made it the center of one of the most gigantic consolidations of modern times.

Early in its history when legislative enactments made changes of charter possible he, together with a land owner, who joined him in an association with the original owners, framed a new charter. The foresight which made him recognize many coming industrial changes which were then veiled from his associates caused him to put in clauses which made the charter more comprehensive than any in existence. It gave him powers which are now impossible to obtain. Afterward he found opportunities to acquire a controlling interest in the property because he alone foresaw the certainty that it would gather around itself a great industry.

G. P. Clarke.

Are the Best Husbands Rich or Poor?

Nowadays so many girls are confessedly looking for a rich husband that it seems rather a profitless task to try and induce them to consider the other side of the question. It may be admitted that the daughter of parents in poor circumstances marrying a poor man would be altogether more comfortable than if she married a rich man—not more comfortable so far as luxury, etc., are concerned, but much more comfortable in mind.

The rich man knows he is rich, as a rule, more's the pity, and on that account is very apt to be a little domineering. He is aware that wealth can usually command respect, and

many other things, therefore if, say, he weds a comparatively poor girl, he expects a great deal more from her on account of his money. The probability is that he would be disappointed, and in that case a cat and dog life might easily result. On the other hand, the poor man knows exactly how he is placed; he knows that he can command little or nothing; he does not expect adulation or worship from the girl he weds; he meets her on an equal footing. Naturally he is not disappointed in his marriage; he gets what he expects—a companion; and everything being equal, the marriage is likely to turn out well.

Then a rich man's relation are a thorn in the flesh of his wife; if they do not altogether ignore her they at any rate treat her in a cold manner and give her scant respect. She is looked upon as an interloper; she will, in all likelihood, cheat them out of the wealth they expected to inherit. Under these circumstances it is probable that they cherish good feelings toward her?

It is not. Now, the girl who weds a poor man runs no such risks; the man's relatives are just the same as herself; they receive her in a kindly way, and by so doing make her life quite tolerable. Moreover, the man has no great amount of money to leave; therefore she cheats his relatives not at all.

Again, a rich man's wife has, under any circumstances, many social obligations; she must entertain, and so play the hostess that tongues be not set awagging by any deficiencies she may show as regards manners, or even grammar.

Take dress. Well, a rich man's wife has merely to order any garment she may fancy, or having a fancy for jewelry, she visits a shop, and the thing is done. But she really puts no value on any of these things—they are too easily got.

The poor man's wife can not, of course, get whatever she desires, but if she wants a dress, or a little bit of jewelry, there is a long saving up, then comes the happy day when she and her husband go and make a selection. And this much may be said with absolute confidence, that no wife of a rich man can ever understand the intense happiness of the poor man's wife when she proudly wears the coveted article for the first time.

It has taken weeks, or months, to win; every penny towards its cost had to be carefully considered—her joy is indeed great on the possession of it.

Origin of "Nabby Pamby."

The term "namby pamby," which has come to be applied to a person of vacillating character as well as to weak literary productions, was originated by the poet Pope. He applied it to some puerile verses that had been written by an obscure poet, one Ambrose Phillips, addressed to the children of a peer. The first half of the term is meant as a baby way of pronouncing Amby, a pet nickname for Ambrose, and the second half is simply a jingling word to fit it.

Our Feed Business

HAS never been better than it has this winter. We have continued to supply our old customers and have added many new ones, so that, in spite of the fact that we have often increased our capacity, there have been times this winter when it was taxed to the utmost.

We have been more careful than ever in the selection of corn. We have taken no chances on the quality. If the corn didn't seem to be in first-class condition we refused it and let it find its way to the dealer and consumer through other channels. We have tried harder than ever to maintain our reputation for good, pure goods and we believe we have succeeded as never before.

We have had many years' experience in this business. There are many advantages we have to offer the dealer which smaller firms cannot. We are large buyers of grain and usually have a large supply on hand so that we are prepared for any emergency. Thus when others are out of raw material we are supplied and can fill orders for any amount of goods promptly and on short notice.

We know where to get the best corn and oats at the lowest rate, lowest freight and quickest route. We have always cars on track or cars coming which we can divert if you should need a carload of grain. If the mail is too slow call us up by telephone, Citizens, number 1829, or Bell, number 923 Main, and ask for Mr. Peabody, who has charge of that part of the business. Also call him when you want to buy anything in our line, such as flour, feed, grain or sacks.

A Word About Beans

SINCE our Bean Department was established only a few years ago by Mr. E. L. Wellman, it has grown almost phenomenally. Why, do you know, there are people in this great country who do not know that we are millers? All they hear of is beans, and Mr. Wellman has so impressed them with the advantages of buying of us that it is now a habit with many of the great bean buyers of the country to come over here and see us just as the furniture men come to the furniture exhibitions. This is bean headquarters and no mistake. If there is any one in this part of the State who does as much bean business as we do, we have never heard of them.

If you have beans to sell at any time it will pay you to keep in touch with Mr. Wellman. Write or call him on the telephone. His number is 1829 Citizens, or 923 Main on the Bell. He knows all about beans.

Do It Now!

Thomas Jefferson had for one of his mottoes, "Never put off till tomorrow what you can do today." This has been condensed in the American way to these words, "DO IT NOW," and there never was a better rule for a business man to follow. When you have read what we have said in this circular, after you have looked over our prices, the impulse will come to you to write or call us up about something. DO IT. Don't put it off. Turn that thought into ACTION and you'll have more to show for the day's work when you go home tonight. If you *will* to do it, you can. If you let your mind be filled with doubts, you lose.

Valley City Milling Co., Grand Rapids, Mich.



Little Prospect of Cheap Mutton This Season.

"Speculators would have blown a large jagged hole in the bottom of this sheep market had they been able to purchase the necessary ammunition," said a well known sheep man recently. "The principal reason why feeding operations are so light this winter is that speculators have been unable to buy thin range stock. Where but recently a mania to cash in everything wearing wool ran riot, tenacity is now the rule. If range-men had been willing to sell all last fall and this winter every feeding station around St. Paul would have been congested with bovine population at this moment. Chicago would have been surrounded by a cordon of overcrowded feed lots and Michigan and Ohio would both be engaged in the task of fattening double the number of sheep and lambs they were able to secure. Those in the business are fortunate that raw material has been so scarce. Had it been otherwise speculators would have bought everything in sight, even had they 'gone broke' in the operation and brought ruin on everybody by their madness.

"For weeks past a sad-eyed procession of disappointed speculators has been returning to St. Paul after scouring the ranges of Montana, Oregon, Washington and other sheep growing States in strenuous, but unsuccessful, effort to buy thin stuff to put into feed lots. They followed the trails traveled last fall by Eastern feeders who, failing to fill feed lots at Chicago, hiked out on the range to encounter failure. Now, as then, range flock masters display their adamant indifference to sell by pricing their holdings at prohibitive figures. Many of them have contracted their clip and thus tied up their flocks until the wool has been removed. A few days since a couple of Montana men unloaded a band of 1,800 ewes, weighing about 72 pounds, at St. Paul, and priced them at \$5 a head. Before they could recall it half the flock had been sold and a veritable scramble was made for the rest. Refusing to part with them, they took the rest to Winona, Minn., to feed and shear. Returning pilgrims from the range state that yearlings are priced at \$5 per cwt. in Oregon, equivalent to \$6.50 on Eastern markets, a figure that prohibits profitable finishing unless the mutton market soars to a still higher level. Bids have been placed on every flock in Montana, Washington and Oregon by clamorous speculators, but whenever they come anywhere near the owner's idea of what this stock is worth disinclination to part with it at any price is manifested by the establishment of a new valuation by the grower.

"So far this season feeding operations around St. Paul are approximately 40 per cent. less than last

year. Practically everything going on feed during the second period is already in, and a mere handful will put in an appearance for the third period. Most of the second period stuff will be sheared before being forwarded to Chicago, and the clips are being contracted at 17 to 20 cents per pound. There has been a perceptible lull in the demand for wool recently, and, although expectancy of 25 cents and even more is rife, a suspicion exists that buyers will not follow the present advance to that altitude.

"Undiscouraged by their lack of success in the Northwest, speculators are preparing to invade the Southwest, and if flockmasters of that region are reluctant to face market vicissitude they will have no trouble in contracting their crops ahead. Last year Texas, New Mexico and Arizona contributed but meagerly to the fat mutton supply owing to drought raging on that range. Since last September a veritable transformation has occurred, and as last year's crop, unmarketable then by reason of privation and consequent attenuation, will shortly be ready for the shambles, a heavy marketward movement of muttons is expected. Lambs will be comparatively scarce, as the Southwest lost its 1904 crop. In view of the rapidly decreasing receipts at Western markets the Southwestern contribution will be as welcome this year as it was missed last spring. That speculators will succeed in capturing any considerable proportion of it is doubtful, as sheep raisers are well posted regarding present and prospective sheep values and are inclined to market the crop in first hands.

"Trade sentiment is rampantly bullish. Feeders who last fall contracted export wethers at \$5 to \$5.50 per cwt. and imagined they were using good judgment by doing so are exasperated by finding the market on a \$5.75 to \$6.10 basis at the time they are delivering their contract stuff. Their experience is calculated to discourage contracting.

"Market atmosphere is surcharged with prognostication of still higher prices. Eight-cent shorn lambs are confidently predicted, and if 9 cents is paid for wool lambs surprise will not be audible. That there will be an abnormal and early demand for feeders is certain. Michigan and Ohio are

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

ONIONS

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

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

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.

WANTED CLOVER SEED

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

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street.

Telephones, Citizens or Bell, 1271

Butter, 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.

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2 1/2 Million Dollars

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.

already filing orders for feeding yearlings to be filled as early in April as possible, and summer feeding of all kinds of sheep will reach the proportions of a mania. Scarcity of breeding stock all through the East and a desire to rehabilitate the industry in states depleted in recent years promise to send ewes to a lofty price level. This demand was urgent last season; this year it will be accentuated. In 1896 breeding ewes sold at 5 cents per pound, and there is abundance of market opinion that the average will rule higher in 1905. Range flockmasters are already pegging their price for ewes at \$4 per head and intimating that they will have none for sale below that figure. Range estimates on the value of feeders are indicated by present asking prices of 5 cents for lambs and yearlings in Montana, while wethers are appraised at \$4 to \$4.50 each.

"If Eastern feeders fill their pastures and feed lots this year they will pay for the stock. We do not intend to give anything away."

There is no fear of reactions in the near future. Wool enjoys a strong statistical position; the federal census exhibits a decrease of 18,000,000 in flocks during the last two years, breeding east of the Missouri River has fallen to a low ebb, and mutton consumption is increasing. "This business is on its feet for half a decade," said a conservative operator, "after that look out."

How American Meats Are Excluded.

Referring again to the matter of our export trade with Continental Europe, it should be stated for the benefit of those who do not understand the manner in which our meats are excluded that in the case of Germany we are shut out partly by tariff schedules, but mainly through so-called sanitary regulations, says the Breeders' Gazette. For instance, the importation of meat in hermetically sealed cans or in other similar vessels, and of sausages and other mixtures made from chopped meat, is prohibited. Fresh meat may be imported past the customs line only in entire carcasses, but the carcasses of neat cattle (with the exception of calves) and swine may be cut in halves. It is required, however, that the pleura and the peritoneum, lungs, heart, kidneys, and in the case of cows the udder also, must be attached to the carcass in natural connection. This requirement makes it practically impossible to send fresh beef to Germany.

Pickled meat is not admitted when the weight of single pieces is less than 4 kilograms (8.8 pounds avoirdupois), but this order does not apply to hams, bacon and casings. Its effect is, however, to shut out a large line of animal products. Meat which has been treated with boracic acid and its salts is also excluded. The German authorities have also refused to allow American cattle for slaughter to be shipped from Antwerp across German territory to Switzerland. The inspection charges on cured meats and the unpacking of these meats for inspection are alleged by

shippers to be a great burden on the traffic.

American live cattle and sheep are admitted into Belgium, and the records of the department show that last year we inspected for export to that country 18,439 head of cattle and 11,135 head of sheep. Meats for Belgium must be inspected before they are allowed to be marketed, and the expenses of the inspection are charged to the importer.

France prohibits the importation of cattle from the United States, and at present we understand that the double or general tariff is applied to meats from this country and has been since July, 1903.

It is difficult to say just what line of effort would yield the best results in extending the markets for our animal products in Continental Europe. A reduction of the duties would be of assistance in those countries where the sanitary regulations are not prohibitive. It is doubtful if anything can be done to reduce the prohibitive character of the German sanitary regulations, or those of Denmark, which are largely modeled on the German ones.

Bank Notes Turn To Dust.

The money counters in the United States treasury were startled one day by the appearance of a remarkable looking "fat man" who entered the department and told a strange tale. He said he was an Ohio farmer and did not believe in banks and so had buried his money in the ground for safekeeping. He had dug it up and was horrified to find that it was slowly turning to dust, as notes will when long buried.

Panic-stricken, he gathered the disintegrated money into an old pillowcase, bound it around his waist beneath his clothes and started for Washington.

He traveled part of the way on horseback, part of the way on an Ohio river steamboat and part of the way by train. During the journey he never once took off the pillowcase. He even slept with it on. The officials of the treasury department found it difficult to make him part with it. He did not want to go with a clerk to a hotel for fear the clerk might rob him, but as it was manifestly impossible for him to disrobe in the office he had finally to submit.

They got the money at last, and the condition of it was so bad that Mrs. Leonard, an expert, had to be called to decipher it. So great was her skill that the farmer lost only a few hundred dollars out of 19,000.

He Was Safe.

A teacher in one of the public schools asked a little Irish boy why he had been absent a day, to which the youth replied:

"My mother had the mumps and I had to go and get the doctor."

"But don't you know that the mumps is catching, Johnny?"

"Yes, but this is my step-mother and she never gives me anything."

It takes a woman to make time stand still.

BUTTER

We can furnish you with

FANCY FRESH-CHURNED BUTTER

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

**WASHINGTON BUTTER
AND EGG CO.**
GRAND RAPIDS, MICH.

Butter

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

E F. DUDLEY, Owosso, Mich.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

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 PRINT

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

TRADESMAN COMPANY.



Observations of a Gotham Egg Man.

The first flush of heavy egg production this year has failed to force prices down to the level which the majority of storage buyers considered necessary to safe accumulations, but the conditions have, so far, been peculiar. Up to about the 10th of March there was a great scarcity of eggs in all Northern distributing markets, and at that time jobbers and retailers in all parts of the North and East were absolutely bare of eggs. Of course, the demand in distributing channels has, since receipts became excessive, absorbed not only enough eggs for actual consumption, but enough in addition to put a normal working stock in the hands of distributors. This is a very large item and has, naturally, reduced the surplus available for permanent storage considerably below the actual difference between production and consumption. Hereafter the movement of eggs in consumptive channels will be more closely confined to the actual consumption and the surplus for storage will be larger.

Up to this time there seem to have been enough buyers for storage to absorb the amount of surplus, properly selected and packed, at prices very nearly as high as were paid in April last year. So far as I can ascertain these buyers have been chiefly jobbing houses who have known outlets in the fall and who can realize, when unloading, a part of the normal difference which exists in the fall between refrigerator and fresh eggs. Storage operators who depend solely upon the open wholesale markets in the fall have generally refused to buy at the prices ruling. So far as I can learn the Western egg packers are not disposed to store eggs on their own account at the prices they are paying for loose eggs; they will pay any old price so long as they can find buyers at a small profit, but they will not pay the prices now being paid if they have to store any large part of the surplus themselves. At the same time, if they get a moderate surplus beyond their ability to sell they would store this rather than sell at a loss.

There are some indications that Western packers who have been paying \$4.50@4.65 for eggs at country stations have lately had some difficulty in finding buyers at storage centers at equivalent prices; and, in confirmation of this I learn that some current storage packings have lately been going into Chicago storage—as they have been here—on shippers' account. This indicates that the storage demand is falling below the supply and, as above suggested, it is very doubtful that shippers will be willing or able to support country prices if

they have to store many of the goods themselves.—New York Produce Review.

Some Schemes Calculated To Increase Easter Trade.

Easter is more and more each year becoming something like Christmas as a gift giving time. The practice has invaded business, and many retailers now have the habit of booming trade by the distribution of souvenirs of more or less novelty, value and appropriateness among their customers, with the idea of booming trade. There is a good reason back of such booming in the meat trade, which was tersely explained by a well known retailer to an Advocate reporter last week. "Easter," he said, "is the ending of Lent and fasting from meat eating. It is the day on which the ban of flesh eating is entirely removed, and you can bet your bottom dollar that I don't intend to let people forget that, to me, very important fact. That's why I boom Easter business to beat the band." The reporter thought he would investigate further, and discovered that Easter schemes among butchers are as plenty as the leaves on the trees. Some give souvenirs to all purchasers irrespective of the amount spent by the customer; others offer various articles to buyers of a stipulated amount; still others double the coupons they ordinarily give for premiums; while still more conduct some kind of a guessing contest. For the special Easter premiums all kinds of novelties have been secured. Several butchers in Brooklyn have ordered a large number of eggs, one end of which is filled with plaster of paris, thus making it bob up ridiculously whenever an attempt is made to lay it on its side. One of these eggs is to be given to each purchaser to the amount of fifty cents or over. They are quite funny, and so is the fact that several retailers in the same neighborhood have bought a supply of these eggs in the fond belief that they have something more novel than their neighbor. When the circulars each is preparing come out, there's going to be some real language in that locality.

In another section one butcher is going to give away corn-cob pipes, out of which pops a little rubber chicken when the stem is blown through. The generous retailer figures out that the women will want the pipe as a surprise to their husbands.

Another philanthropic retailer has a novelty which will surely win the children. It is a bank made in the form of a chicken, which opens its mouth upon pressing a lever, and the beholder is supposed to feed it on pennies, nickels or dimes. The way to get the money out is to insert a knife in an aperture where it would naturally be looked for. Then the whole business is jiggled up and down, and the coins slide out if the juggler has luck and patience.

Flowers, both natural and artificial, form the Easter offerings of a large number of butchers. Some, in fact, have a large variety of growing plants of different values and varie-

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

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

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.

ties, which are to be given to customers according to the amount of their purchases. Others have merely a collection of paper flowers, one of which is to be given to every purchaser, regardless of the amount spent. Genuine eggs, colored in various bright hues, form the attraction upon which some dealers rely to boom trade. In fact, there is no end to the variety of premiums to be distributed in this way.

The guessing schemes are equally numerous. One dealer has a big card full of small and closely placed dots in his window, and offers a ham to the purchaser who guesses nearest to the number of the spots. It looks as if it would be easy to count them, but they are so close together and so irregularly placed that it is a proposition that looks much easier than it is. Its apparently simple solution makes it attractive, and women and children, and not a few men, are taking daily cracks at the game. It is a good thing, all right, but wait until that butcher announces the correct number. That's all.

After the reporter had seen about everything in the Easter scheme line he went home and evolved a few himself. The first was a variation of the ordinary guessing contest. Fill a glass jar or a pail or any old thing with eggs, put it in the window and offer a prize to the purchaser who guesses nearest to how many there are in the lot. To make it interesting the eggs should be of different kinds, such as goose eggs, duck eggs, large and small hen's eggs and pigeon eggs, if procurable. By this means the smart Aleck who would measure an ordinary egg and figure out how many would go in a receptacle of the same size as the one used in the display will not have the cinch he would if the eggs were all one size. Each purchaser should be allowed one guess for a certain amount of money spent, and should be permitted to guess as often as such purchase is made. The contest could be opened at once.

Another scheme is to offer to present a certain number of growing Easter lilies to the church in the neighborhood receiving the largest number of votes from now until the Saturday night before Easter. Each customer should be allowed one vote for each ten cents' worth of meat purchased. On the Saturday before Easter display the flowering plants in the window, with a card giving the number of votes already cast for each church, and announcing that the contest will close at a certain hour, which should be early enough to permit delivery of the flowers to the victorious church in time to be included in the Easter decorations. If this scheme is well advertised it should arouse a pretty keen spirit of competition among the devout members of the congregations in the neighborhood.

