

# MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, APRIL 19, 1905

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## The Tradesman Company Engravers and Printers

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### SPECIAL FEATURES.

- |                            |                            |
|----------------------------|----------------------------|
| Page.                      | 2. New York Market.        |
| 4. Around the State.       | 5. Grand Rapids Gossip.    |
| 6. Window Trimming.        | 8. Editorial.              |
| 9. Strength of Silence.    | 10. Dry Goods.             |
| 12. Clothing.              | 16. Meet the Demand.       |
| 17. Food Advertising.      | 18. Story of Sugar.        |
| 20. Clerk's Corner.        | 22. The Corset Girl.       |
| 24. Home Buying.           | 26. Near at Hand.          |
| 28. Woman's World.         | 30. Hardware.              |
| 32. Shoes.                 | 35. Valuable Assets.       |
| 38. Butter and Eggs.       | 40. Commercial Travelers.  |
| 42. Drugs.                 | 43. Drug Price Current.    |
| 44. Grocery Price Current. | 46. Special Price Current. |

### AS TO GAMBLING.

Eminent professional men have had an epidemic lately of making remarkable statements with which the rank and file of common people do not agree. Dr. Osler the other day called down on his devoted head the maledictions of every man over 40 years of age and there has been an attack all along the line to prove that he is wrong and those interested in the discussion have proved it to their own satisfaction. The other day Prof. William Kirby, of the Catholic University of America, addressing the Contemporary Club of Philadelphia, declared that he can discover no reason for believing that gambling is wrong, and he made quite an argument to support his assertion. This is followed by the endorsement of Prof. Herbert G. Lord, of Columbia University, who says that so far as the main contention is concerned, Prof. Kirby is correct. This is a decidedly bold claim and it is not to be wondered at that it calls forth plenty of criticism.

Gambling is getting something for nothing and in principle is manifestly wrong. Value received is an essential feature to the validity of any contract. Money or its equivalent should be earned, received in exchange for something of value or be an outright gift. When money changes hands on the turn of a card or a wheel there is no consideration. The attendant excitement over prospective or actual loss or gain is not a sufficient compensation. The accompaniments and the consequences of gambling are sufficient warrant for the prohibitory statutes which make it unlawful. There is a fascination about it like that of the candle for the moth. If only men of millions indulged in it, there might be a theoretical excuse, but even so, it is of frequent record that fortunes have been lost at the gambling table and millionaires made paupers. But it is not confined to the rich. The temptation extends to those of moderate means and thousands of dollars go

into unworthy hands that might better have gone to the support of needy families. Gambling is responsible for more embezzlements than drunkenness. Men steal a few cents to buy a drink, but they embezzle hundreds and sometimes thousands of dollars to gamble. Despite the eminent authorities who dare to take ground in its defense, the plea will not prove acceptable and it is unfortunate that men of prominence and influence should have made any such assertions.

### GENERAL TRADE REVIEW.

There are several items of importance in the industrial situation which serve to give interest to current reports. Among these may be mentioned that the average of sixty leading railway stocks reached \$115.69, or within 58 cents per share of the highest ever recorded. A feature which gives assurance that all records will soon be left far behind is that these securities are in far stronger hands than when the highest records were made two or three years ago. Another notable factor is the condition of the iron and steel industry. In this all records of production have long been passed and yet the volume of consumption is so great that stocks are constantly diminishing. Of next importance to these possibly comes the general boom in building operations throughout the country. Not for many years has there been a time when labor controversies in the building field exerted so little influence. So on every hand projects are coming forward and unless some setback occurs which now can not be foreseen the season will undoubtedly be a record breaker in the volume of operations.

Of more apparent interest to speculators is the setback in securities, led by what has so long been an element of uneasiness, the Northern Securities. Only a few days ago assurance was given that the uncertainties in this field of speculation were settled by the final ending of litigation. But now comes the reduction of capital, which is sufficient reason for the uninformed to rush liquidation, and so this serves to lead in the decline which the long upward course in all leading securities has made overdue. As there is nothing in the situation beyond the technical manipulation of speculators the rally must soon be again in evidence unless something extraordinary interferes.

As stated, the iron and steel industries are doing a record breaking business in all lines. Demand is diminishing stocks, but as yet prices are kept at the usual level. Cotton manufacture is in a more favorable condition than in years, domestic de-

mand keeping a healthy condition here, which is greatly aided by the unusual foreign demand. The woolen goods situation remains strong, owing to the confidence of the great wool producers in fully maintaining prices. In footwear orders for fall shipment are coming in freely and many duplicate orders are being received for spring goods. Shipments from Boston are 10,000 cases per week more than at the same date last year.