For a premium, it is suggested that a reasonable, cheap and acceptable present would be a package of egg dye. This is an article used in most families where there are children, and could be given away with comparatively small purchases. A good va-

riety of colors should be obtained, so that buyers could acquire all they desired by making the requisite number of purchases. The reporter's wife suggests that an order for a new Easter hat on some well known store to the customer who brought or sent with a card the largest number of new buyers to the store between now and Easter would set the women to hustling. It is a novel scheme, and shows that women have ideas that are peaches sometimes. This one is worth thinking over, anyway. It looks as if it might work out in great shape with the proper publicity.—Butchers' Advocate.

Curve Light of the Stars.

There are certain stars which show more or less conspicuous variations in brightness. Among the 6,000 easily visible to the naked eye there are between fifty and 100 of which this is true; about half a dozen of them were known before 1800. If the telescopic stars are included the number of known variables is at least 1,300, and this without taking account of several hundred more which have been detected in certain star clusters within the last five or six years.

Ten years ago Dr. Chandler's catalogue of variables included only about 300 objects. The roll is now increasing with extreme rapidity, between 200 and 300 having been added within the last twelve months. This swift growth is due largely to the utilization of photography, which, through the comparison of photographs of given portions of the heavens taken at different times, continually brings out new variables.

When thus detected the astronomers proceed to study them in detail with photometers attached to their telescopes, enabling them accurately to compare the brightness of each suspected object from time to time with that of its neighboring stars, and thus to determine the amount and character of its variation as represented by its so-called "light curve."

Romance in Cold Storage.

She wrote her name upon an egg:
A simple country girl was she.
"Go, little egg, go forth," she said,
"And bring a sweetheart back to me."
Into the wide world it went.
Upon its shell the message plain,
The maiden waited, waited on,
With throbbing heart—but hope was vain.
The days, the weeks, the months flew past,
A year, another year rolled by,
Alas! no lover ventured near
To dry the teardrops in her eye.
Sad at her easement in the night,
She wondered where the egg could be,
"O, voiceless moon, dost thou behold,
Somewhere my true affinity?"
Somewhere, indeed, there was a man
Whom fate had made for her to own;
Somewhere and waiting for the egg
He led his loverless life alone.
The years sped on till gray and bent,
She looked adown the road one day,
And, trembling, saw an aged man,
Approaching slowly on the way.
His locks were white, his shoulders bowed,
He feebly leaned upon a cane,
She looked—and in her faded cheeks
The blush of roses glowed again.
'Twas he, her lover, come at last!
"Are you Miss Mary Jones, I pray?
I found your name upon an egg,
I bought in market yesterday."
Cheated of youthful life and love,
Kept parted till the journey's end,
The evening of their wasted day
Together now they sadly spend.

Most married men keep their bachelor opinion that love is the dearest thing on earth.

The Empire Produce Co.

Port Huron, Mich.

Wants

Butter, Eggs,
Poultry and
Separator Cream

Write us for quotations and location of
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Distributors of the
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Grass, Clover, Agricultural, Garden

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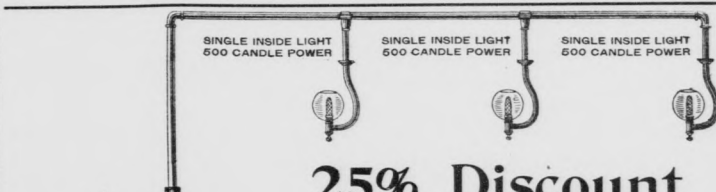
Peas, Beans, Seed Corn and
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ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

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.



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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

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IT HAS NO COMPETITOR

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



Why Man Has a Better Time Than Woman.

Undoubtedly men have most of the advantages of life. Whether this is because they got in on the ground floor by being created first, or not, it is impossible to find out at this late day, but certain it is, from Eden down to now, they have reaped most of the perquisites of existence. In work and play they have the best time.

Take the first great amusement—work—and how the sexes differ in what they get out of it! As a rule, men like work and women hate it. Why?

Because the mere difference in environments in which the average woman does her work and the average man does his is the difference between drudgery and play. It is what makes running an automobile a picnic, while running a street car is day labor; it is what makes a man willing to pay out money for the privilege of playing golf, while he has to be hired to dig potatoes.

A man's work is done among his fellowmen, where his eyes are constantly diverted by a shifting panorama and his mind kept excited by new thoughts, new suggestions, new ideas.

Most of woman's work is done in the home. She sees nothing, day after day, but the same old walls. She has no one to talk to but the baby, and, however much you may love a child, its conversation is not exciting.

She spends her time doing over and over again a dreary and monotonous round of duties that never vary—cooking meals that are eaten as soon as cooked, darning stockings that must be darned over again as soon as they are worn, sweeping floors that must be swept again in an hour.

She sees few fresh faces. People do not drop in to tell her good stories, or the latest joke. She has not even the interest of looking for something new to happen in her business, for nothing ever happens. She works just as hard as her merchant, or broker, or lawyer, or editor husband, but she does not get the amusement out of her occupation that he does. Housekeeping is a most respected profession, but it is folly to claim that it is thrilling.

Men profess to think that a woman who can stay at home all the time with the children enjoys a perpetual picnic, but it is observable that the pleasure of taking care of his offspring on the nurse's Sunday out will reduce an able-bodied father to a nervous wreck in a single afternoon, and will actually fatigue him more than a week's hard labor at his business.

Women do not get the same good time out of their work that men do because so much of their labor is purposeless. A man sees things grow under his hand. A woman rarely observes the result of her labor. A man

feels that he is doing a part in the great work of the world. Much of a woman's work is of no earthly benefit to anybody.

A farmer has a right to joy in his work because he is doing something for humanity. So has the carpenter. So has the doctor or manufacturer, but what pride or pleasure can a woman take in her work who sits and punches little holes in cloth in order to fill them in again with intricate embroidery stitches.

There are few more pathetic things than the sight of a patchwork quilt, or the miles and miles of crocheted things that represent the energy and labor of women that is just so much lost motion, as a machinist would say.

Women do not find work as fascinating as men because they do not get as well paid for it. There is mighty little pleasure in doing anything if you do not get some reward for it. The domestic woman does not enjoy her work, because she only gets her board and clothes out of it, and by the same token there are precious few men who would find it particularly enjoyable to work under similar conditions.

Women's work is not interesting, because there is no tangible sign of victory in it. It is like playing poker for chips that have no cash value. You have to have real money up on the table to put any zest into the game.

Of course, men will say that if women miss the pleasures and excitements of business they also miss the anxiety and the cares, but this is not true. Women have the anxiety without the ability to do anything to avert the catastrophe they foresee.

The brunt of every bankruptcy falls upon women.

They must suffer if the husbands' and fathers' affairs go wrong, and the man who is in the thick of the fight, and who at least has his mind occupied with the actual work of the moment, does not begin to go through the heart-breaking despair of the woman who must sit idle with folded hands at home, and wait for news of the disaster.

Undoubtedly up to now men have had a monopoly of the fun of working. They have known all the tense excitement, the thrills and joys of achievement, and the calm happiness of reaping the rewards of good work successfully accomplished, while the majority of women have worked, and still work, without either praise or pay.

The same conditions apply to society. Here, too, the men have the best of things.

Undoubtedly the happiest time of the average woman's life is her girlhood. It is the one little golden hour of her existence when the world is run for her benefit.

For the time being she is a little queen, with everybody her loyal subject, anxious to do her bidding, eager to give her pleasure, and to burn incense before her.

The memories that a woman keeps in lavender until the day of her death all begin with: "When I was a

girl." This is the reason that mothers strive so hard to indulge their daughters in their girlhood.

But compare even the halcyon period of a woman's life with the same period of a man's life and how poor it seems!

To begin with, for a girl to have a good time in society it is necessary to be liberally endowed by nature and art, whereas all that is required of a man is the mere fact that he is a man. If a girl is ugly, ungraceful, dull and stupid, she is foredoomed to a life of good works, but not of gaiety. She may be estimable, but she will not have any fun.

Galaxies of anxious young men will not brighten up at her approach. She will never be inundated with invitations to the theater, and industrious youths will not spend their hard-earned dollars on candy and violets for her.

Unless she is really, and not affectedly, literary or pious—and it is doubtful if any amount of piety or literature ever consoled a young girl for the lack of beaux—the kind of a time that a homely woman has in her youth is something that no man need envy her.

A man, however, is not dependent upon the adventitious aids of beauty and grace for his pleasure. His welcome in society is not affected by his looks. He may have the figure of a tub, pale, watery blue eyes, with no eyebrows or hair, but that does not hinder women from beaming and gurgling with delight at his attentions.

The human imagination is incapable of the strain of picturing a similar looking woman as the belle of a ball, but his personal appearance does not hinder the ugly man from coming home from the cotillion strung with the choicest favors.

A girl, to be a success in society, has also to be properly launched. She has to have a certain family position and backing. A man is blissfully superior to this. It is, of course, always convenient to have a family tree somewhere in the back yard, but it is by no means a necessity, and nothing is more common than to see a young man triumphantly careering around in drawing-rooms whose doors are hermetically sealed to his sisters, who are in every way just as attractive and agreeable as he is.

It is a little ridiculous, but it is undeniably true, that a pair of trousers is a combination key that unlocks the best society.

The advantage of being a man is also great and immeasurable, in that it saves a man from the haunting nightmare of being a wallflower that tortures even the most beautiful woman. What bankruptcy is to the merchant, what having his buttons stripped from his uniform in the field is to a soldier, being a wallflower is to a woman. It is a supreme mortification.

No man can ever know this. He never has to sit, alone and neglected, under his father's wing at a ball trying to look pleasant and as if he was enjoying himself, while he

watches the admired young men blithely two-stepping it around the ball room.

He never has to behold an anxious hostess simply holding up somebody and forcing her to come over and talk to him. He never has to see a girl approaching, bent on doing her duty, but wearing the expression of an early Christian martyr.

He, lucky creature that he is, can ask the prettiest girl in the ball room to dance with him, and although he dances like a performing bear, she is tickled to death to skip about with him, for lo and behold, is he not a man?

Similarwise he is free to ask the most brilliant and entertaining woman in any assemblage to talk to him, and she is glad to do it, because, in public, a woman would rather be seen with the dullest man than the cleverest woman that ever lived.

Of course, the girl who is a beauty and belle and is greatly admired has a good time—the most enviable of all times that can come to a woman, judged by the ordinary feminine standard—but how insignificant even this is compared to the high old time that the man has in being the admirer.

For he can pick and choose. He need never be bored. He can flit from flower to flower, as it were, inhaling the fragrance of each.

With a woman the case is far different. In the first place she has to wait for somebody to come and admire her. She can not go and round up beaux.

In the second place she has to take the attentions that are offered, and no matter how wearying, or boring, or uncongenial a man's society is to her she dares not send him about his business, for nothing is so fatal to a woman as to get the reputation among men of being difficult and hard to please.

In order not to drive away the one man whom she enjoys a girl has to go through a regular inquisition of the company of dull men, and egotistical men, and cranky men, and senile men, and callow men.

And this is even more true in the case of love, where the man can pick out the one woman of all the world, while the woman has to take whatever is offered to her.

Certainly, as far as the pleasure of society goes, the man has a better time than the woman. In a choice between being a butterfly and the rose, anybody would prefer to be the butterfly.

Dorothy Dix.

Truthful Boy.

Hearing a noise in the pantry, Mrs. Jerrums opened the door softly and went in.

Her youngest son was standing on a chair, with his back to her, helping himself to the contents of a glass jar.

Clifford turned around.

His face was smeared from chin to cheekbone with something deeply and darkly red, but the light of truth shone in his blue eyes.

"I can not tell a lie, mamma," he said, "I'm eatin' raspberry jam."

Your Profits Protected

Here is the Printed Proof

THIS PROOF is a printed check which has all the information regarding the sale printed upon it.

A connecting link between the customers, clerk and proprietor is made by this printed information.

An exact reproduction of the record that is made inside of the register is printed on this check.

For protection the clerk must

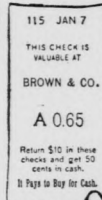
RECKON WITH THE CHECK

before handing it to the customer. The clerk hands a printed receipt to the customer which is always acceptable to the customer and a protection to the proprietor and clerk.

A NATIONAL CASH REGISTER

automatically prints and issues this check. It is ready for delivery the instant the sale is completed.

The check is the final result of everything accomplished by the register.



ACCURATE
ACCOUNTS
ASSURED



SAVES MONEY

by preventing mistakes, stopping losses, enforcing carefulness, honesty and accuracy. A National Cash Register is reliable and fully guaranteed.

IT PAYS FOR ITSELF

out of the money it saves and earns 100 per cent. on the money invested.

Let one of our representatives explain our system to you.

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO., DAYTON, OHIO

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

Name

Address

No. Clerks

Why Women Are Expected To Be Obedient To Men.

For some reason or another, women are always expected to be more obedient than men. If a certain tolerance is granted to the boy in the nursery when he says "Sha'n't!" at the sight of a rice pudding, none whatever is accorded to his sister, although her objection may be a digestive one of real importance. But no, says the nursery authority, we can not have any trouble with you, and the authoritative stir is given to the cooling pudding, which only accentuates the impossibility of its ever seeming fit for human food. Besides, when one is the girl in a nursery, there are brothers who exact obedience as well as nurses; in fact, in game or in earnest, one is always, as Stevenson puts it, "The Frenchman who never can win." And downstairs in the drawing room, when the boys get out of hand through the encouragement of strangers and refuse to go to bed, it is always their sister who is expected to set them a good example, although she wants to stay up every bit as much as they do. And afterwards, when she grows up and hopes to have a little liberty at last, she has to promise to obey her husband.

I must confess that the vow of obedience in the marriage service has never had any particular terror for me. It is not on that account that I have never taken it, I mean. Any girl who has brothers learns, long before she is in long frocks, how to evade without causing unpleasantness the masculine authority that the opposite sex is so proud of possessing in common with the savage, and a mere vow of obedience would not worry her much if she wanted her own way and meant to have it. Not that she would appear to her husband or to any one else as a disobedient wife, for the guile that is learned in the nursery accomplishes much. Indeed, from the calmer latitudes of spinsterhood, to which life, as it happens, has brought me, I can not help observing that the vow of obedience that all married women have taken really does not seem to stand in their way much, and I do not quite see why some of them want it abolished. As it stands, to put it colloquially, it pleases their husbands and does not hurt them. Of course, from my point of view of obedience, I think there should be a vow of obedience on both sides, but I admit that this would work only in the perfect marriage.

In the perfect marriage, however, granting that it is only possible to obey when the person in command knows more than we do, there would certainly be some things in which women should submit themselves to their husbands. There is food, for instance, to take the most startling example of their superiority, and if, in their passion for authority, men must order something—why, let them order dinner. I myself should be a most obedient wife in this respect. If I had a husband I had sworn to obey, I should always let him order dinner while I finished my breakfast comfortably in front of the fire, with his

boots all ready to put on, and a cab at the door. Then, there is dress, too. I dare say all women would not agree with me that men have better taste in dress than we have, but I think every woman must admit that they are kinder about it. They always know when a sleeve is pretty, and never when it is last year's; and, on the whole, I prefer that sort of judgment myself.

On the other hand, I should expect my husband to submit himself to me in all those matters where a woman's knowledge is superior to a man's. To begin with, there is sociability. A man's idea of sociability is to let his wife give tea parties while he is unavoidably detained at the office, and then to be amused by her account of it all at dinner time, after he has returned home worn out by his day of toil. Nobody can pretend that this sort of sociability argues an enthusiastic interest in one's fellow beings. But let the wife arrange the sociability of the home, and the husband will never be unavoidably detained at the office when she has a tea party—only when she has a dressmaker in for the day. These, however, are questions in which it is easy to see at once whether the wife's or the husband's is the master mind; I admit there would be difficulties when the question became one in which each claims an equal authority. I do not suppose it ever could be settled whether the wife or husband knew better how to make up a fire or what the real effect of cigarette ash will be upon a nice new carpet. But apart from questions like these, which strike deep at the root of things, so to speak, I really do not see why my theory of mutual obedience should not insure a perfect state of harmony in the circles of the married.

I can scarcely hope, however, that the modern movement in favor of doing away with the vow of obedience will end in the adoption of two vows instead of one—only the unmarried mind, I suppose, would be able to contemplate such a possibility—and perhaps it is a little unkind as well to deprive the husband of the pleasure of saying he will be master in his own house, and the wife of the artistic joy of proving to her own satisfaction that he is nothing of the sort. For, after all, the existence of all these husbands who are supposed to be panting for a slave, and of the wives who are supposed to have given themselves over into slavery, is a pretty little anomaly in these days of freedom of action. And it is the anomalies of life that make up its picturesqueness. But it is pleasant to look on and smile, for all that, when one is outside the prison house.

Evelyn Sharp.

The Goods Wouldn't Last.

"We are selling these goods at 98 cents, madam," said the talkative clerk, "but they won't last more than a day or two."

"They won't?" said the country customer, in disgust. "I wonder you have the cheek to offer them to any one, then."

YEAST FOAM

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

PERFECT BREAD

An "Eye-Opener"

Our Jewel—Special Roll Top Desk



As Good
as
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Dimensions
50 in. Long
48 in. High
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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

Common Grievance Opens a Chance Acquaintance.

Written for the Tradesman.

We were standing in line, trying to wait patiently our turn for some tickets at the opera house. We had a common cause for annoyance, she and I, else, I suppose, we would never have drifted into a speaking acquaintance.

The common grievance had the form and features of a woman, but we called her a "hateful fiend," in the fulness of our wrath.

She came on the scene an hour after we did, and yet quietly watched her chance and slid over to a radiator against which the other girl and myself were leaning, getting ourselves comfortably toasted against the time when we must leave the warm lobby and go out to buffet the elements.

The woman stepped beyond us and acted as if she had only come over for a moment to warm her fingers; but her real motive became apparent when it was time for the line to move up a peg. Then what did that cheeky woman do but move right along with those ahead of us, just as if there was not the slightest question of her being in her rightful place.

The girl in front of me was a peaceful looking little citizen, and I myself rather be imposed upon aggressively than make a fuss about my rights, so it is probable that the woman wouldn't have got what was coming to her from either of us; but all of the others below us had been watching the little farce (not down on the boards!) and one there was, more bold than the rest, who called out to her across the interim:

"Here, you! You get back here where you belong. You are two back of me. Come over here!"

All those between us and the speaker looked with special interest at the woman who had "got come up with," and seemed glad that there should be one person in the lobby who dared to call the interloper down.

The woman, one would imagine, would have been covered with confusion. But she seemed perfectly unaffected by the angry looks shot in her direction and, when told where she belonged and to take her place, she gave her head a toss and sauntered leisurely over to the locality the man had indicated.

The fierce glances cast in her direction, had they possessed the power to kill, would surely have annihilated her, but they seemed to slide from her like water off a duck's back.

She sauntered nonchalantly back to her place and then stood gazing carelessly into the street. When the crowd had moved up so that it came her turn to get her tickets she purchased them with an unusual amount of haggling over the location she had desired but was unable now to secure as some one else had already taken the seats; and then that old girl actually had the effrontery, the downright impudence, on her way out, to make a face at the man who had reprimanded her!

The young lady and I were wit-

nesses of this act because we had to wait there in the hall some time after we had bought our tickets. It happened that I was to meet my sister there at a certain time and the other girl was to await the coming of her mother. So, while we stood over in an unoccupied corner, we chatted cozily together.

She seemed like such a nice little person; and incidentally she told me her name. So I told her mine; and one thing led to another until we found that we had several mutual acquaintances. As I left her, my sister finally having put in an appearance, she invited me to call on her.

"And make it soon, too," she said.

This I promised to do.

"First telephone to see if I'm home," the girl admonished, and she wrote down for me the number of the phone.

When I reached home I turned to the back part of the telephone directory to find the number the young lady had given me, and was surprised to find, not her name opposite, but that of a lady who is recognized as one exceedingly fond of society, and yet much of whose time is devoted to philanthropic endeavor. She is known to be intensely practical in this work, and, when I went, a couple of weeks later, to keep my promise to the girl I met at the seat sale which threw us together, I became acquainted with one of the pleasant phases which the society woman's philanthropy has assumed.

And a most unique plan it is, too. In the future—perhaps next week—I will describe it.

Josephine Thurber.

Gambling robs a man of rest; and the keen edge of his life is lost in shuffling pasteboards. All he gives to his employer or the world is the

discard. Outside of his play he is a weak, inefficient person, and his weakness is very apt to manifest itself in burdening his friends. The curse of gambling does not fall on the gambler alone, any more than the drunkard alone suffers for his fault.

Suffering falls upon every one within the radius of the gambler.

You can't sit still and let trade pass your door if you want to succeed in your business. You've got to hustle for trade every minute.

Facts in a Nutshell

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COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically
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129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

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

HAND SAPOLIO

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

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



Painters' Supplies in Connection With the Hardware Trade.*

Your committee has invited me to give you a little talk on the paint business, and I will try to tell you something of what I have learned during an experience of nearly half a century:

My father was a manufacturer of agricultural implements, wagons, sleighs, etc., and the paint shop seemed to have a natural attraction for me. I spent most of my spare time there and absorbed my knowledge of the painter's trade with the breath I drew.

Hand Ground Paints.

The painter of to-day has very little idea of the difficulties that the painter of fifty years ago had to contend with. Then every painter was his own color-maker, and in many cases made his own varnishes and japans. He had to be familiar with the mixing of colors, as he had only a few of the primary colors to work with, and had to make all the various tints by mixing these. There was then no such thing as paints ready ground, mixed and by a little thinning made ready for the brush. Instead of having mills to grind our paints, as we do now, we had to grind them by hand on a marble slab with stone or iron mullers. The only paints to be had ready ground were white lead and zinc, and these came chiefly from England and France.

Sources of Supply.

Our dry colors came from England, France, Germany and Italy and our best vermilion came from China, put up in ounce packages. To-day most of our dry colors are mined and manufactured in this country. We have large zinc and lead mines in Missouri, Illinois, Michigan and other states, and Ohio, Pennsylvania, California and Utah furnish many of our dry colors. Even considerable quantities of our "French Carmines" and our "English Vermilions" are supplied by the United States.

The Beginning of Paint Mills.

For grinding such colors as red leads, Venetian reds, ochres, etc., when the quantity was too large for grinding on the slab, we used in our paint shop an iron kettle and a cannon ball drilled so as to go on the end of a long pole which went up through a hole in the ceiling. The cannon ball rested in the kettle and when swung around in it ground the paint.

The next step in advance in our shop was the conversion of an old English coffee mill into a paint mill. Later on a man in Waterford, N. Y., invented a hand mill similar to the one in use to-day in some shops. The power mills of to-day are very similar to the hand mill I speak of except that they are larger, and so constructed that a stream of water runs

around the mill to keep it from heating.

There are but very few painters to-day who know much about mixing paints. The large manufacturers of vehicles, etc., find it almost impossible to get enough experienced painters for foremen of their paint shops. A young man going into a shop to work to-day learns to do only one line of work. He has no way of gaining a general knowledge, such as the old time painter had to have, for he had to be able to do everything from the first coat to the finish.

Fifty years ago when a boy entered a carriage shop to learn the trade he was obliged to serve three years before he was considered competent to take a job, and the first question asked him when seeking a position was, "How long have you served?" During these three years of apprenticeship his salary was \$35, \$45 and \$50 a year, with board, and his principal work for the first year was what the boys used to term "circular work," turning a hand mill and rubbing out rough stuff.

During this time he got an inkling into the mixing of colors. Nowadays give a man a paint brush and a can of paint and he considers himself a painter. But let any trouble arise with the work, such as the peeling, cracking, blistering or rubbing off of the paint and the painter can give no reasons for it, but always lays it to the paint, not knowing that the condition of the surface and the manner of applying the paint have as much to do with the success of the work as the paint itself.

Prepared Paints.

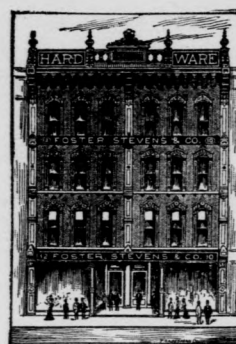
To-day the painter has his colors all prepared for him. If in the house painting line, he can go to his hardware dealer and get the paint in liquid form, all mixed, ready for the brush, or in paste form, all ready to thin with linseed oil and with colors all perfect and in every conceivable shade. All he has to do is to cut the top off his pail, stir up the paint and go to work, and some of the so-called painters do not even know enough to stir up the paint before using.

The colors are mixed according to definite formulas, and in large quantities with no variation in shade. The materials are thoroughly mixed in a mixer before they enter the mill to be ground. In the old days if the painter ran short of a color he had to mix more, and it was almost impossible to get two batches of exactly the same shade, while to-day he can get any shade in unlimited quantities.

The Paint Trade.

Most of you hardware dealers handle paints to-day, and that is where the paint business really belongs. When a man comes to buy his building materials he naturally buys his paints at the same place. It would seem about as appropriate for a man to go to a hardware store for his pills as to a drug store for his paints. The druggist can offer the builder nothing but his paints. No line of goods offers better profits.

Most of you handle a liquid or paste paint made ready for use.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

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

Make Your Own Gas

FROM GASOLINE

One quart lasts 18 hours, giving 100 candle power light in our

Brilliant Gas Lamps

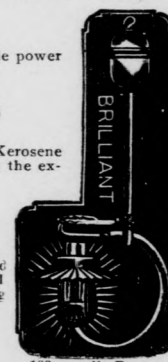
Anyone can use them. Are better than Kerosene or Gas and can be run for less than half the expense; the average cost is

15 Cents a Month

Write for our M T Catalogue. It tells all about them and our systems. We call special attention to our Diamond Headlight Out Door Lamp that "WON'T BLOW OUT." Just right for lighting store fronts and make attractive signs.



600 Candle Power Diamond Headlight Out Door Lamp



100 Candle Power

Brilliant Gas Lamp Co.

42 State Street, Chicago.

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.

*Paper read by J. F. Seymour at annual banquet Grand Rapids Retail Hardware Dealers' Association.

Grades of Paint.

There is every grade of paint on the market, good, bad and indifferent, and I am sorry to say that the demand seems to be largely for a cheap quality. The man who uses a cheap paint hires a cheap painter and gets a cheap job, but it sometimes turns out to be a very expensive one before he is done with it.

Cheapness.

The market is being flooded with inferior grades of paint. Many of these consist largely of benzine and water, and I need not say that good paint can not be made of these materials, as pure linseed oil is the life of paint. Any one who has ever had experience in the paint business or in the manufacture of a pure linseed oil paint, either in liquid or paste form, will never use anything else for painting his own house.

Coach Colors.

Fifty years ago there was no such thing as specially prepared coach or carriage colors. They had to be ground by hand, with the addition of japan, varnish and turpentine to make them dry quickly, and with a flat, smooth surface, as it is almost impossible to varnish successfully over an oil paint.

This is a line of goods which you dealers have but little acquaintance with, and, of course, you can have but little idea of the quantity used by manufacturers of all kinds of vehicles and in the car shops, or of their importance in the paint business, as they are largely sold directly to the consumers.

These paints are made in all shades and put up in cans containing from one to twenty-five pounds, and largely in press cans, where there is no waste. All the painter has to do is to thin these paints with turpentine to the right consistency for the brush. These paints are ground to a fineness which would be impossible without especially adapted machinery, and the colors could not possibly be produced by the old method of hand-grinding and mixing.

Manufacture of Coach Colors.

I do not know that I can give you a better idea of the importance of the so-called coach colors or quick drying colors in the paint trade than by telling you a little of their first manufacture.

A certain house in the East, engaged in the manufacture of paints, realizing the difficulties met with by the painters of vehicles, cars, etc., conceived the idea of getting up a line of colors ground to the last degree of fineness especially for this class of work. They made up some sample colors, very finely ground in oil, and selected a painter, an old friend of mine, who was considered one of the best carriage painters in the country at that time. They took the samples to him to try. He gave them to understand that he would try them and be able to report on them in a few days. When one of the members of the firm called on him for the report on his test, he declared that they had partly the right idea, but that the colors must be quick drying and flat, not glossy in effect.

The manufacturer reported to his partners that he thought he had found a painter who knew more about what was required in the manufacture of coach colors than they did. They finally hired the man at a small salary for a year. He went into the factory, and in a few months he got up a line of colors as well as he could with the crude machinery they then had, but even then far superior to any hand made goods. He took his samples and went out among the manufacturers using this class of goods, and in a few weeks was able to sell more goods than this house could manufacture in many months with the facilities they had.

This was the beginning of the coach color business, and to-day every manufacturer of ground paints makes coach colors, and some houses make them exclusively. This painter referred to, who got up the ready ground coach colors, brought this business up to such magnitude for his house that when he retired from business a few years ago, a short time before his death, his salary was \$50,000 a year, and his services were considered cheap at that price, as his employer had made millions.

I merely mention these things to show you a little of what has been accomplished in the paint business in the last fifty years.

I do not need to remind you of the immense capital invested in the manufacture of paints to-day, nor of the army of men employed in it.

I could talk with you for hours on this topic, but I think I have said enough.

New Rich.

Since Silas Sorreltop struck "ile"
Some year or two ago,
His folks put on a deal of style,
As they would have you know,
They have no use for common stuff,
Nor the simple life—
The best is hardly good enough
For Silas and his wife.
Their food is served on solid gold
And gotten up with care;
They breathe exclusively, I'm told,
A special brand of air.
No cheap or vulgar object mars
The household, it is said—
They even have no family jars,
But jardinières instead!

Send Us Your Spring Orders

for

John W. Masury & Son's

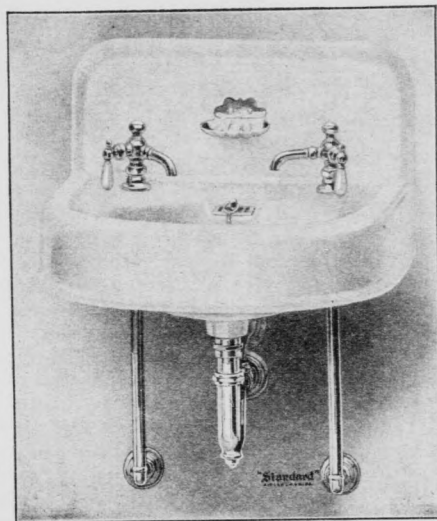
Paints, Varnishes and Colors

Brushes and Painters' Supplies of All Kinds

Harvey & Seymour Co. Grand Rapids, Michigan

Jobbers of Paint, Varnish and
Wall Paper

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.

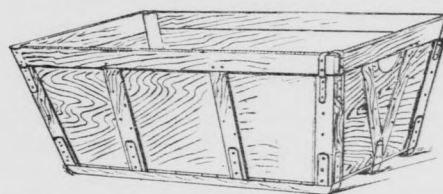
Special Attention Given to Power Construction and Vacuum Work

Jobbers of Steam, Electric, Water and Plumbing Goods.

Established 1880

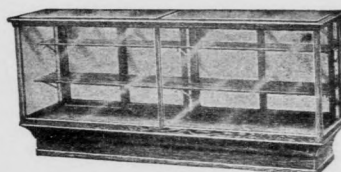
The Wilcox Perfected Delivery Box

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.



High-Grade Show Cases

The Result of Ten Years'
Experience in Show Case
Making

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

Grand Rapids Fixtures Co.

Cor. S. Ionia & Bartlett Sts., Grand Rapids, Michigan

New York Office 724 Broadway

Boston Office 125 Summer Street

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 8.—The coffee market retains the strength it has gained and seems to add thereto almost every day. Sellers are very firm in their views and buyers are taking fairly large lots—"considering." For Rio No. 7 the price of 73½c seems to be pretty well established. In store and afloat there are 4,299,945 bags, against 2,856,762 bags at the same time last year—a supply that would indicate no immediate dearth of the article. There has been a fair trade in mild grades, and for the top qualities there has been quite an active demand. Good Cucuta is well sustained at 9½c and good average Bogota at 10¾@11¼c. East Indias are well sustained and the demand is fairly active.

The week in the tea market has been comparatively quiet. Sales as a rule were of small lots and simply enough to keep assortments unbroken. Dealers confess to some disappointment at the way spring trade seems to set in, and hope it is not a "continuing condition" of affairs. Prices show little, if any, change.

Prices for refined sugar seem to be fairly well sustained. The market is not especially active, but there is still a fair movement and sellers hope that the coming week will mark the opening of a really active campaign. The business this week has consisted almost entirely of withdrawals under previous contracts.

Quietude characterizes the rice market and sellers seem to be in a rather blue mood. Buyers take the smallest possible lots and the whole situation is flat as can be. Supplies seem to be ample to meet requirements, but there is not material surplus. Prime to choice domestic, 3¾@4c.

Pepper is well sustained and there have been some pretty good sales; but aside from this the condition is quiet and sellers look for no especial improvement in the near future, and only hope that matters will be no worse.

Grocery grades of New Orleans molasses have met with a pretty active demand and close at well sustained quotations. Supplies are pretty well cleaned up and the general situation is in favor of the seller. Good centrifugal molasses ranges from 16@18c, and the range is from this up to 20@26c for prime stock. Syrups are firm. Supplies are moderate and the demand sufficient to keep down any accumulation. Prime to fancy, 23@30c in round lots.

Transactions in salmon on the Pacific coast, of which your readers will have been advised, have caused a much better feeling in that article here and holders are taking a fresh grip. While prices have not at once advanced, there is a much more

cheerful feeling among sellers and they now know where they "are at." Aside from this we have only the stereotyped "nothing doing" in anything. While prices would seem to be as low as they could be made there is still a feeling that concessions on corn and tomatoes and peas would be made if it were necessary in order to effect sales. Supplies seem to be ample, and there is less call than usual as supplies of fresh goods are becoming large.

Supplies of butter have been growing smaller and the market is pretty closely cleaned up. The demand continues fairly active and prices show a tendency to further advance. At the close best Western creamery is firmly sustained at 28½c and some lots have brought fractionally more. Seconds to firsts, 24@28c; held stock, 25@27½c; imitation creamery, 20@24c; Western factory, 19@22c, latter for extras, and held goods, 17@20c; renovated, 18@20@23c.

Not an item of interest can be picked up in the cheese market. There is the average amount of business only and prices show no change, although well sustained with full cream State, small size, 14¼c.

The feeling is stronger in the egg market. Supplies, while fairly large, are well taken care of and the Easter demand, just setting in, will from now on probably keep the situation well in favor of the seller. Best Western stock, 18½@19c.

One of Their Amusements.

The through train had stopped at the little station for water.

"What do you people do to amuse yourselves here?" asked the passenger with the upturned mustache and the bored look, who had stuck his head out through a car window.

"Well, we git a lot o' fun comin' to the deepo an' lookin' at the queer critters that goes through yere on the k'yars," replied the native who was lounging on the station platform.

Sometimes artlessness is heartlessness.

Alabastine Your Walls

Typhoid Fever, Diphtheria, Small Pox—the germs of these deadly diseases multiply in the decaying glue present in all kalsomines, and the decaying paste under wall paper.

ALABASTINE is a disinfectant; it destroys disease germs and vermin; is manufactured from a stone cement base, hardens on the walls, and is as enduring as the wall itself. ALABASTINE is mixed with cold water, and any one can apply it.

Ask for sample card of beautiful tints and information about decorating. Take no cheap substitute.

Buy only in 5 pound packages properly labeled.

ALABASTINE COMPANY
Grand Rapids, Mich.

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

The Woman With the Dough

knows that

Golden Horn Flour

Is The Best

She knows that it is pure, clean, strong, white and makes delicious bread. That is why she uses and recommends it. Her verdict is to be depended upon. She gives it the SUPREME test. Let us put you in communication with her. Now is a good time to buy flour

Manufactured by

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

Distributed by

The Davenport Co., Grand Rapids, Mich.

Avoid Bad Company

Flour that is bad does harm—of course, has no place in your stock.

Flour that is ordinary—simply passive—doing neither good nor harm, does nothing to increase business.

Standing still is going back imperceptibly.

Go ahead with the help of

New Silver Leaf Flour

a flour that is above the ordinary—the kind that stimulates business, working for you all the time.

That's the kind we make.

It's up to you.

Muskegon Milling Co.

Muskegon, Michigan

THE SUBURBAN STORE.

A Favorable Location for the Young Merchant.

Written for the Tradesman.

The young man who has an ambition to be a successful merchant looks forward to the time when his dreams shall be fulfilled, and sees himself at the head of an establishment which is grand in all its details and appointments. While he may be content to work his way up through various stages as an employe and thus obtain business training and experience, he is quite apt to be unwilling to start in business for himself without sufficient capital to take his place in the business world with a full-fledged, pretentious establishment. The idea of beginning in a small suburban store is quite distasteful to him. To step out of a large, up-to-date store, where he may have been for years, take his small capital and locate in a little store in some corner of the city is galling to his pride. Not only that, but he thinks that in so doing he would place himself outside the range of the most favorable opportunities for advancement.

The man who is determined to rise in the world must banish all such false pride. He must be content with humble beginnings and learn to be patient and wait for developments, yet all the time working toward his ultimate goal.

There are many reasons why the suburban store offers special advantages for the beginner with limited capital. In the outskirts of growing cities may be found newly laid out streets with wide stretches of common, and cottages scattered about here and there. Not a favorable location for a store, some might say, yet in just such places many have made their start in business and in a few years have found themselves prosperous.

A suitable building is found which can be had at a low rent, or a corner lot is secured and a building erected with store room in front and living rooms in the rear. A small stock of goods, sometimes not more than \$50 worth, is put in. The wife tends store during the day and the husband works at his regular trade or calling. In the evening he looks after the store while the wife does housework. Soon the milkman, baker, market gardener and others make their regular calls to supply goods. The profits are all used to increase stock as the needs of the people are learned, and thereby sales increase.

Each year sees new residences built in the vicinity and other improvements made, and it is not long before the business has grown so that the proprietor gives up his employment as a wage earner and devotes his whole time to the store. A horse and wagon are needed for delivering and to go to the wholesale houses for goods. And then there is plenty of work for a boy also. Now the willing, faithful wife gets a rest from store duties.

In time the need of larger quarters becomes apparent. The building is moved back and a larger front built

with living rooms over the store, or the old building is turned to face the side street and fitted up as a residence, and the new store is built with a commodious hall above, which can be used for society meetings or entertainments. It is no longer a lonely building surrounded by commons, but the center of a thriving community.

Such is the way in which many who had but meager capital and little or no mercantile experience have built up a prosperous business and secured a competence. The man who is willing to work can find plenty to do in the suburban store, and if he is earnest and progressive he can have, as some do, a bright, clean, well-ordered store, and do a safe, profitable business.

Contrast, if you please, the life that may be lived in such surroundings with the strenuous, hustling, anxious, feverish, brain-racking life which is the lot of some who undertake with limited capital to establish a large business in the down town section, where high rents, costly fixtures and many other expensive features make the chances of success so difficult.

Now, young man, we have given you just a glimpse of what may be done in the suburban store. Much more might be written, but you can investigate the matter for yourself. Will you do so, and see if it would not fit your case? A little time and enquiry will secure much information and a better understanding of the conditions. If you can find something more in accord with your ideas and aspirations that is safe and sure, very good. But, remember, the chances of success are vastly in favor of the small store.

Much depends on the kind of a helper one has. The right kind of a wife is the best business partner in the small store. The young man ought not to delay marriage later than the age of 25, and 30 is about the right age to go into business for himself. Where husband and wife can work and plan together they have much satisfaction in seeing prospects growing better month by month and year by year.