### THE FUTURE OF CHINA.

Although all thoughts of peace between Japan and Russia have been put aside for the present, the world nevertheless realizes that the war can not last indefinitely, and that, gauged by the successes already secured by the Japanese, the time can not be very far distant when Russia will be brought to the point where she will realize that there is no other course but to sue for peace.

The battle of Mukden was fought and won before spring had actually set in, as the rivers were still frozen over and the ground was yet hard with the winter's frost. Since then the signs of early spring have materialized with the breaking up of the ice in the streams and the thawing out of the roads, making the movement of artillery and transport trains exceedingly difficult. This means that the Japanese have a whole season of campaigning weather before them and, judging by what they accomplished between May 1 last year and the closing in of winter, there would appear to be ample time to end the war with this year's campaign.

The ending of the war is likely to be a momentous time for the Chinese empire. There is grave risk that the peace agreement may create conditions which might lead to serious internal disorders in the empire, or which might even lead to dismemberment. The Chinese government, despite its ineptitude and decay, is keenly alive to the situation, and preparations are being made to guard against the dangers.

It is clearly to the interest of Great Britain that the outcome of the present war should be the complete overthrow of all other foreign influence and intrigue in China. It is all-important to the United States that the integrity of the Chinese empire should be maintained, and that the trading rights of all nations within that empire should be respected on equal terms. If the war results in emancipating China from the undue foreign pressure to which she is now subjected, the interests of general commerce, as well as of civilization, will have been benefited.

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### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 15—There is a continuation of the favorable symptoms in the coffee trade. The market is fairly active and orders have been numerous from out of town as well as from local roasters and jobbers. It is said that interior merchants are buying coffee in New York cheaper than they could obtain the same in Brazil, and this is making it comparatively lively all along the line. This condition is due to the high rate of Brazil sterling exchange. In store and afloat there are 4,258,389 bags, against 2,882,273 bags at the same time last year. At the close Rio No. 7 is worth 7 11-16c. Mild coffees have dragged this week and the transactions generally were of small lots, simply to keep up assortments. Quotations, however, show no weakness, and good Cucuta is worth 9 1/4 @ 9 1/2c, with good average Bogotas 10 1/2 @ 11c. East Indias are practically unchanged—Mocha, 16 1/4 @ 18 1/4c; Padang Interior, 15 @ 17c.

The tea market shows more encouraging features and prices are well sustained. A moderate trade has been reported in line business and the general outlook is more encouraging than for several weeks. Offerings are not large and yet the supply seems sufficient to meet requirements.

Quietude prevails in the market for raw sugar. Buyers, taking note of the dull market in raw sugars, or rather the unsettled condition, are not anxious to take supplies much ahead of current requirements. The situation seems to be one of some uncertainty at the moment, and the trade is waiting for future developments; and they will probably find nothing very startling, after all.

Precious little demand has been shown for rice this week, and the general tone of the market is monotonous. Prices are on a low basis and, indeed, so low are they that there is said to be some speculative buying by reason of a probable short crop, owing to a greatly reduced acreage. Choice domestic, 3 7/8 @ 4c; head, 4 1/4 @ 5 1/4c; Patna, 5 @ 5 1/2c.

Canned goods are very quiet. The is partly accounted for by reason of the enlarging supply of fresh fruits. The markets have probably never been so well supplied so early in the season. Strawberries are found in abundance and, in fact, there is a glut of almost everything that usually comes a month later. Again, the papers have been so full of statements prejudicial to canned goods that there is probably a good deal of feeling against "tinned" products. Whatever may be the reason the situation at the moment is not especially cheerful for the packer. Still, if the promised reforms are carried out, packers will see better times next fall. If they will put up some real corn

instead of bleached mush and accomplish other changes they will come to their own again. Some interest was created by a report that opening prices had been made on salmon, and the figure named was one that offered little inducement for intending purchasers. The report, it seems, was not official. That is to come later. Spot tomatoes are said to be quite freely offered at 60c, although it was hoped this figure was a thing of the past. Good corn sells readily at full rates and some 60c offers have been refused. Future Maine, 90c f. c. b. Portland.

Molasses is steady for grocery grades of New Orleans. Offerings are moderate and the situation generally is in favor of the seller. Syrups are steady and unchanged.

Butter is in short supply and, with continued active demand, the entire situation favors the seller. At the close best Western creamery is worth 31 @ 32c; seconds to firsts, 26 @ 30 1/2c; Western imitation creamery, 21 @ 24c; factory, 19 @ 22c; renovated is moving fairly well within a range of 16 @ 19c.