If the bright, enterprising young man with mercantile aspirations and experience does not care to connect himself with the suburban store, the public need will be filled by some ordinary man or woman who has an eye open for a chance to make a good living in an ordinary way. That is all.

E. E. Whitney.

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.

PILES CURED

DR. WILLARD M. BURLESON
Rectal Specialist
103 Monroe Street 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.



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.

WISHES THE SIMPLE LIFE.

I'm ready fur the simple life. I'm waitin' fur the day
When everything is peaceable, without a sign of fray.
I'm tired o' fightin' snowstorms, I'm tired o' choppin' wood—
A simple life is somethin' that I feel would do me good.
I've shivered in the mornin' when the dawn was gray and bleak,
I've took quinine an' bitters till my stomach's gettin' weak.
An' I'm waitin' most impatient fur the time to come along
When the sun is shinin' lazy and the world is all a song—
Swingin' in the hammock underneath the spreadin' tree,
Listenin' to the robin an' the murmur of the bee,
Keepin' jes' a little bit awake, so's not to miss
The perfume of the clover mingled with the zephyr's kiss.
I've had enough of battle with the winter's ruthless power;
I yearn for peace and quiet. I can stand it by the hour.
It's fine to be a hero an' to conquer in the strife,
But I'm gettin' good an' ready to adopt the simple life.

TRAINING THEIR SONS.

How Some Millionaires Discipline Boys.

The young man who can not grasp the intricacies of the business policy which has led the millionaire to success can at least see the simple lesson of the training which he gives his son. Without exception it is a training of hard work.

Not long ago one who is well acquainted with many of the world's money kings made the statement that it was the rule rather than the exception for the rich young man to be to a certain extent industrious. This is substantiated by the way the sons of men most conspicuously rich have followed the rigorous paternal training laid out for them and taken up the heavy work of the stewardship of millions without having known the delights of the game of acquisition.

Young Rockefeller both preaches and practices the gospel of hard work. In college he was studious and abstemious, and devoted to only one kind of sport, and that football. Mr. Rockefeller decided to give Brown University the honor of educating his son because he wished him to escape the temptations of a larger college. He was a good student and was involved in only one row with the faculty. He was accused of plagiarism. He not only disproved the charge, but made the faculty apologize, which in itself gave him an unusual reputation for character and determination. Now he is a busy man. The father's ill health has forced him to seek relaxation so persistently that he is endeavoring to pass on to the younger man's shoulders as many of his great responsibilities as he can.

John D., Jr., entered into the business life of his father at 23 and since then has worked just as if he were a clerk. He rises at 6 o'clock in the morning and at 7 he takes a walk if he is in town. If he is in the country he chops wood, a form of exercise which he inherits from his father. At 9 he is in his office, and he works there incessantly until late in the afternoon. If in this young man the characteristics of his grandfather, who was a reckless, gambling seller of patent medicines, had manifested themselves, nobody would have been surprised. But he lives up to the gospel of the industrious and strait-laced character that is represented by his father. To show that he inherits his business acumen, it may be

mentioned that in one deal, and within a few years of his going into business, he made \$1,000,000.

From the time he was a boy Harry Payne Whitney was trained to be the heir and executor of a great fortune. It is the opinion of men familiar with the vast problems of life that he begins his career equipped with the most extraordinary business education of any young man of his time. For ten years he was his father's daily companion, and the father's only thought was to fit him for the great game he was to play. He took him to all the meetings of directors of corporations in which he was interested. He heard the discussions, political, financial, social and legal, of the keenest and most resourceful minds.

It was his ambition to become a newspaper man, but in response to the responsibility which he from the first accepted, he began his business life by going into a bank, where he worked early and late. He earned \$20 a week, and was proud of it. When some of his friends urged him to take a vacation he grinned and said that he couldn't afford it. The fact was that he wanted to get through with the drudgery of the bank as soon as possible. He stuck to it, however, until his father thought it was time to put him at more intricate finance. When he took to the turf, although it pleased the elder Whitney that his son shared his own taste for horseflesh, he persuaded him to lay even this aside for a few years until he had learned more of what was to be his life work.

By his father's will he was made heir to half the estate. The other half was distributed between the rest of the children and stepchildren. The eldest son, however, was responsible for and executor of the whole estate, so that the fortune of which he has the care amounts to \$25,000,000, besides the \$10,000,000 which came into his care with his wife, who was Gertrude Vanderbilt.

It is said that the young man's sole ambition is to be known as a worthy son of William C. Whitney. It is well known that he has an intense aversion to speculation, and will adhere more to the plan of husbanding the great fortune than of making a commanding figure in the pit or on the floor of the Exchange. In the business ventures which he has engaged in already he has surprised and delighted the elder men with

whom he has been associated by his zeal and intense absorption in the matter in hand to the exclusion of other interests known to have a great fascination for him.

It is well known that Hill, the railway magnate, looks forward to the time when he shall hand over the burden of his work to his sons. They are already tremendously active in his affairs, and show an ability for knuckling down to work of which their father is justly proud. The early training which they had was more rigorous than that generally given by even the strictest school of millionaires.

"When I started them in," says this magnate, "I gave them the lowest places I could find, and warned them that they would get fired just as quickly as any other fellow on the road. They have had to work, and they have proved themselves, but not through my efforts. Their father's influence did not help them."

In the light of their present achievement it does no harm to chronicle the fact that while at college at least one of the brothers showed a disposition to sow wild oats. A warning or two was sent home to the President of the Great Northern system to the effect that more studious application on the part of young "Jim" was necessary, or his college career might be frosted. It was once after a message of this kind that he made a lucky hit with his father and at the same time received a strong incentive toward the work for which he has of late shown such capability.

Summer vacation was near at hand and "Jim" did not look with enthusiasm upon his probable reception at home. His father had taken the question too seriously for comfort and had hinted a decided curtailment in the coming vacation expenses. His chance for a master stroke came in the demand for a thesis, for which one of the topics offered was, "The effect of the transportation system on the growth of cities."

"Here is where I save my life," said the young man, and from that time forth he forsook his more cheerful haunts and spent his time in the university library. He dug out statistics and sought out information chiefly about the Great Northwest. He compiled and condensed and clipped and copied until the result was a paper that passed the university with flying colors. It was then carefully forwarded, by registered mail, well ahead of the home-coming of the author. J. J. Hill was delighted, and one of the tokens of parental esteem bestowed upon the young man that summer was the chartering of a yacht for his especial benefit.

"It was the hit of my life," said "young Jim." "Dad figured me out as the wisest material for a railroad man that ever came down the track. 'Transportation and the growth of cities,' well, I guess. Couldn't have landed harder if I had studied every day since I was a freshman."

In spite of the fact that honors were easy in that instance, it was a fact well known that severe discipline was the lot of the Hill boys in their

younger days, and many stories are told of their mother doing everything in her power to intercept from them the full brunt of paternal severity.

The cases in which the sons of rich men take the initiative by beginning at the bottom are rare. One of the most conspicuous is that of Chauncey Stillman. He is a workman eager for success who has been promoted twice by adherence to the arduous discipline of a common laborer. Far from being forced to support himself with his hands, he is worth \$2,000,000 in his own right, and will inherit millions more.

Soon after his marriage to the young trained nurse who was in sympathy with him in his ambition to win position for himself he started for the Far West to look for employment. At Truckee, Cal., he applied for a position under the division superintendent, and was given a place as a section hand at \$1.50 a day. In the most menial position possible and associated with Italian and Chinese in the laying of rails and in the driving of spikes he began to climb the ladder of practical railroading. After some weeks he received his first promotion, and was transferred to a small station up the road and made its gardener and janitor. At Truckee Mr. and Mrs. Stillman lived in a little cottage near the railroad. In his new place he made a lawn and flower garden around the railroad depot.

The second promotion came when he was given a position as truckman, baggage handler and general utility man at the station of the Southern Pacific Road at Oaklands. Although bronzed, muscular and hard fisted, Stillman was recognized by the station master as a college man, and his first remark to him was, "You will need a suit of overalls for this work."

"I have them," said the possessor of a fortune which exceeded that of any one in Oaklands, as he unrolled his bundle.

It is a busy station, and Stillman had few moments of leisure. Work began at 8 o'clock in the morning. At 5 o'clock in the evening he doffed his greasy clothing and with empty lunch box in hand hurried to take the train for home.

"He is doing no more than any practical young business man is willing to do," says Mrs. Stillman.

His object is to thoroughly master the business which he will some day be called upon to direct as the head of a score of railroads and other corporations, in which James Stillman is still a prominent figure. To divide with him the responsibility is the other son, James A. Stillman, who is taking his own business training as the partner of his father.

Junius Spencer Morgan, partner of George Peabody, trained his only son to take his place and lived to see him started on the road that led to his high place in the financial world. He felt secure in leaving his fortune of \$10,000,000 absolutely to his boy. J. Pierpont Morgan trained his son as he himself was trained, and the boy gave early indications that he not only had inclination but capacity to fulfill the elder's judgment.

J. Pierpont Morgan, Jr., is better known in England than in this country. He is 36 years of age, and was born and bred in the atmosphere of finance. After graduating at Harvard he served for a time under the eye of his father, and then was sent abroad to become the London head of the Morgan banking house. While he was in his father's office, he was one of the clerks, and obeyed the same rules, and worked as hard as anybody else. He was exceedingly democratic and straightforward, and the other clerks had a good deal of regard for him as a man. He was shifted from one department to another as soon as he mastered the details.

The man who of all others has been most unusual in the way he has mastered large business affairs is Clarence Mackay. He was an exception to the rule of rigorous training, and it is regarded as all the more wonderful that he should have laid down all pleasure in his effort to take up his father's life work. Immediately after John W. Mackay's death he cabled back to his trainer, Charley Hill, to sell out his stable in anticipation of his retirement from the turf.

In his earlier days young Mackay did not ask questions about where his money came from. His father contented himself with furnishing it lavishly and did not force the young man's attention to business, although it was known to his friends that he hoped to sometime make him his business successor.

One day after Clarence's marriage to Katherine Duer, he went to his father and applied for a job. He said that he felt a sense of responsibility and that his play days were over. The old man was pleased and immediately gave him a desk in the Telegraph and Cable Company. He was under the orders of Mr. Ward, the general manager. He devoted himself earnestly to business and soon earned promotion on his own merits. Even in his early days of lavish expenditure he did none of the foolish things which often make wealthy fathers sigh and wonder. He seemed to have inherited a lavish trait, with the same generosity which prompted it in his father, but was never ostentatious or silly.

On these qualities his father is said to have based the judgment that made him leave to his charge his great business interests. To-day it is the comment of all who come in contact with him that it has been fully justified.

Due probably to some extent to the fact that young Cornelius Vanderbilt was trained in expectation of succeeding his father as head of the family is his business ability, commonly accredited as being superior to that of the brother who supplanted him.

After the loss of the fortune which he had anticipated the young fellow neither idled nor repined. He set himself to work and at work often in its lowliest form. It is said that when he became his own master he bought himself overalls by the dozen and he has always preferred greasy fingers and rough hands to the more fashionable delights. G. R. Clarke.

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.	oz.	Shot	Size Gauge
120	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
126	4	1 1/2	6	10
135	4 1/4	1 1/2	5	10
154	4 1/2	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/2	6	12
265	3 1/2	1 1/2	5	12
264	3 1/2	1 1/2	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad.	15 00			
Garden.	33 00			
Bolts				
Stove	70			
Carriage, new list.	70			
Plow.	50			
Buckets				
Well, plain.	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow.	60			
Chain				
1/4 in 5-16 in. 3/8 in. 1/2 in.				
Common.	7 c.	6 c.	6 c.	4 c.
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c.
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/2 c.
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer.	65			
Socket Framing.	65			
Socket Corner.	65			
Socket Slicks.	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30.	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps.	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	3			
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. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	dis 60 & 10			
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			
Japanned 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
Castors, Bed and Plate	50 & 10 & 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27..	10 80
"B" Wood's pat. plan'd, No. 25-27..	9 80
Broken packages	1/2 c per lb. extra.
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance.	Base
10 to 16 advance.	5
8 advance	20
6 advance	30
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance.	50
Casing 10 advance	15
Casing 8 advance.	25
Casing 6 advance.	35
Finish 10 advance.	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
Solder	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's.	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Wright	80-10
Screw Nyes	80-10
Hooks	80-10
Gate Hooks and Nyes	80-10
Wrenches	
Baxter's Adjustable, Nickleled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrenches, 70c	10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	4 25
Quarts	4 40
1/2 gallon	6 00
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, Crimp top.	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 30
No. 1, Crimp top.	4 00
No. 2, Crimp top.	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 20
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, peer doz.	3 10
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl. 20	
No. 0 Tub., Bull's eye, cases 1 dz. each 125	
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	

DRY GOODS

Weekly Market Review of the Principal Staples.

Cotton Goods—Spring goods are moving in a very excellent manner, showing a healthy increase from week to week. Buyers are eager to control large stocks of wash goods, silk and cotton fancies, novelty dress fabrics of the right kind, Swiss muslins, lawns and linens. In muslins, in particular, there is an excellent jobbing demand and it appears that large quantities of plain and dotted Swisses and figured muslins will be used during the coming summer. Retailers have been extremely conservative this spring in purchasing fancy white goods, except in the sheer styles, and their attitude has, until recently, reacted on the secondary markets. Now the spring openings at retail give ample proof that fancies are not to be ignored by consumers and reorders are forthcoming. Imported lines of fancy sheer whites are being received in quantity and are quickly passing into retail hands. As previously stated, sheer wash fabrics are the leading spring and summer cloths. The leading department stores who advertise to have a direct wire with the leading Parisian houses, who furnish the world's styles, have had their show windows full of such cloths as figured lawns, printed batistes and exceedingly beautiful novelty ginghams in silk and mercerized cottons. Thus far they report an excellent business in these goods and converters can take the tip from them that these goods are going to be just as popular for 1906 as they will be for the present spring and coming summer. Voiles, which were so popular last summer, are to be replaced with a line of goods which is similar in construction, but lighter in weight and more flimsy. In fact, the voile weave has been enlarged upon and the goods made are not unlike a wire cloth. Last season's voiles are not sheer enough for the new tastes and these goods are expected to be as popular as last season's goods were. The goods in question are constructed of a hard yarn warp and a bourrette yarn filling, a colored warp with a plain or discharge dyed filling.

Cotton Underwear—Manufacturers of cotton underwear are to an individual well fixed as regards business until the jobbers are ready to place their duplicates. The business of the week in nearly all lines showed that first orders are nearly all in the hands of the makers and that an active business had been postponed for a month or two at least. Of course, there were quite a number of belated buyers in the market during the week, and their aggregate business amounted to considerable, but on the whole there was little done when the business is compared with what transpired the two previous weeks. To date the business in heavyweights has exceeded all previous records, and

with the business that is bound to manifest itself before the close of the season, underwear manufacturers will have more orders on their books than they can take care of properly. For the week, men's fleeces and women's ribs have been the features and with every additional order taken knitters have shown more strongly their ideas as to values. On men's 14-pound standard fleeces \$3.25 was the ruling price a week ago, but at present a majority of manufacturers are wanting \$3.35. It is believed that this latter price will be the minimum value on men's fleeces when duplicates are placed. On 7-pound silk trimmed women's ribbed goods the market is very strong, and little or no business can be placed under \$1.90. From the

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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.

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RAPID SALES CO.

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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 300-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.

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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

"Tasty Stuff"

For the Spring Trade



NOW is the time to replenish your stock of neckwear, and we are in position to supply your wants.

We are making a special offer of choice four-in hands as well as shield tecks at \$2.25 per dozen. We believe you will agree with us that the quality and patterns shown are like many of the \$4.50 goods. We also have a fine assortment of string ties, shield bows and band bows, in black and colors, to retail at twenty-five and fifty cents. One of the big selling items in the neckwear line at present is the "Buster Brown" bow for children. We have them packed in boxes of one dozen each, assorted colors, at \$2.25 per dozen. Try a dozen.

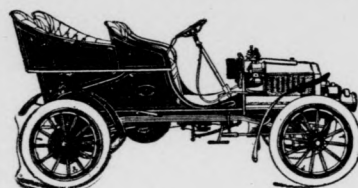
All mail orders given careful attention.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

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.

45 Highest Awards
in Europe & America

Walter Baker & Co.'s

COCOA
—AND—
CHOCOLATE



TRADE-MARK

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

GRAND PRIZE

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

Walter Baker & Co. Ltd.
DORCHESTER, MASS.

Established 1780

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

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

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

latest reports of jobbers both jobbing centers and the large retailers are almost bare of heavy goods. This leaves an open field for the new business and will help materially to establish a general stability of values in last hands.

Cotton Hosiery—The primary markets have eased off somewhat in heavyweight lines, but as the season for initial ordering can not be expected to go much beyond the opening of April, a little inactivity must be expected. The present position of the hosiery maker is a very independent one as regards heavyweights and many lines of lightweights as well. There are many mills that are as well fixed on lightweights as those that are well supplied with heavyweight orders, and these former manufacturers will run on their present lines until way up into the fall months. As previously stated, there was little doing in heavyweight goods during the week, but there was considerable activity displayed in lightweight goods. This is an unusual occurrence for so late in the season and the reason for this is that jobbers have just found out that they are short on many seasonable lines. This business will bring the retailer many additional lines to be displayed in the midsummer months, and should keep the buying public well supplied with goods they have taken a fancy to earlier in the season. There should be no shortage in retail circles similar to the season a year ago, when tans could not be procured at any price.

Jackets and Sweaters—On women's Norfolk jackets and blouses mills are running at a great rate of production, but so many cheap lines are on the market that there is a likelihood that jobbers will be fairly glutted with the cheaper garments. Sweaters are in excellent shape and jobbers can not seem to get enough of vest-collared goods and regular and jacket-shaped garments.

Novelty Ginghams—The gingham that are shown display the greatest designing skill that has been seen in the market for a long time. These goods are in silk and mercerized cotton and in goods where the figures or stripes are made with a two-warp effect the results are astonishing.

Carpets—In the primary market for carpets there has been little or no change during the week other than the fact that the time is so much nearer the beginning of the new season. Mills are winding up their late orders and as a rule all will be in a position to take hold of the new season's business as soon as the actual orders are placed. The looms that will be running the longest on the present season's goods are those that are on body Brussels and Axminsters. These goods have had a very fair business, considering the inactivity in other lines. The jobbers are said to be in a little better frame of mind now that it is known how the present retail season is making out, and they will probably feel better disposed to the new goods than would have been the case had the retail season been quiet. The prices that will

be made on the new carpets will probably show advances of from 5@10c over present prices. If wool rates continue to advance, even higher advances on goods can be expected. Manufacturers intend to do business for the sake of business and are not disposed to take orders at a loss.

Rugs—Rug weavers are very active and all looms will continue to run through this season and far into the next one on the present line of goods. Large velvet, Brussels and Axminster rugs are in request as well as small Smyrnas and jute rugs.

Stick To the Old Customers.

"A bird in the hand is worth two in the bush" any day. Hang to your old customers. When one of them gets in a huff and thinks he is an injured party, look into the matter and see where the trouble lies. Don't let him get out to air his opinions among his friends, until you have tried to bring him back into the fold. Usually incidents of this sort are based on grounds that are too frivolous for a quarrel, and certainly not sufficient for a retailer to lose trade over. If you are at fault, make amends. If the customer is the guilty party, meet him halfway. Independence is a valuable quality, but pigheadedness is enough to ruin any business. Independence does not prohibit a man from getting at the truth and illustrating it, by any means. Every old customer who transfers his patronage elsewhere must be replaced by a new one, and it is easier to hold an old one, if the proper means are employed at the right time.

Polar Temperatures.

A useful summary of the facts regarding the temperature of the poles, which has resulted from the meteorological work of recent polar expeditions, is given in the Annales de Geographie for July 15th. A series of charts shows the mean summer and winter temperatures, so far as these are known, for the North and South polar areas. The lower summer temperatures of the Antarctic than of the Arctic are ascribed to geographical conditions, the continental mass around the polar basin of the Northern hemisphere being well warmed in summer, and this rise of temperature being felt to the vicinity of the pole. In the Antarctic a band of water incloses a mass of land. During the winter this water prevents the polar cold from advancing northward; while in summer the water can not warm the Antarctic area, whose mean temperature always remains low.

When It Comes To a Choice.

"It makes me sick!"

"What does?"

"To see fashionable women—members of the 'smart set'—kissing an ugly pug dog!"

"Well, why shouldn't they?"

"Why—well, great Scott, man—"

"Hold on! Have you seen the men of the 'smart set?'"

Life may love the rich, but she seldom gives them anything but money.

Retails at 50 Cents.



100

Dozens a Day

on this

One

Number

GET YOUR ORDER IN

PURITAN CORSET CO.

KALAMAZOO, MICH.

Hot Weather Goods

We still have a large assortment of
Ginghams, Dimities, Lawns, Prints, Madras



Cloths, Violes, and a full line of White Goods
and Linen and Cotton Suitings.

Ask our agents to show you their lines.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



Michigan Knights of the Grip.
President, Geo. H. Randall, Bay City;
Secretary, Chas. J. Lewis, Flint; Treasurer, W. V. Gawley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, Detroit; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden; Secretary and Treasurer, O. F. Jackson.

The Traveling Salesman's Relation To His House.

The most important thing for a salesman to have is a good house.

He can hardly hope to win a very high position if his house is standing still. Water will not rise above its own level.

The larger and more aggressive the house the greater the opportunity.

A good house gives the salesman confidence, but the house, no matter how strong and prosperous, can not do more than start him on the road to success. Then it is up to him. He has to sell the goods.

The salesman's real value to his house is his net earning power. The three elements in attaining the greatest net results are: Making large sales, keeping expenses down, leaving the trade with a good feeling toward the house.

First, selling. The salesman must start with a clear conception of what is expected of him. He must not guess at instructions. He should know his prices, his goods, his territory and the policy of his house.

Once on the road sincerity and earnestness, combined with the knowledge of his goods, already prescribed, will go far toward convincing a customer. Words come forcefully that come from the heart.

Loyalty to the house is absolutely necessary. The salesman must believe its policy is right as well as its goods. The successful salesman will do the best that he can with what he has. If local conditions seem to demand goods not on his list he will try the harder to sell what he has. A salesman's genius is measured by his ability to create his own conditions.

But large sales will not avail if ratio of expense is too great. Routes of travel will be studied to minimize mileage. There are other little savings which can be effected and these trifles aggregate large sums. Time is money, too. The salesman should economize it. He will spend as little time in unproductive phases of the business as possible, such as in getting from store to store and in gossip. Goods saved is money made. A levelheaded salesman will not be afraid of soiling his hands when it comes to saving his firm a loss on spoilage or in putting shopworn goods in a salable condition.

The good salesman will find many indirect methods of making his net value greater. He will make himself just as little bother to the home office as possible. He will not hold an order over from one day to the next

for the sake of averaging daily sales. Delay in forwarding orders to the house causes delay in shipments and that breeds dissatisfaction.

He will be wary about criticising the credit man for holding up his orders. He will not fly off the handle because a customer has received a strong letter demanding settlement. If the house does not collect, how can it pay his salary? Moreover, a customer does not respect the man who hasn't the courage to ask for money due.

In sending special reports the salesman should not favor the customer at the expense of the house; nor will he be afraid to ask references. Goods should not be turned over from one customer to another until the house has been consulted.

It is a salesman's important duty to attend promptly to all matters referred to him by the general office. Circular letters should be well digested. As a rule they contain the concentrated experience of practical men. On the other hand, the salesman will give the house the benefit of his knowledge gained by daily contact with the trade.

Finally, the salesman must leave relations between his trade and the house pleasant. Otherwise his net value is not great. He will not overstock a customer nor misrepresent. He will be careful also not to sell a customer beyond his credit limit. A salesman should not only take orders, but educate the man behind the counter to sell them again.

The salesman must not get nor give the idea that he owns the trade in his territory. The territory is given him in trust and he owes the house proper returns. The salesman, in a sense, is a partner in the business. He should desire the prosperity of the concern and work for it as if it were his own. C. E. Hellen.

How Mark Twain Scored.

Mark Twain was called upon to make a speech at a dinner, and did it well. When the humorist had finished, a lawyer arose, and, thrusting his hands into his trousers pockets, laughingly enquired:

"Doesn't it strike this company as a little unusual that a professional humorist should be funny?"

"Doesn't it strike this company as a little unusual," drawled Clemens, "that a lawyer should have his hands in his own pockets?"

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequalled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the travelling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.

The Marshall Ventilated Mattress Co.

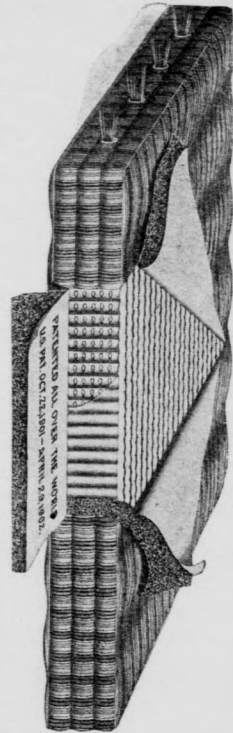
190 to 200 S. Clinton St. Chicago, Ill.

Scientifically Sanitary on account of constant circulation during use of abundant, purifying air throughout the entire interior of the mattress.

Ideal Comfort, Perfect Rest because over 1,000 finely tempered springs in each mattress softly support the body at every point. Never sags and is absolutely noiseless.

Less Expensive than the Cheapest because it lasts a life-time. Never requires making over. Its first cost is the only cost.

Made in all sizes and will be sent entirely free on 30 days' trial to any responsible business man. For full particulars address



The Marshall Ventilated Mattress

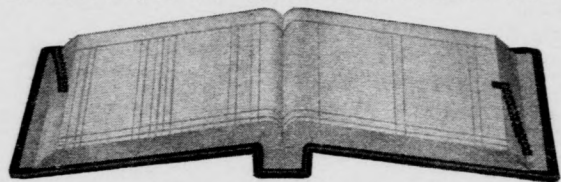
A touch of science applied to mattress-making has produced

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.

Look Pleasant!



Don't grunt and growl because your trade is falling behind, if you are not using **Modern Methods**. Increase your sales by using china as premiums.

Our Cheerful Living Assortment of 72 dozen nicely decorated pieces for \$64.80 will work for you where you can't.

The American China Company
Toronto, Ohio, U. S. A.

Manufacturers high-grade semi-porcelain china

Cut this out and write us, mentioning the publication

Gripsack Brigade.

An Owosso correspondent writes: A. D. Chase has taken a position as traveling salesman in Michigan for the W. A. Paterson Buggy Co., Flint.

W. F. Griffith (Farrand, Williams & Clark) is spending a few days at Mt. Clemens, taking baths for rheumatism. His territory in the meantime is being taken care of by John F. Smith, one of the office force.

Lansing Republican: Louis Miller, a traveling salesman residing at 715 Michigan avenue west, fell and broke his wrist Monday. The accident occurred while Mr. Miller was on the road and he was compelled to return home.

St. Ignace Enterprise: G. H. Hauptli, a few years ago one of our social lights, was in the city this week in the interest of Hammond, Standish & Co., calling on the meat trade. He succeeds E. M. Chamberlain, who recently resigned.

Hulst & Van Heulen, dealers in wood and coal at 100 Third avenue, have merged their business into a stock company under the style of the Hulst & Van Heulen Fuel Co., with an authorized capital stock of \$7,000, of which amount \$4,000 has been subscribed and \$3,000 paid in cash.

Key To the Labor Problem.

It has become an axiom in the commercial world that in the long run those transactions most promote prosperity which are advantageous alike to buyer and seller. It is coming to be realized in the industrial world that the same thing is true regarding the arrangements between employers and employees, and that no arrangement is permanent that is not regarded as being beneficial to both. In other words, the only healthy industrial condition is that in which the employer has the best men obtainable for his work, and the workman feels that his labor is being sold at the highest market price.

The employer who insists on more service than he pays for and the employee who demands excessive wages for his work both lose in the long run. The former worries continually about how to manage dissatisfied workmen who are continually on the verge of a strike, and in dull times the latter lives in constant dread that his employer may no longer be able to continue business and he may be out of work. The important thing for the average workman is not that he shall have exceptionally high wages during times of great prosperity, but that he shall have continuous employment and fair wages at all times. —Engineering Magazine.

Don't Let Your Ambition Cool.

The idea seems to be pretty general that ambition is born in us, that we have little or nothing to do with its acquisition or cultivation, and that we can not modify, enlarge, stimulate or improve it to any great extent. A study of life does not confirm this idea; that the ambition is a cultivatable quality, capable of being moulded or destroyed according as we will, is demonstrated every day in the lives of those about us. We see people in whom the spark of

ambition is kindled suddenly by the reading of a book, the hearing of a lecture or the speaking of a kindly word by a friend or teacher, and, on the other hand, we see those who allow their ambition slowly to die out for want of fuel.

The death of ambition is one of the tragedies of life. When a young man feels his ambition begin to fade there is trouble somewhere. Either he is in the wrong environment and his faculties protest against what he is trying to do, or some vicious habit is draining his energy, or his health is poor, or he is being led into dissipation by bad companions. A youth whose ambition begins to wane is not in a normal condition. When he is not stimulated by a noble purpose, and filled with a desire to become a strong man among men, there is something wrong somewhere.—Success.

A French inventor has devised an instrument by which the coming of a frost can be foretold with accuracy. The instrument is called a pagoscope. It consists of a board at the edges of which are placed a dry and a wet bulb thermometer. Between these is a plate with horizontal divisions which correspond with the degrees of the dry thermometer. Across the face of this plate lies a needle, pivoted at the bottom so that its point moves along the vertical, or wet bulb thermometer scale. The instrument is placed outdoors about an hour before sunset. The tension of the water vapor in the air determines whether there will be frost. An exposure of half an hour will secure an accurate reading. At the end of that time the two thermometers "show by their difference what is the tension of the watery vapor in the air. Then the point of the needle is placed on the vertical scale at a figure corresponding to the reading of the wet thermometer, and its point of crossing the horizontal line corresponding to the dry thermometer is observed." The plate is marked "frost," "no frost," "cold wave" and "warm," and the needle, actuated by atmospheric conditions, points to the proper word.

China has an emperor but he has never yet held an emperor's sway. The dowager empress is the real ruler of China. She is 70 years old and her health has become quite feeble. Should she die at this juncture there might be quite a crash in China, as it is not believed the emperor could control the situation. It is hoped the shrewd old dowager will hang on until the end of the war between Russia and Japan.

A local grower of green stuff under glass who has been experimenting on the subject for several years has this season 3,000 plants with green tomatoes on as large as eggs. He expects to begin marketing his crop May 1 and, from present indications, will secure fifteen pounds of tomatoes from each vine, on which he expects to realize 10 cents per pound, making a total of \$4,500 for his crop.

SUCCESSFUL SALESMEN.

Lansing's Candidate For President of the M. K. of G.

It is said that after a man shall pass the meridian of life he ceases to make friends—that after reaching the age of 50 a man makes acquaintances only. The closely knit friends a man may possess ordinarily date from his youth. It is a lesson and a commentary of life. How to grow old gracefully is a serious problem with every man and woman who has attained to middle life. The old man is rarely popular with his fellows. He usually has gotten into a rut. Youth does not interest him except as a passive regret. Often he grows crabbed and sour. Life has furnished all its sweets; all that remains is gall and wormwood. This refers to the aver-



age man who is looking toward the sunset of life.

In Lansing, where he has lived for nearly thirty years, dwells a much respected man who is an exception to the general run of mature human nature as outlined in the foregoing paragraph. While he is a man of years, character and dignity, he is still a youth in all his interests and loves the fellowship and society of his juniors by many years. He is popular with everyone who knows him. He is loved and venerated by thousands and one has but to know him to become his friend. Reference is made to the gentleman whose portrait adorns and distinguishes this page of the Michigan Tradesman, H. C. Klocksium, Lansing's candidate for the Presidency of the Michigan Knights of the Grip.

H. C. Klocksium was born in Germany, near Berlin, in 1850, and came with his parents when six years old to La Porte, Indiana, where he resided twenty years. He attended the public school until 11 years old, when he worked in a grocery store during the day and attended an evening school. At the age of 21 he embarked in the grocery business for himself. In 1877 he sold his business in La Porte, which he had successfully conducted, and came to Lansing, where he purchased the grocery stock of A. A. Nichols. His business was very successfully managed by him, but after five years he saw an opening in

the Capital City for a live, energetic real estate and insurance man. He then sold his grocery and entered into the real estate and insurance business, employing the same business sagacity and integrity which had made him so successful. Besides conducting his extensive local business Mr. Klocksium has been State Agent and adjuster for the Cincinnati Underwriters for the past twenty years.

Mr. Klocksium was married to Miss Rebecca Walton, of Woodville, Ohio, in 1870. They have one daughter, Lillian, who is married and lives in Cleveland. Mr. and Mrs. Klocksium reside in their beautiful brick residence, 519 Capitol avenue, North, where the members of Post A and their wives enjoy many social events. Besides his beautiful home, he owns valuable property in nearly every ward in the city. Mr. Klocksium has ably represented his ward in the Council several times and has repeatedly refused the nomination for Mayor. Mr. Klocksium has been an enthusiastic member of Post A ever since the organization of the Michigan Knights of the Grip. He has served several times as Chairman of Post A and is now serving his second term as member of the Board of Directors of the State organization. He belongs to all the Masonic fraternities, is a member of Lansing Commandary, No. 25, Knights Templar. He is a member of the Royal Arcanum and the Grand River Boat Club.

Personally, Mr. Klocksium is a genial gentleman whom it is a genuine pleasure to know and to know well. He is a man of strong likes and dislikes, but makes and holds many friends socially and in a business way. Satisfied with the success he has achieved as a citizen and a business man, happy in the possession of a pleasant home and family relations, Mr. Klocksium enjoys an enviable existence and has cause to look forward to the future with a reasonable degree of complacency.

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

Buffalo, April 12—Creamery, fresh, 26@30c; dairy, fresh, 22@26c; poor, 17@20c; roll, 20@24c.

Eggs—Fresh, 18c.

Live Poultry—Chicks, 15@15½c; fowls, 15c; ducks, 15@17c; geese, 12@13c.

Dressed Poultry—Turkeys, 17@20c; chicks, 15@17c; fowls, 14@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, 25@30c; mixed and red, 23@25c.

Rea & Witzig.

Some men are afraid of the exertion required to think, but they are not the successful men of business.

Wm. J. Gleason has opened a shoe store at Ludington. Hirth, Krause & Co. furnished the stock.



Michigan Board of Pharmacy.

President—Harry Helm, Saginaw.
Secretary—Arthur H. Webber, Cadillac.
Treasurer—J. D. Muir, Grand Rapids.
Sid A. Erwin, Battle Creek.
W. E. Collins, Owosso.
Meetings for 1905—Grand Rapids, March 21, 22 and 23; Star Island, June 26 and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
Vice-Presidents—W. C. Kirchgessner, Grand Rapids; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
Secretary—W. H. Burke, Detroit.
Treasurer—E. E. Russell, Jackson.
Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seltzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

Alcohol in Proprietary Medicines.

Temperance people are now making war everywhere on proprietary medicines which contain alcohol, and point out the hidden danger to total abstainers, who unsuspecting of its presence take these remedies. Not being used to strong drink, they respond more quickly to its physiological effect and this response of the nervous system is the condition which brings about the love that is acquired for intoxicating beverages.

Attention has recently been attracted to an interesting article by Charles Harrington, the Assistant Professor of Hygiene in the Harvard Medical School, on the composition and alcoholic content of certain proprietary foods for the sick. He became interested in the subject from watching a patient, an invalid, who was taking one of these foods faithfully according to its directions, but who seemed to be more or less constantly in a condition of marked intoxication. The food on analysis was found to contain a fairly large percentage of alcohol. Another on analysis was found to contain 18.95 per cent. by volume of alcohol. The mineral matter, largely iron, amounts to .62 per cent. Its total solids amount to about half as much as is contained in milk of fair quality. The maximum daily dosage represents about a quarter of an ounce of nutriment "and the alcoholic equivalent of about an ounce and a half of bad whisky daily."

Total abstainers certainly have rights that the proprietary medicine men should respect. Unless the makers of these preparations give up the use of alcohol in their remedies (as has already been done in at least several cases) or else state on the label how much alcohol is present, they may be troubled with regulations similar to those which members of the prohibition party are now advocating.

Formula for a Facial Massage Cream.

A massage cream that is an improvement on some of the most popular facial creams is made as follows. A little experimenting may result in a very satisfactory article.

Warm milk to about 40 deg. C. Add a small amount of ammonia wa-

ter; let the mixture stand for twenty-four hours, when the fat which has risen to the top can be skimmed off.

To the remaining liquid add acetic acid in excess to precipitate the casein. Collect the precipitate on a straining cloth or filter. Wash the precipitate well with water until washings are no longer acid. Allow to drain thoroughly. While precipitate is still slightly moist, add a small quantity of glycerin and rub the mixture in mortar until a smooth paste is obtained. Add about 2 drams of boric acid to each pound of cream. Incorporate thoroughly about 2 drops of bitter almond oil or other flavoring agent and carmine to give a pink or flesh color to the cream. Keep it in well-stoppered bottles.

P. W. Lendower.

Hydromel and Honey in Pharmacy.

Honey as a remedy and an ingredient in fine pharmaceuticals is too much neglected. Dyspeptics whose real treatment consists in a strict food regimen should use it as dessert in place of cakes, fruits and nuts, such as almonds. Honey has still one more advantage, which is that it acts as a mild laxative, and that is a valuable property for habitual constipation, which gives rise to many disorders. Without doubt it is to this double action that honey owes its reputation.

As a narcotic it may be recommended for sleeplessness. Two spoonfuls of honey in a glass of water will suffice to induce sound sleep all night. It is probable that honey in such cases serves to displace indigestible foods, which retained in the stomach disturb the nightly rest.

That is not all. Honey mixed with water serves as an excellent gargle and has the merit of being very agreeable to the taste, either swallowed by accident or on purpose; for honey mingled with water is delicious. And the ancient Gauls thought such a beverage was a drink of the gods and termed it hydromel.—Medical Talk.

Insects Infesting Drugs.

Insects infesting crude drugs may be destroyed by subjecting the drug to the fumes of bisulphide of carbon. This may be readily done by placing the drug in an airtight vessel, the vapor of the bisulphide of carbon being deadly to all insects in all stages. Prevention of attack may be accomplished in some degree by the use of tight containers. Occasional inspection of the containers will detect the presence of the pests before they have had time to do much damage.

Damages for Worm-Seed Oil Poisoning.

Suit has been brought against a druggist of Norfolk for \$5,000 damages. The plaintiff alleges that she sent for worm-seed. The druggist, it is contended, said he had no worm-seed, but had worm-seed oil, which might be used for the same purpose. The oil was sent without caution or directions, it is contended, with the result that too large a dose was administered from which her son died.

The Drug Market.

Opium—Is firm in the primary markets, but is dull here.

Quinine—The decline of 2c last week was not expected, and was caused by surplus shipment of bark to Amsterdam.

Morphine—Is steady.

Pyrogallol Acid—Has been advanced on account of higher price for raw material.

Bromides Potassium, Sodium and Ammonia—Remain low in price, but manufacturers can not deliver enough to fill the demand.

Oil Cloves—Has declined on account of lower price for the spice.

American Saffron—Stocks are concentrated and the price is very firm.

Gum Camphor—Has declined 4c per pound.

Cocaine—Has declined 25c per ounce.

Red Show Globe Liquid.

Many druggists complain of their inability to find formulas for lasting show water. Red seems to be a particular source of annoyance. Here is a mixture that will last as long as the average druggist:

Add, gradually, two ounces sulphuric acid to one ounce finely powdered cochineal. Let stand for one hour, add water sufficient for desired shade, and filter.

More Wood Alcohol Legislation.

A bill is being prepared for introduction into the New York State Legislature which, if it becomes a

law, will, it is believed, prevent the adulteration of whisky with wood alcohol. The bill provides that all manufacturers who make wood alcohol shall submit annual reports of sales to the State Department of Health. Proper inspection and sale restrictions are also to be provided for in the bill.

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.



The Jennings Perfumery Co.

C. W. JENNINGS, Proprietor

ANNOUNCES to his friends and correspondents that to better secure the continuance of his name and reputation and increased growth of the business, he, with others, has incorporated under the laws of Michigan with a capital stock of fifty thousand dollars, under the style of the

Jennings Manufacturing Co.

to which all the assets, trade marks and good will of the former business have been transferred, and by which the business will be continued under the personal management after this day.

THE OFFICERS OF THE COMPANY WILL BE

CHARLES W. JENNINGS, President

ERNEST A. STOWE, Vice President

JULIUS J. WAGNER, Sec'y and Treasurer

BOARD OF DIRECTORS

C. W. JENNINGS

E. A. STOWE

GEO. CLAPPERTON

CHAS. N. REMINGTON

WALTER W. FOX

Grand Rapids, Mich., April 3, 1905

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Tinctures	
Aceticum	60 8	Aconitum Nap's R	60
Benzolium, Ger. .	70 75	Aconitum Nap's F	60
Boricum	17	Alces	60
Carbolicum	26 29	Alces & Myrrh ..	60
Citricum	42 45	Asafoetida	60
Hydrochlor	3 5	Atrope Belladonna	60
Nitrosum	5 10	Aurant Cortex ..	60
Oxalicum	10 12	Benzoin	60
Phosphoricum, dil.	15	Benzoin Co	60
Sulphuricum	42 45	Barosma	60
Tannicum	14 5	Cantharides	60
Tartaricum	38 40	Cardamon	60
Ammonia		Cardamon Co ..	60
Aqua, 18 deg	4 6	Catechu	60
Aqua, 20 deg	6 8	Cinchona	60
Carbonas	12 15	Cinchona Co ..	60
Chloridum	12 14	Columba	60
Aniline		Cubebae	60
Black	2 00 2 25	Cassia Acutifol ..	60
Brown	80 1 00	Cassia Acutifol Co	60
Red	45 50	Digitalis	60
Yellow	2 50 2 00	Ergot	60
Bacca		Ferric Chloridum ..	60
Cubebae ..po. 20	15 18	Gentian	60
Juniperus	5 6	Gentian Co	60
Xanthoxylum ..	30 35	Guaiac	60
Balsamum		Guaiac ammon ..	60
Copaiba	45 50	Hyoscyamus	60
Peru	1 50	Iodine	60
Terabin, Canada ..	60 65	Iodine, colorless ..	60
Tolutan	35 40	Kino	60
Cortex		Lobelia	60
Ables, Canadian ..	18	Myrrh	60
Cassia	20	Nux Vomica	60
Cinchona Flava ..	18	Opil	60
Buonymus atro ..	30	Opil, camphorated ..	60
Myrica Cerifera ..	20	Opil, deodorized ..	60
Prunus Virginl ..	15	Quassia	60
Quillaja, gr'd ..	12	Rhatany	60
Sassafras ..po. 25	24	Rhel	60
Ulmus	40	Sanguinaria	60
Extractum		Serpentaria	60
Glycyrrhiza Gla. .	24 30	Stromonium	60
Glycyrrhiza, po. .	28 30	Tolutan	60
Haematox	11 12	Valerian	60
Haematox, 1s	13 14	Veratrum Veride ..	60
Haematox, 1/2s ..	14 15	Zingiber	60
Haematox, 1/4s ..	16 17	Miscellaneous	
Ferru		Aether, Spts Nit 3f	35
Carbonate Precip ..	15	Aether, Spts Nit 4f	35
Citrate and Quina ..	2 00	Alumen, gr'd po 7	4
Citrate Soluble ..	55	Annatto	40 50
Ferrocyanidum S. .	15	Antimonl, po	4 5
Solut. Chloride ..	2	Antimonl et po T ..	40 50
Sulphate, com'l ..	70	Antipyrin	20
Sulphate, com'l, by	7	Antifebrin	20
bbl. per cwt	70	Argentl Nitras oz ..	48
Sulphate, pure ..	7	Arsenicum	10 12
Flora		Balm Gilead buds ..	60 65
Arnica	15 18	Bismuth S N	80 2 85
Anthemis	22 25	Calcium Chlor. 1s ..	10
Matricaria	30 35	Calcium Chlor. 1/2s	12
Folia		Calcium Chlor. 1/4s	12
Barosma	30 33	Cantharides, Rus. .	17 75
Cassia Acutifol ..	15 20	Capsicl Fruc's af ..	20
Tunevelly	25 30	Capsicl Fruc's po ..	22
Cassia Acutifol ..	25 30	Cap'i Fruc's B po ..	15
Salvia officinalis ..	18 20	Carophyllus	20 22
1/4s and 1/2s	18 20	Carminc, No. 40 ..	4 25
Uva Ursi	8 10	Cera Alba	50 55
Gummi		Cera Flava	40 42
Acacia, 1st pkd ..	65	Crocus	75 80
Acacia, 2nd pkd ..	45	Cassia Fructus ..	10
Acacia, 3rd pkd ..	25	Centraria	35
Acacia, sifted sts ..	45 65	Cateceum	42 52
Acacia, po	12 14	Chloroform	42 52
Aloe, Barb	25	Chloro'm, Squibbs ..	95
Aloe, Cape	25	Chloral Hyd Crst 1	35 60
Aloe, Socotri	45	Chondrus	20 25
Ammoniac	55 60	Cinchonidine P-W ..	38 48
Asafoetida	35 40	Cinchonid'e Germ ..	38 48
Benzoinum	50 55	Cocaine	05 4 25
Catechu, 1s	13	Corks list d p ct ..	75
Catechu, 1/2s	14	Creosotum	45
Catechu, 1/4s	16	Creta	75
Camphorae	89 95	Creta, prep	9 11
Euphorbium	40	Creta, prep	9 11
Galbanum	10 10	Creta, Rubra	8
Gamboge ..po. 1	25 31	Crocus	75 80
Guaiacum ..po. 35	65	Cudbear	24
Kino ..po. 45c	65	Cupri Sulph	6 8
Mastic	60	Dextrine	7 10
Myrrh ..po. 50	45	Emery, all Nos. .	8
Opil	3 15 23	Emery, po	6
Shellac	40 50	Ergota ..po. 65	60 65
Shellac, bleached ..	45 50	Flake White	12 15
Tragacanth	70 1 00	Galla	23
Herba		Gambler	8 9
Absinthium oz pk ..	25	Gelatin, Cooper ..	60
Eupatorium oz pk ..	20	Gelatin, French ..	35 60
Lobelia ..oz pk ..	25	Glassware, fit box ..	75
Majorum ..oz pk ..	28	Less than box ..	70
Mentha Pip oz pk ..	23	Glue, brown	11 13
Mentha Ver oz pk ..	25	Glue, white	15 25
Rue ..oz pk	39	Glycerina	15 20
Tanacetum V	22	Grana Paradisi ..	25
Thymus V oz pk ..	25	Humulus	35 60
Magnesia		Hydrarg Ch Mt ..	95
Calcined, Pat	55 60	Hydrarg Ch Cor ..	90
Carbonate, Pat	18 20	Hydrarg Ox Ru'm ..	1 05
Carbonate K-M ..	18 20	Hydrarg Ammo'l ..	1 15
Carbonate	18 20	Hydrarg Ungue'm ..	50 60
Oleum		Hydrargyrum ..	90 1 00
Absinthium	4 90 25 00	Ichthyobolla, Am. .	75 1 00
Amygdalae, Dulc. .	50 60	Indigo	75 2 4 90
Amygdalae Ama. .	50 60	Iodine, Resubi ..	4 90 25 00
Anisi	1 45 2 10	Iodoform	40
Aurant Cortex ..	2 20 2 40	Lupulin	15 20 1 20
Bergamit	2 85 2 35	Macis	65 75
Calicut	85 90	Liquor Arsen et ..	25
Caryophylli	80 85	Liq Potass Arsenit ..	10 12
Cedar	60 90	Magnesia, Sulph. .	2 8
Chenopadii	2 50	Magnesia, Sulph bbl.	1 14
Cinnamoni	1 00 1 10	Paints	
Citronella	60 65	Red Venetian	1 2 2 3
Conium Mac	80 90	Ochre, yel Mars ..	2 4
Copaiba	1 15 1 25	Ochre, yel Ber ..	2 3
Cubebae	1 30 1 35	Putty, strictly pr 2 1/2	2 3
Potassium		Putty, strictly pr 2 1/2	2 3
Bi-Carb	15 18	Vermilion, Prime ..	13 15
Bichromate	13 15	Vermilion, Eng. .	75 80
Bromide	25 30	Green, Paris	14 18
Carb	12 15	Green, Peninsular ..	13 16
Chlorate ..po. 12	14	Lead, red	6 7
Cyanide	34 38	Lead, white	6 7
Iodide	3 60 3 65	Whiting, white S'n ..	90
Potassa, Bitart pr ..	30 32	Whiting, Gilders ..	95
Potass Nitras opt ..	7 10	White, Paris Am'r ..	1 25
Potass Nitras	6 8	Whit'g Paris Eng ..	1 40
Prussiate	23 26	Universal Prep'd 1	10 1 20
Sulphate po. 15 1/2	18	Varnishes	
Radix		No 1 Turp Coach 1	10 1 20
Aconitum	20 25	Extra Turp	60 1 70
Althae	30 33	Coach Body	2 75 3 00
Anchusa	10 12	No 1 Turp Furnl ..	00 1 10
Arum po	25	Extra T Damar ..	1 55 2 1 60
Calamus	20 40	Jap Dryer No 1 T ..	70 40
Gentiana po 15 ..	12 15	Whale, winter	
Glycyrrhiza pv 15 ..	16 18	bbl gal	70 70
Hydrastis, Canada ..	1 90	Whale, winter	
Hellebore, Alba. .	12 15	Whale, winter	
Inula, po	18 22	Whale, winter	
Ipecac, po. 20 00	2 10	Whale, winter	
Iris plox	35 40	Whale, winter	
Jalapa, pr	25 30	Whale, winter	
Maranta, 1/4s	35	Whale, winter	
Podophyllum po. .	15 18	Whale, winter	
Rhel, cut	00 21 25	Whale, winter	
Rhel, pv	75 1 00	Whale, winter	
Spigella	30 35	Whale, winter	
Sanguinari, po 24	22	Whale, winter	
Serpentaria	50 55	Whale, winter	
Senega	85 90	Whale, winter	
Smilax, off's H. .	40	Whale, winter	
Smilax, M	25	Whale, winter	
Smilae po 35	10 12	Whale, winter	
Symplocarpus	25	Whale, winter	
Valeriana, Eng ..	15 20	Whale, winter	
Valeriana, Ger ..	15 20	Whale, winter	
Zingiber a	12 14	Whale, winter	
Zingiber j	16 20	Whale, winter	
Semen		Whale, winter	
Anisum po. 20 ..	16	Whale, winter	
Apium (gravel's) ..	13 15	Whale, winter	
Bird, 1s	4 5	Whale, winter	
Carul po 15	10 11	Whale, winter	
Cardamon	70 90	Whale, winter	
Coriandrum	12 14	Whale, winter	
Cannabis Sativa ..	5 7	Whale, winter	
Cydonium	75 1 00	Whale, winter	
Chenopodium	25 30	Whale, winter	
Dipterix Odorate ..	80 1 00	Whale, winter	
Foeniculum	18	Whale, winter	
Foenugreek, po. .	7 9	Whale, winter	
Lini	4 6	Whale, winter	
Lini, gr'd. bbl. 2 1/2	3 6	Whale, winter	
Lobelia	75 90	Whale, winter	
Pharlaris Cana'n ..	9 10	Whale, winter	
Rapa	5 6	Whale, winter	
Sinapis Alba	7 9	Whale, winter	
Sinapis Nigra	9 10	Whale, winter	
Spiritus		Whale, winter	
Frumentl W D. .	2 00 2 50	Whale, winter	
Frumentl	25 31 50	Whale, winter	
Juniperis Co O T. 1	65 2 00	Whale, winter	
Juniperis Co	75 2 35	Whale, winter	
Saccharum N	90 2 10	Whale, winter	
Spt Vini Galll ..	1 75 2 60	Whale, winter	
Vini Oporto	25 2 00	Whale, winter	
Vina Alba	25 2 00	Whale, winter	
Sponges		Whale, winter	
Florida Sheeps' wl	3 00 3 50	Whale, winter	
Nassau sheeps' wl	3 50 3 75	Whale, winter	
carriage	2 00	Whale, winter	
Velvet extra shps'	2 00	Whale, winter	
wool, carriage ..	2 00	Whale, winter	
Extra yellow shps'	2 00	Whale, winter	
wool carriage ..	2 00	Whale, winter	
Grass sheeps' wl.	2 00	Whale, winter	
carriage	2 00	Whale, winter	
Hard, slate use ..	2 00	Whale, winter	
Yellow Reef, for	2 00	Whale, winter	
slate use	2 00	Whale, winter	
Syrups		Whale, winter	
Acacia	2 50	Whale, winter	
Aurant Cortex ..	2 50	Whale, winter	
Zingiber	2 50	Whale, winter	
Ipecac	2 50	Whale, winter	
Ferrl Iod	2 50	Whale, winter	
Rhel Arom	2 50	Whale, winter	
Smilax Off's	2 50	Whale, winter	
Senega	2 50	Whale, winter	
Scilla	2 50	Whale, winter	
Scilla Co	2 50	Whale, winter	
Tolutan	2 50	Whale, winter	
Prunus virg	2 50	Whale, winter	

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		1	
Axle Grease		B	
Bath Brick		C	
Brooms		D	
Brushes		E	
Butter Color		F	
Confections		G	
Candles		H	
Canned Goods		I	
Carbon Oils		J	
Catsup		K	
Cheese		L	
Chewing Gum		M	
Chicory		N	
Chocolate		O	
Clothes Lines		P	
Cocoa		Q	
Cocunut		R	
Cocoa Shells		S	
Coffee		T	
Crackers		U	
Dried Fruits		V	
Farinaceous Goods		W	
Fish and Oysters		X	
Fishing Tackle		Y	
Flavoring Extracts		Z	
Fly Paper		AA	
Fresh Meats		AB	
Fruits		AC	
Gelatin		AD	
Grain Bags		AE	
Grains and Flour		AF	
Herbs		AG	
Hides and Pelts		AH	
Indigo		AI	
Jelly		AJ	
Licorice		AK	
Lye		AL	
Meat Extracts		AM	
Molasses		AN	
Mustard		AO	
Nuts		AP	
Olives		AQ	
Pipes		AR	
Pickles		AS	
Playing Cards		AT	
Potash		AU	
Provisions		AV	
Rice		AW	
Salad Dressing		AX	
Saleratus		AY	
Salt Soda		AZ	
Salt		BA	
Salt Fish		BB	
Seeds		BC	
Shoe Blacking		BD	
Snuff		BE	
Soap		BF	
Soda		BG	
Spices		BH	
Starch		BI	
Sugar		BJ	
Syrups		BK	
Tea		BL	
Tobacco		BM	
Twine		BN	
Vinegar		BO	
Washing Powder		BP	
Wicking		BQ	
Woodenware		BR	
Wrapping Paper		BS	
Yeast Cake		BT	

3		4		5	
10ft.	1 60	Marshmallow	16	Poles	
50ft.	Cotton Windsor 1 30	Marshmallow Cream	17	Bamboo, 14 ft., per doz.	55
60ft.	1 44	Marshmallow Walnut	17	Bamboo, 16 ft., per doz.	60
70ft.	1 80	Mary Ann	8 1/2	Bamboo, 18 ft., per doz.	80
80ft.	2 00	Malaga	11	FLAVORING EXTRACTS	
	Cotton Braided	Mich Coco F's'd honey	12	Foote & Jenks	
40ft.	1 35	Milk Biscuit	8	Coleman's Van. Lem.	
50ft.	1 95	Mich. Frosted Honey	12	2oz. Panel	1 20 75
60ft.	1 65	Mixed Picnic	13 1/2	3oz. Taper	2 00 150
	Galvanized Wire	Molasses Cakes, Scol'd	9	No. 4 Rich. Blake	2 00 150
No. 20, each 100ft. long	1 90	Moss Jelly Bar	12	Jennings	
No. 19, each 100ft. long	2 10	Muskegon Branch, Iced	11	Terpeneless Lemon	
	COCOA	Newton	12	No. 2 D. C. per doz.	1 75
Baker's	35	Oatmeal Crackers	9	No. 4 D. C. per doz.	1 50
Cleveland	41	Orange Slice	16	No. 6 D. C. per doz.	2 00
Colonial, 1/4s	35	Orange Gem	9	Taper D. C. per doz.	1 50
Colonial, 1/2s	33	Penny Assorted Cakes	9	Mexican Vanilla	
Epps	45	Pilot Bread	7	No. 2 D. C. per doz.	1 20
Huyler	42	Pineapple Honey	15	No. 4 D. C. per doz.	2 00
Van Houten, 1/4s	12	Ping Pong	9	No. 6 D. C. per doz.	3 00
Van Houten, 1/2s	20	Pretzels, hand made	8 1/2	Paper D. C. per doz.	2 00
Van Houten, 1s	20	Pretzelles, hand m'd	8 1/2	GELATINE	
Webb	28	Pretzelles, mch. m'd	7 1/2	Knox's Sparkling, doz. 1	20
Wilbur, 1/4s	41	Revere	15	Knox's Sparkling, doz. 1	20
Wilbur, 1/2s	42	Rube Sears	9	Knox's Acid'd, doz. 1	20
	COCOANUT	Scotch Cookies	10	Knox's Acid'd, doz. 1	20
Dunham's 1/4s	26	Snowdrops	16	Oxford	75
Dunham's 1/2s & 1 1/2s	26 1/2	Spiced Sugar Tops	9	Plymouth Rock	1 25
Dunham's 1/4s	27	Sugar Cakes, scalloped	9	Nelson's	1 50
Dunham's 1/2s	28	Sugar Squares	9	Cox's, 2 qt. size	1 61
Bulk	13	Sultanas	15	Cox's 1 qt. size	1 10
	COCOA SHELLS	Spiced Gingers	9	GRAIN BAGS	
20lb. bags	2 1/2	Urchins	11	Amoskeag, 100 in bale	19
Less quantity	3	Vienna Crimp	9	Amoskeag, less than 19 1/2	19 1/2
Pound packages	4	Vanilla Wafer	16	GRAINS AND FLOUR	
	COFFEE	Waverly	10	Wheat	
	Rio	Zanzibar	10	Old Wheat	
Common	12	CREAM TARTAR		No. 1 White	1 05
Fair	13	Barrels or drums	29	No. 2 Red	1 05
Choice	15	Boxes	30	Winter Wheat Flour	
Fancy	18	Square cans	32	Local Brands	
	Santos	Fancy caddies	35	Patents	5 90
Common	12 1/2	DRIED FRUITS		Second Patents	5 50
Fair	13 1/2	Apples	4 @ 4 1/2	Straight	5 30
Choice	15	Evaporated	6 @ 7	Second Straight	4 90
Fancy	18	California Prunes		Clear	4 40
Peaberry		100-125 25lb boxes	@ 3	Graham	4 80
	Maracalbo	80-100 25lb boxes	@ 3 1/2	Buckwheat	4 60
Fair	15	60-80 25lb boxes	@ 4	Rye	4 20
Choice	18	70-80 25lb boxes	4 1/2	Subject to usual cash discount	
	Mexican	60-70 25lb boxes	@ 5	Flour in barrels, 25c per barrel additional	
Choice	16 1/2	50-60 25lb boxes	@ 5 1/2	Worden Grocer Co.'s Brand	
Fancy	19	40-50 25lb boxes	@ 6 1/2	Quaker, paper	5 70
	Guatemala	30-40 25lb boxes	@ 7 1/2	Quaker, cloth	5 90
Choice	15	1/4c less in 50lb cases		Spring Wheat Flour	
African	12	Citron	@ 15	Clark-Jewell-Wellis Co.'s	
Fancy African	17	Corsican	@ 15	Delivered	
O. G.	25	Imp'd. 1lb pkg	5 1/2 @ 7	Gold Mine, 1/4s cloth	6 45
P. G.	21	Imported bulk	6 1/2 @ 7 1/2	Gold Mine, 1/4s cloth	6 35
	Mocha	Peel		Gold Mine, 1/4s cloth	6 25
Arabian	21	Lemon American	12	Gold Mine, 1/4s paper	6 30
	New York Basis	Orange American	12	Gold Mine, 1/4s paper	6 25
Arbuckle	30 00	Raisins		Davenport Co.'s Brands	
Dilworth	30 00	London Layers, 3 cr	1 50	Golden Horn, family	5 90
Jersey	30 00	London Layers, 4 cr	1 95	Golden Horn, bakers	5 70
Lion	30 00	Cluster 5 crown	2 60	Pure Rye, light	4 60
McLaughlin's XXXX		Loose Muscatels, 2 cr	5	Pure Rye, dark	4 45
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Loose Muscatels, 3 cr	6	Calumet	5 70
	Extract	Loose Muscatels, 4 cr	6 1/2	Dearborn	5 60
Holland, 1/4 gro boxes	95	L. M. Seeded, 1 lb	6 1/2 @ 7 1/2	Judson Grocer Co.'s Brand	
Felix, 1/4 gross	1 15	L. M. Seeded, 1/2 lb	6 @ 6	Ceresota, 1/4s	6 40
Hummel's foil, 1/4 gro	85	Sultanas, bulk	@ 8	Ceresota, 1/2s	6 30
Hummel's tin, 1/4 gro	43	Sultanas, package	@ 8 1/2	Ceresota, 1/4s	6 20
CRACKERS		FARINACEOUS GOODS		Lemon & Wheeler's Brand	
National Biscuit Company's		Beans		Wingold, 1/4s	6 50
Brands		Dried Lima	8	Wingold, 1/2s	6 40
Butter		Med. Hd. Pk'd.	1 75 @ 1 85	Wingold, 1/4s	6 30
Seymour Butters	6 1/2	Brown Holland	2 25	Worden Grocer Co.'s Brand	
N Y Butters	6 1/2	24 1lb. packages	1 75	Laurel, 1/4s, cloth	6 80
Salted Butters	6 1/2	Bulk, per 100 lbs.	3 00	Laurel, 1/4s, cloth	6 70
Family Butters	6 1/2	Hominy		Laurel, 1/4s & 1/2s paper	6 60
Soda		Flake, 50lb sack	1 00	Laurel, 1/2s	6 60
N B C Soads	6 1/2	Pearl, 200lb. sack	3 70	Meal	
Select	8	Pearl, 100lb. sack	1 85	Bolton	2 50
Saratoga Flakes	13	Maccaroni and Vermicelli		Golden Granulated	2 60
Oyster		Domestic, 10lb box	60	St. Charles and Millstuffs	
Round Oysters	6 1/2	Imported, 25lb box	2 50	No. 1 Corn and Oats	20 00
Square Oysters	6 1/2	Pearl Barley		Corn, cracked	19 50
Faust	7 1/2	Common	2 25	Corn Meal, coarse	19 50
Argo	7	Chester	2 35	Oil Meal	29 00
Extra	7 1/2	Empire	3 50	Winter wheat bran	18 50
	Sweet Goods	Peas		Winter wheat mid'ngrs	19 50
Animals	10	Green, Wisconsin, bu.	1 15	oCw Feed	19 00
Assorted Cake	11	Green, Scotch, bu.	1 25	Oats	
Bagley Gems	9	Split, lb	4	Car lots	34
Belle Rose	9	Rolled Oats		Corn	
Bent's Water	17	Rolled Avena, bbls.	4 50	Corn, new	52 1/2
Butter Thin	13	Steel Cut, 100lb. sacks	2 10	Hay	
Chocolate Drops	17	Monarch, bbl.	4 15	No. 1 timothy car lots	10 50
Coco Bar	11	Monarch, 100lb. sacks	1 90	No. 1 timothy car lots	12 50
Cocoanut Taffy	12	Quaker, cases	3 10	HERBS	
Coffee Cake, N. B. C.	10	Sago		Sage	15
Coffee Cake, Iced	12	East India	3 1/2	Hops	15
Cocoanut Macaroons	18	German, sacks	3 1/2	Laurel Leaves	15
Cracknels	16	German, broken pkg.	4	Senna Leaves	25
Current Fruit	11	Tapioca		JELLY	
Chocolate Dainty	17	Flake, 110lb. sacks	3 1/2	5lb pails, per doz	1 70
Cartwheels	10	Pearl, 130lb. sacks	3	75lb pails	35
Dixie Cookie	9	Pearl, 24 1lb. pkgs	5	30lb pails	65
Fluted Cocoanut	11	Wheat		LICORICE	
Frosted Creams	9	Cracked, bulk	3 1/2	Pure	30
Ginger Gems	9	24 2lb packages	2 50	Calabria	23
Ginger Snaps, N B C	7 1/2	FISHING TACKLE		Sicily	34
Grandma Sandwich	11	1/2 to 1 in	6	Root	11
Graham Crackers	9	1 1/2 to 2 in	7	Lye	
Honey Fingers, Iced	12	1 1/2 to 2 in	11	Condensed, 2 doz	1 60
Honey Fingers	12	2 in	15	Condensed, 4 doz	3 00
Iced Honey Crumpet	12	3 in	30	MEAT EXTRACTS	
Imperial	9	Cotton Lines		Armour's, 4 oz	4 45
Indian Belle	15	No. 1, 10 feet	5	Armour's, 4 oz	8 20
Jersey Lunch	8	No. 2, 15 feet	7	Liebig's, Chicago, 2 oz	7 50
Lady Fingers	12	No. 3, 15 feet	10	Liebig's, Chicago, 4 oz	5 50
Lady Fingers, hand m'd	25	No. 4, 15 feet	11	Liebig's Imported, 2 oz	4 55
Lemon Biscuit Square	9	No. 5, 15 feet	10	Liebig's Imported, 4 oz	8 50
Lemon Wafer	16	No. 6, 15 feet	12	MOLASSES	
Lemon Snaps	12	No. 7, 15 feet	15	New Orleans	
Lemon Gems	10	No. 8, 15 feet	18	Fancy Open Kettle	40
Lem Yen	11	No. 9, 15 feet	20	Choice	35
		Linen Lines		Fair	26
		Small	20	Good	22
		Medium	26	Half bushels 2c extra	
		Large	34	MINCE MEAT	
				Columbia, per can	2 1/2

6

MUSTARD
Horse Radish, 1 dz ... 1.75
Horse Radish, 2 dz ... 3.50
Bayle's Celery, 1 dz ...

OLIVES
Bulk, 1 gal. kegs ... 1.00
Bulk, 2 gal. kegs95
Bulk, 5 gal. kegs90
Manzanilla, 8 oz.90
Queen, 19 oz.25
Queen, 28 oz.40
Stuffed, 5 oz.90
Stuffed, 8 oz.15
Stuffed, 10 oz.20

PIPES
Clay, No. 216 ... 1.70
Clay, T. D., full count85
Cob, No. 385

PICKLES
Medium
Barrels, 1,200 count50
Half bbls., 600 count25
Small
Barrels, 2,400 count75
Half bbls., 1,200 count25

PLAYING CARDS
No. 10, Steamboat85
No. 15, Rival, assorted20
No. 20, Rover enameled10
No. 572, Special70
No. 98, Golf, satin finish20
No. 808, Bicycle20
No. 632, Tour'n't whist25

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%
Bellies ... 8%
Extra Shorts ... 8%
Hams, 12lb. average ... 10%
Hams, 14lb. average ... 10%
Hams, 16lb. average ... 10%
Hams, 18lb. average ... 10%
Skinned Hams ... 10%
Ham, dried beef sets ... 13%
Shoulders, (N. Y. cut) ... 10%
Bacon, clear ... 9%
California Hams ... 7%
Picnic Boiled Ham ... 11%
Boiled Ham ... 16%
Berlin Ham pr's'd ... 8%
Mince Ham ... 10%

Lard
Compound ... 5%
Pure ... 7%
60lb. tubs, advance ... 7%
50lb. tubs, advance ... 7%
50lb. tins, advance ... 7%
20lb. pails, advance ... 7%
10lb. pails, advance ... 7%
6lb. pails, advance ... 7%
3lb. pails, advance ... 7%

Sausages
Bologna ... 5%
Liver ... 6%
Frankfort ... 6%
Pork ... 6%
Veal ... 8%
Tongue ... 9%
Headcheese ... 6%
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
1/4 bbls., 40 lbs. ... 1.50
1/2 bbls., 80 lbs. ... 3.00

Casings
Hogs, per lb. ... 28
Beef rounds, set ... 16
Beef middles, set ... 45
Sheep, per bundle ... 70

Uncolored Butterline
Solid, dairy ... 10
Rolls, dairy ... 10 1/2

Canned Meats
Corned beef, 2 ... 2.50
Corned beef, 14 ... 1.75
Roast Beef ... 2.00
Potted ham, 1/4 ... 45
Potted ham, 1/2 ... 85
Deviled ham, 1/4 ... 45
Deviled ham, 1/2 ... 85
Potted tongue, 1/4 ... 45
Potted tongue, 1/2 ... 85

RICE
Screenings ... 2@2 1/2
Fair Japan ... 3 1/2
Choice Japan ... 4
Imported Japan ... 4 1/2
Fair Louisiana hd. ... 3 1/2
Choice La. hd. ... 4 1/2
Fair La. hd. ... 3 1/2
Carolina ex. fancy ... 6 1/2

SALAD DRESSING
Columbia, 1/2 pint ... 2.25
Columbia, 1 pint ... 4.00
Durkee's large, 1 doz. ... 4.50
Durkee's small, 2 doz. ... 2.50
Snider's large, 1 doz. ... 2.35
Snider's small, 2 doz. ... 1.35

SALARATUS
Packed 60lbs. in box.
Arm and Hammer ... 3.15

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Deland's ... 3.00
Dwight's Cow ... 3.15
Emblem ... 2.10
L. P. ... 3.00
Wyandotte, 100 1/4s ... 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

Solar Rock
56 lb. dairy in drill bags ... 40
28 lb. dairy in drill bags ... 20
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 bbls 25 @ 5 00
White Hoop, keg. 60 @ 70
Norwegian ... 75
Round, 100lbs ... 3.75
Round, 40lbs ... 1.75
Sealed ... 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 ... 1.25
No. 1, 100lbs ... 12.00
No. 1, 40lbs ... 5.20
No. 1, 10lbs ... 1.55
No. 1, 8lbs ... 1.25

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
Cuttie Bone ... 25

SHOE BLACKING
Handy Box, large, 3 dz. 2.50
Handy Box, small ... 1.25
Bixby's Royal Polish ... 85
Miller's Crown Polish ... 85

SNUFF
Scotch, in bladders ... 37
Maccaboy, in jars ... 35
French Rappie, in jars ... 43

SOAP
Central City Soap Co.
Jaxon ... 2.85
Boro Naphtha ... 4.00
Johnson Soap Co.
Ajax ... 1.85
Badger ... 3.15
Borax ... 3.40
Calumet Family ... 2.35
China, large cakes ... 5.75
China, small cakes ... 3.75
Etna, 9 oz. ... 2.10
Etna, 8 oz. ... 2.30
Etna, 60 cakes ... 2.10
Galvanic ... 4.05
Mary Ann ... 2.35
Mottled German ... 2.25
New Era ... 2.45
Scotch Family, 60 cakes ... 2.30
Scotch Family, 100 cakes ... 3.80
Weldon ... 2.85
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 Castle ... 4.00
Palm Olive, bath ... 10.50
Palm Olive, bath ... 11.00
Rose Bouquet ... 3.40
J. S. Kirk & Co.
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 ... 2.85
Dora, oval bars ... 2.15
Satinet, oval ... 2.15
Snowberry, 100 cakes ... 4.00

LAUTZ BROS. & CO.
Acme soap, 100 cakes 2.85
Naphtha soap, 100 cakes 4.00

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Big Master, 100 bars 4.00
Marseilles White soap, 4.00
Snow Boy Wash Pwr 4.00
Proctor & Gamble Co.
Lenox ... 2.85
Ivory, 6 oz. ... 4.00
Ivory, 10 oz. ... 6.75
Star ... 3.10
A. B. Whisley
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. ... 3.80
Pearline ... 3.75
Savoline ... 4.10
Babbitt's 1776 ... 3.75
Roseine ... 3.50
Armour's ... 3.70
Wisdom ... 3.80

Soap Compounds
Johnson's Fine ... 5.10
Johnson's XXX ... 4.25
Nine O'clock ... 3.35
Rub-No-More ... 3.75

Scouring
Enoch Morgan's Sons.
Sapolio, gross lots ... 9.00
Sapolio, single boxes ... 2.25
Sapolio, 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, Amboyna ... 18
Cloves, Zanzibar ... 12
Mace ... 55
Nutmegs, 75-80 ... 35
Nutmegs, 105-10 ... 35
Nutmegs, 115-20 ... 30
Pepper, Singapore, blk. ... 15
Pepper, Singap. white ... 25
Pepper, shot ... 17

Pure Ground in Bulk
Allspice ... 16
Cassia, Batavia ... 28
Cassia, Saigon ... 48
Ginger, African ... 15
Ginger, Cochin ... 18
Ginger, Jamaica ... 25
Mace ... 65
Mustard ... 18
Pepper, Singapore, blk. ... 17
Pepper, Singap. white ... 28
Pepper, Cayenne ... 20
Sage ... 20

STARCH
Common Gloss
1lb packages ... 4@5
3lb packages ... 4 1/2
5lb 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 1/4 dz in case 1.55
10lb cans 1/4 dz in case 1.50
5lb cans 2 dz in case 1.65
2 1/2 lb 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
Fannings ... 9 @ 11
Moyune, medium ... 30
Moyune, choice ... 32
Moyune, fancy ... 40
Pingsuey, medium ... 30
Pingsuey, choice ... 30
Pingsuey, fancy ... 40

Young Hyson
Choice ... 30
Fancy ... 36

Oolong
Formosa, fancy ... 42
Amoy, medium ... 25
Amoy, choice ... 32

English Breakfast
Medium ... 20
Choice ... 30
Fancy ... 40

India
Ceylon, choice ... 32
Fancy ... 42

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TOBACCO
Fine Cut
Cadillac ... 54
Sweet Loma ... 34
Hiawatha, 5lb pails ... 56
Hiawatha, 10lb pails ... 56
Telegram ... 30
Pay Car ... 33
Prairie Rose ... 39
Protection ... 40
Sweet Burley ... 44
Tiger ... 40

Plug
Red Cross ... 31
Palo ... 35
Kilo ... 35
Hiawatha ... 37
Battle Ax ... 37
American Eagle ... 33
Standard Navy ... 37
Spear Head, 7 oz. ... 47
Spear Head, 14 1/2 oz. ... 44
Nobby Twist ... 55
Jolly Tar ... 39
Old Honesty ... 43
Tiddy ... 34
J. T. ... 38
Piper Hedsick ... 38
Boot Jack ... 9
Honey Dip Twist ... 40
Black Standard ... 40
Cadillac ... 40
Forge ... 34
Nickel Twist ... 52
Mill ... 32
Great Navy ... 36

Smoking
Sweet Core ... 34
Flat Car ... 32
Warpath ... 26
Bamboo ... 26
I X L, 5lb ... 27
I X L, 16 oz. pails ... 41
Honey Dew ... 40
Gold Block ... 40
Flagman ... 40
Chips ... 33
Kiln Dried ... 21
Duke's Mixture ... 40
Duke's Cameo ... 43
Myrtle Navy ... 44
Yum Yum, 1 1/2 oz. ... 39
Yum Yum 1lb pails ... 40
Cream ... 38
Corn Cake, 2 1/2 oz. ... 24
Corn Cake, 1lb ... 22
Plover Boy, 1 1/2 oz. ... 39
Plover Boy, 3 1/2 oz. ... 39
Peerless, 3 1/2 oz. ... 35
Peerless, 1 1/2 oz. ... 38
Air Brake ... 36
Cant Hook ... 30
Country Club ... 32-34
Forex-XXX ... 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, 80 gr 11
Pure Cider, B & B ... 11
Pure Cider, Red Star ... 11
Pure Cider, Robinson ... 10
Pure Cider, Silver ... 10

WICKING
No. 0 per gross ... 30
No. 1 per gross ... 40
No. 2 per gross ... 50
No. 3 per gross ... 75

WOODENWARE
Baskets
Bushels ... 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 ... 6.00
Willow, Clothes, small ... 5.00

Bradley Butter Boxes
2lb size, 24 in case ... 72
3lb size, 18 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, 10 gross bx ... 75

Egg Crates
Humpty Dumpty ... 2.40
No. 1, complete ... 32
No. 2, complete ... 18

Faucets
Cork lined, 8 in. ... 65
Cork lined, 9 in. ... 75
Cork lined, 10 in. ... 85
Cedar, 8 in. ... 55

Mop Sticks
Trojan spring ... 90
Eclipse patent spring ... 85
No. 1 common ... 75
No. 2 pat. brush holder ... 85
12lb. cotton mop heads ... 140
Ideal No. 7 ... 90

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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 ... 80
Rat, wood ... 80
Rat, spring ... 75

Tubs
20-in., Standard, No. 1.70
18-in., Standard, No. 2.60
16-in., Standard, No. 3.50
20-in., Cable, No. 1.70
18-in., Cable, No. 2.60
16-in., Cable, No. 3.50
No. 1 Fibre ... 10.80
No. 2 Fibre ... 9.45
No. 3 Fibre ... 8.55

Wash Boards
Bronze Globe ... 2.50
Dewey ... 1.75
Double Acme ... 2.75
Single Acme ... 2.25
Double Peerless ... 3.50
Single Peerless ... 2.75
Northern Queen ... 2.75
Double Duplex ... 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 ... 3
Butcher's Manila ... 2 1/2
Wax Butter, short cut ... 13
Wax Butter, full count ... 20
Wax Butter, rolls ... 15

YEAST CAKE
Magic, 3 doz. ... 1.15
Sunlight, 3 doz. ... 1.00
Sunlight, 1 1/2 doz. ... 50
Yeast Foam, 3 doz ... 1.15
Yeast Cream, 3 doz ... 1.00
Yeast Foam, 1 1/2 doz ... 58

FRESH FISH
Jumbo Whitefish ... 11 @ 12
No. 1 Whitefish ... 9
Trout ... 10
Halibut ... 10
Clisoes or Herring ... 5
Bluefish ... 10 1/2 @ 11
Live Lobster ... 25
Boiled Lobster ... 25
Cod ... 12 1/2 @ 12
Haddock ... 8
No. Pickerel ... 7
Pike ... 7
Perch, dressed ... 7
Smoked White ... 12 1/2
Red Snapper ... 7
Col. River Salmon ... 11
Mackerel ... 15 @ 16

OYSTERS
Cans
F. H. Counts ... 40
Extra Selects ... 35
Selects ... 30
Standards ... 20
Anchors ... 22

Bulk Oysters
F. H. Counts ... 2.00
Extra Selects ... 1.75
Selects ... 1.50
Standards ... 1.15
Perfection Standards ... 1.25
Clams ... 1.25

Shell Goods
Clams ... 1.25
Oysters ... 1.25

HIDES AND PELTS
Hides
Green No. 1 ... 9
Green No. 2 ... 8
Cured No. 1 ... 9
Cured No. 2 ... 9
Calfskins, green No. 1 ... 1.13
Calfskins, green No. 2 ... 1.14
Calfskins, cured No. 1 ... 1.13
Calfskins, cured No. 2 ... 1.12
Steer Hides, 60lbs, over 10 1/2

Pelts
Old Wool ... 90 @ 2.00
Lamb ... 25 @ 80
Shearlings ... 25 @ 80

Tallow
No. 1 ... 4 1/2
No. 2 ... 3 1/2

Wool
Unwashed, medium ... 22 @ 27
Unwashed, fine ... 14 @ 20

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CONFECTIONS
Stick Candy Pails
Standard ... 8
Standard H. H. ... 8
Standard Twist ... 8 1/2
Cut Loaf ... 9 cases

Jumbo, 32lb. ... 8
Extra H. H. ... 9
Boston Cream ... 10
Olde Time Sugar stick ... 12
30lb case ... 12
Mixed Candy ... 6 1/2

Grocers ... 7 1/2
Competition ... 7 1/2
Special ... 7 1/2
Conserve ... 7 1/2
Royal ... 8 1/2
Ribbon ... 8
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 Forehound Drop ... 11

Fancy-In Pails
Gypsy Hearts ... 14
Coco Bon Bons ... 12
Fudge Squares ... 12 1/2
Peanut Squares ... 11
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
Quintette Chocolates ... 13
Champion Gum Drops ... 12
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
Topozolas ... 12

Fancy-In 5lb. Boxes
Lemon Sours ... 60
Peppermint Drops ... 60
Chocolate Drops ... 60
H. M. Choc. Drops ... 65
H. M. Choc. Lt. and Dark No. 12 ... 1.00
Bitter Sweets, ass'd ... 1.25
Brilliant Gums, Crys. 60
A. A. Licorice Drops ... 90
Lozenges, plain ... 90
Lozenges, printed ... 60
Imperial ... 60
Mottos ... 60
Cream Bar ... 55
G. M. Peanut Bar ... 55
Hand Made Cr'ms, 80 @ 90
Cream Buttons, Pep. and Wintergreen ... 65
String Rock ... 60
Wintergreen Berries ... 60
Old Time Assorted, 25 lb. case ... 2.75
Buster Brown Goodies ... 3.50
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 Maize ... 18
Gold Medal Chocolate ... 18
Almonds ... 18
Chocolate Nugatines ... 13
Quadruple Chocolate ... 15
Violet Cream Cakes, bx 90
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 sft shell, new ... 15 @ 16
Brazilis ... 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
Hickory Nuts pr bu ... 12
Ohio new ... 1.75
Cocconuts ... 4
Chestnuts, New York State, per bu ... 4

Shelled
Spanish Peanuts 6 1/2 @ 7 1/2
Pecan Halves ... 42
Walnut Halves ... 24
Filbert Meats ... 25
Alicante Almonds ... 33
Jordan Almonds ... 47

Fancy, H. P. Suns ... 6
Fancy, H. P. Suns, Roasted ... 7
Choice H. P. Jbo. ... 7 1/2
Choice, H. P. Jumbo, Roasted ... 7

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes ..75 9 00
Paragon55 6 00

BAKING POWDER

JAXON
1 lb. cans, 4 doz. case 45
1 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60



Royal
10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 1800
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz r'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo 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

Geo. H. Seymour & Co.
Morton House Bouquet 55
Morton House Bouquet 70
Invincible 33
119 30
Little Chick. 30

COCONUT

Baker's Brazil Shredded



70 1/2 lb pkg. per case.. 2 60
35 1/2 lb pkg. per case.. 2 60
35 1/2 lb pkg. per case.. 2 60
16 1/2 lb pkg. per case.. 2 60

FRESH MEATS

Beef

Carcass. 7 @ 9 1/2
Forequarters. 6 @ 7
Hindquarters. 8 @ 10
Loins 9 @ 16
Ribs. 8 @ 14
Rounds 7 1/2 @ 9
Chucks 5 1/2 @ 6 1/2
Plates. 4 @ 4

Pork

Loins @ 11 1/2
Dressed @ 6 1/2
Boston Butts @ 9 1/2
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 cans1 84
12 25c cans2 30
6 50c cans2 30

COFFEE

Roasted

Dwinell-Wright Co.'s Bds.



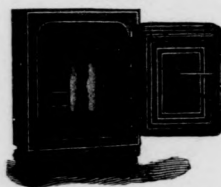
White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb..
Excelsior, M & J, 2 lb..
Tip Top, M & J, 1 lb..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel
Bay City; Godsmark, Du-
rand & Co., Battle Creek
Fielbach Co., Toledo.



CONDENSED MILK
4 doz. in case

Gail Borden Eagle.... 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

STOCK FOOD.

Superior Stock Feed Co.,
Ltd.

\$.50 carten, 36 in box. 10.80
1.00 carten, 18 in box. 10.80
12 1/2 lb. cloth sacks... .84
25 lb. cloth sacks... 1.65
50 lb. cloth sacks... 3.15
100 lb. cloth sacks... 6.00
Peck measure90
1/2 bu. measure..... 1.80
12 1/2 lb. sack Cal meal. .39
25 lb. sack Cal meal.. .75
F. O. B. Plainwel, Mich.

SOAP
Feaver 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

The Buyers' Right Hand

Among all the men you know, that are on the
road for reputable jobbing houses, who is the
best posted?

How much of a convenience would you count
it to have him stationed at your store continu-
ously with authority to quote instantly the
lowest price for any article sold by his house?
Yet, in this respect, you can make our cata-
logue do more for you than the best posted
traveling man on earth could do.

Every month our new catalogue gives you the
first glimpse at the latest things in our many
departments and brings fresh information as
to costs in the form of guaranteed net prices,
revised up-to-date, for our entire line.

Does someone's quotation sound cheap? Turn
to our catalogue. If his quotation is lower im-
prove your opportunity. And, of course, to
pay more than our price would be unbusiness-
like waste.

Our catalogue does not urge you to buy, is
never in a hurry, will wait your convenience—
yet is always ready to do business. We send
it to merchants only—free for the asking.
Catalogue No. J535 is the April number. Shall
we send you a copy?

Butler Brothers

Wholesalers of Everything—By Catalogue Only

New York

Chicago

St. Louis

Leading the World, as Usual

LIPTON'S
CEYLON TEAS.



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

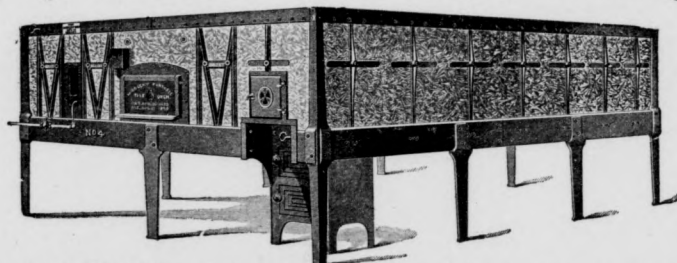
Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., 1/2 lb., 1/4 lb. air tight cans.

Why Not Do Your Own Baking?



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.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale Cheap—Cheese factory in good running order, steam power, with good dwelling and five acres of land. Address Lee Creer, Woodward Ave., Big Rapids, Mich. 462

For Sale—Clean new stock of hardware, good town surrounded by fine farming country. Stock will invoice about \$2,000. No better location on the market. Address No. 461, care Michigan Tradesman. 461

Drug Store Bargains—We have them; the kind that show a profit. If in market, consult us; costs you nothing. National Drug Exchange, 825 Chamber Commerce, Detroit. 459

\$100 invested, earns \$500. For ladies or gentlemen, the best real estate proposition ever presented. No chances but gilt-edged security for every dollar. Address Kinney, 824 Chamber of Commerce, Detroit, Mich. 460

For Sale—Drug and grocery store, in best inland town in Southern Michigan; reason for selling, other business. L. B. Shannon, Camden, Mich. 457

At one-half value. Must sell immediately 145 acres improved farm in fruit belt, 300 fine apple trees. Good land, water, buildings and fences. School and church close. Located on State road, telephone line and R. F. D. Near town and R. R. Address Wm. Warren, R. F. D. No. 2, Bear Lake, Mich. 456

For Sale—One of the best three chair hotel barber shops in this State. Bargain if taken at once. Address No. 455, care Michigan Tradesman. 455

For Exchange—\$5,000 stock of general merchandise in town of 600; cash sales \$20,000 annually, for Southern timber proposition. Address No. 454, care Michigan Tradesman. 454

For Sale—Stock of shoes and harness goods, also store building with fixtures. Also residence if desired. Good town, good business. Reason for selling, poor health. Address John, care Michigan Tradesman. 449

For Sale—Good clean stock staple hardware, in good town surrounded by rich farming country in Northern Indiana, a money maker. Might exchange for farm. J. A. Ketring, Chesterton, Ind. 452

Wanted—To buy a meat market in a good town of not less than 400. Address Box 219, Wayland, Mich. 450

For Sale—Old-established bakery in lively town. Good reason for selling. Bargain if taken at once. Address No. 463, care Michigan Tradesman. 463

For Sale—New, clean \$4,000 dry goods stock. Best location in splendid town in Central Michigan. Address No. 464, care Michigan Tradesman. 464

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

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 \$5,000. 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—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

For Sale—General stock and fixtures. Good country and town. Largely Holland population. Low rent. Other business. J. O. Packard, McBain, Mich. 430

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—Clean stock of general merchandise. Will invoice from \$5,000 to \$6,000. Annual sales \$22,000. One of the best towns in Southern Michigan of 1,200 inhabitants. County seat. Best of reasons for selling. Address No. 381, care Michigan Tradesman. 381

For Rent or Exchange—Store building, house, barn, ice house and wood-shed after April 25, 1905, at Allendale, 12 miles from Grand Rapids, in rich farming country. Address G. Robertson, R. R. 13, Grand Rapids, Mich. 398

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

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

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—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 and warehouse. Produce from 18 miles north and west naturally comes here, with only one competitor. For particulars write R. W. Skeels, Holton, Mich. 438

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

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—\$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 P. 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

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. Yost & 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

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—Farm implements, flour, feed and general store. Trade well established, about \$25,000 per year. Address "Farmers' Store," care Michigan Tradesman. 417

For Rent—Forty-barrel water mill, best country Michigan. Splendid opportunity for practical miller. Address Busch & Cooper, Cambria, Mich. 410

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. 412

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

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

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

POSITIONS WANTED.

Experienced hardware man, expert on sporting goods, photo supplies, competent book-keeper, seeks suitable connection; married, age 32, strictly temperate, steady; present manager hardware department, and head book-keeper; All references; for particulars address Lock Box 51, Wilbur, Wash. 453

Wanted—Situation as manager or head clerk of grocery store. Competent buyer and salesman. Young married man. Excellent references. Address Grocery, care Tradesman. 439

HELP WANTED.

Wanted—Single young man experienced in dry goods, etc. Must be a good trimmer, card writer, etc. Of good address, live and energetic. Good position for the right party. Address, stating age, experience, salary capable of earning, etc., No. 458, care Michigan Tradesman. 458

Wanted—A drug clerk with two or three years' experience. Edw. L. Marcoux, 103 Ottawa St., Muskegon, Mich. 451

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

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

Want Ads. continued on next page

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MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars. TAYLOR & SMITH, 53 River St., Chicago.

The Grain Market.

There has been considerable interest in the Government report issued the 10th, showing the condition of winter wheat at that time. The market has been strong and weak by turns on the various private reports coming in from different sections of the country. The condition of the growing winter wheat crop, as shown by the Government report, is 91.6 for winter wheat, indicating a crop of 485,000,000 bushels, and of this amount over 100,000,000 bushels will come from Kansas. The weather conditions for the growing crop are perfect, the plant having made fine growth and, if necessary, can stand some very severe weather. Seeding in the Northwest is proceeding finely and the bulk of the acreage will be taken care of within the next week.

The demand for flour in domestic markets has not been large, the trade buying only in a limited manner as needed from week to week. Export trade shows some improvement, the Western coast having made some good sales for shipment to the Orient. Kansas and Southwestern mills have booked considerable business for July and August shipment, based entirely on the outlook for the new crop.

The corn market continues firm, with a good steady trade for the cash article. Shipments, as a rule, are arriving in good condition, but shippers and receivers of soft corn will do well to watch the quality closely for the next month. Receipts of corn are not large, but sufficient to care for the demand at this time.

There is a very good trade in oats, but the market is narrow. The May option has shown a reaction of about 1c per bushel from low point, but as one trader puts it, it is sort of a Rip Van Winkle market, very quiet.

L. Fred Peabody.

Lost Confidence Causes Depressed Condition in Apples.

New York, April 10—What might be termed lost confidence has seemed to characterize the apple deal the past winter. In other words, at different times business in apples has had all the appearance of a "sick kitten," while there was really no occasion for such conditions to prevail. The trade did not seem to understand the situation. At any rate there has been a continual holding off; operators have not worked with their old time vigor and vim.

This state of affairs is attributed to several reasons, one of which is that the trade generally supposed there were a good many more apples in the country than there were a year ago, and feared that the wind-up of the season would be as disastrous this year as it was last. Then, also, the cold storage operators feared very much the amount of fruit that was in common storage. They realized, as buyers had been backward last season and many farmers refused to sell, but instead put up their fruit into common storage, that they would have this fruit to compete with.

When the monthly report of the International Apple Shippers' Association

came out in December, it showed a great deal more fruit in store in New York State than the same report showed for the same month the previous year. This many members thought conveyed the information that stocks were much heavier than the previous year. They did not take into consideration that the reports were much more complete and that there were some fifteen or twenty points reported in December, 1904, that were not reported in December, 1903. As a matter of fact when the figures which these points should have turned in, in December, 1903, were looked up it was found instead of New York State having an increase it had a decrease.

Considering these facts, Western New York State is in a much better condition to go out of the apple deal this spring satisfactorily than it was a year ago. This, however, is not saying a great deal. The situation is rather a peculiar one. Information from creditable operators along the apple belt compels the conclusion that the stocks on hand April 1 were 100,000 short of a year ago on the same day. In speaking of the conditions prevailing, one of the best known operators in Western New York State, who has been up and down the line and has interviewed shippers at the principal shipping points, asserts that the movement of apples during the month of March was exceedingly heavy both from cold and common storage, and he says that he believes that a little confidence among marketmen and shippers will greatly help conditions. The idea is to seek a proper distribution of the fruit now on hand and if this is done there will probably be no trouble as to the outcome of a profitable season.

The Egg Situation in Chicago.

Chicago, April 10—The first week of the real April egg deal is past. To-day the situation does not offer much more satisfaction than it did two or three weeks ago.

With the exception of a half cent advance the first of the week there is but little more to say about the price. Extras rule firm at 18½c, while prime firsts and storage packed firsts are finding buyers at 17½c. The consumptive demand has held up well, but of course the great volume of receipts that have come here have found their way into the cooler. By to-night it is estimated that there will be around 175,000 cases in storage here, to say nothing of probably 75,000 to 100,000 at the stock yards. Eggs have poured in here this week from the four corners of the globe it would seem. The first four days brought 83,172 cases, averaging about 50 cars a day. It is useless to say that most of these eggs have found their way into coolers and if the present schedule is kept up during the month, it does not seem that there will be much storage room for a later deal.

Just now it must be admitted that the egg question has developed into a well formed muddle. Everyone seems to be afraid some one else will get all the eggs. Sentiment has con-

gealed into buying and there does not seem to be any influence that can stem the tide of competition that has borne the price beyond a safe limit, or what is considered safe by a majority on the street. Although most buyers have put away eggs, there are a few houses here that have maintained their position about paying the extreme price and have not stored an egg.

The Boys Behind the Counter.

Marshall—F. E. Whitlam has resigned his position with S. E. Cronin to take the management of the S. Y. Hill shoe store in Albion.

Hart—J. Squires, formerly in the employ of the Milner drug store at Big Rapids, has taken a clerkship in the drug store of Albion S. Edwards.

Greenville—Clarence J. Bolt has resigned his position with David Jacobson to assume the management of the Greenville Tea and Coffee Co.

Zeeland—A. DeKruif has engaged L. Wagner, of Grand Rapids, to succeed Henry Karsten, who has gone to Davenport, Iowa.

Sault Ste. Marie—C. E. Elliott, Jr., from Grand Rapids, has taken a position as salesman with the C. E. Davis Furniture Co. in its Canada Soo store.

Greenville—Fred Hemphill has taken the management of the Excelsior clothing store.

Zeeland—George DeJonge has severed his connection with the Bareman Furniture Co., after having been in the employ of C. Roosenraad at the same business stand for fourteen years, to enter the employ of DePree & Pruim as clerk. Ed. Glerum will succeed Mr. DeJonge with the Bareman Furniture Co.

Sault Ste. Marie—S. B. Owen has taken the position of manager of the shoe department of Prenzlaue Brothers. Mr. Owen has been on the road for a large shoe firm in Grand Rapids for several years.

Grand Haven—James Scott, who has been clerk in the J. A. Olsen shoe store for over a year, has resigned his position to go into the children's department of the Boston Store shoe department.

Planning for the Annual Excursion.

Kalamazoo, April 11—The Kalamazoo Retail Grocers' Association met last night at the Auditorium. There was not much business of importance transacted. There is beginning to be some talk of the annual excursion to the coast. The choice lies between South Haven and Benton Harbor. At all events it has been practically decided not to go to any large city, as the people were disappointed last year when they went to Grand Rapids. An effort will be made to secure the co-operation of Jackson in the excursion this year.

Grass Lake—The Michigan Manufacturing & Mercantile Co. has been incorporated for the purpose of manufacturing and selling Portland cement. The company has an authorized capital stock of \$10,000, all of which is subscribed and \$1,500 paid in in cash and \$5,000 in property.

Detroit—The Banana Steel Crate Co. has been organized, with \$10,000 capital, \$6,000 paid up, \$1,000 cash and the balance in the value of a patent upon a steel banana crate, application for which has been made by Theodore R. Ruddiman. The stockholders are Theodore H. Ruddiman and Miron W. Kimball, of this city, and Florence Kimball and Guy Kimball, of Port Huron.

Eaton Rapids—Horace Holcomb and Eugene Bronson have purchased the axe factory department of E. F. Woodruff's business and will continue to manufacture the Eaton Rapids axe at the old stand, having leased the power and equipment of Mr. Woodruff for a long term. They will operate under the firm name of Holcomb & Bronson.

Detroit—A corporation has been formed under the style of the Matchless Gas Mantle Co. for the purpose of manufacturing and selling self lighting gas mantles. The company has an authorized capital stock of \$15,000, all of which has been subscribed and \$1,000 paid in in cash and \$14,000 in property.

Detroit—The Seidler-Miner Automobile Co., which has just filed articles of association, capitalized at \$10,000, will enlarge its auto garage to accommodate fifty machines and locate at 242-244 Jefferson avenue, in the old Biddle House, to which the owner, J. L. Hudson, will make extensive repairs.

"Russia's glory is undiminished," the Czar is quoted as saying. What is it that Russia has been losing steadily during the past year? Nothing but pretensions, perhaps.

Portland—E. A. Richards has engaged in the manufacture of cigars.

Business Wants

BUSINESS CHANCES

For Sale—On account of sickness, clean staple stock general merchandise, about \$5,000, in Central Michigan. Don't answer unless you have cash and mean business. Address No. 466, care Michigan Tradesman. 466

For Sale—10,000 cedar fence posts, 7½ ft. long, 4 inches and up at top. Address No. 465, care Michigan Tradesman. 465

For Sale—Controlling interest in dry goods, clothing, shoes, ladies' and gents' furnishings store. County seat. Town of 1,500 inhabitants. No large town nearer than 25 miles. Brick store 150 feet deep, cash required, \$9,000 to \$10,000. This is a good thing if you want such a business. No trades. Address No. 467, care Michigan Tradesman. 467

HELP WANTED.

Salesman—First-class, to solicit hardware trade; splendid side line; good compensation; harvest now on. Caledonia Chemical Co., Caledonia, N. Y. 468

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

MISCELLANEOUS.

To Exchange—80 acre farm ¾ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 601