Stocks of old cheese here are pretty well sold up and little is arriving—of old. Quotations are on about the same plane as last week. Not enough new cheese has come to establish rates as yet.

The Easter rush for eggs is upon us and arrivals are very heavy, causing a lower market, notwithstanding a good demand. Western stock ranges from 17 @ 18 1/2c, although the latter is certainly about the limit.

### Country Merchants Appreciated Only in an Extremity.

Orient, April 15—There has been the time the country merchant could sit down in ease and the trade would come to him. All that was necessary for him to do was to open the door and the customers would march in.

But at the present time the mercantile business is a strife or warfare; and, while the city merchant is furnished with full equipment, the country merchant must enter the battle empty handed and only a young "David" can conquer even a small portion of the spoil.

The country merchant must buy the trade—and then pay bounty to hold it. It requires double the amount of attraction to hold the trade at a local store than to draw it to the town or city. A tidy, well-kept store, a pleasant waiter with a disposition to accommodate will not win the trade.

There seems to be such a craze for "going to town" that people will actually hitch up and drive eight or ten miles for the same articles which could be purchased at the same price, or even lower, at their local store. Perhaps the attraction is the fact that a certain merchant over at such a town is throwing out the gift of a ten cent dish as a trade winner—and of course every housekeeper is anxious to make use of this valuable opportunity; and, when secured, the cheap thing is placed in some conspicuous place that it may meet with the congratulations and approval of

her friends, and at the same time be a reminder, to herself of her good bargain. It buoys her over the many cares and difficulties of the intervening time until she shall make another trip and acquire another dish to be placed with the nucleus of a collection. Undoubtedly she has paid enough more for some articles to make up for the prize she has won; but in her estimation this does not count—she has procured that "something for nothing" so eagerly sought.

On some stormy day or other forced condition, however, these same people will gather up a couple of dozen eggs or a pound or two of butter and make their local merchant a call and assure him how much they appreciate a store close at hand in time of necessity when impossible to go elsewhere and they purchase just enough to fill the vacancy until the weather clears and it is possible to go to town again. At other times they have the candor and audacity to tell us we are appreciated because they "forgot to get a spool of thread or box of matches" when in town yesterday, consequently are obliged to call on the local dealer again. All we can do is to sympathize with such customers in their inconveniences and forgetfulness—and at the same time have the internal satisfaction of being the gainer. Right here is where we learn the practical use of submission and endurance.

In the spring when eggs and butter are sure to decline these customers will demand the highest market price for the small amount to be obtained at this season when the country merchant can not secure enough for shipment, and he has no home consumption to take the product off his hands, therefore he must hold them for lower price. This he could and would do if the community in which he lives would appreciate him sufficiently to give him their entire trade during the year in the lines he carries. And he will usually supply the demands of the trade as it is for his interest to do so.

It seems to me there is but little consolation in being useful and ap-

preciated in small but extreme necessities; nevertheless, we must submit to conditions and be content therewith. Tinnie M. Loucks.

### Tried Hard For It.

Picking up a wornout, empty pocketbook, a salesman in one of the large dry goods stores the other day thought he would have a little fun with it. He therefore placed it on the counter, half concealed by the goods lying on it. Presently a shopper entered. Her eyes lighted on the wallet as by instinct, and while pricing half a score of articles she endeavored to cover it, quite artlessly, of course, now with her handkerchief, then with her satchel, and again with her umbrella. The salesman, without appearing to notice her actions, each time removed the pocketbook out of danger and into light. Finally, she adopted new tactics, and picked it up with the remark:

"Somebody's left a pocketbook."

"Yes?" replied the clerk, interrogatively. "Thank you." And he took the leather and disappeared with it for a moment. Upon his return, the woman asked, with a slight show of interest:

"Was there much in it?"

"Only \$3," replied the salesman carelessly, with the ease of one who has been used to lying all his life.

"And who will get it if it isn't called for?" asked the shopper.

"The firm," was the epigrammatical response.

The woman went out. In ten or fifteen minutes a boy came in and asked:

"Was a pocketbook with \$3 found here this morning?"

"Yes," replied the salesman, "but it has been called for."

"Oh," said the boy, and retired.

And the salesman smiled audibly.—Chicago Tribune.

### Schoolday Joys.

Uncle—So you go to school, now.

Tommy—Yes, sir.

Uncle—And what part of the exercises do you like best?

Tommy—Why, the exercises we get at recess.

### THE PATHWAY OF PAIN.

I have trodden the pathway of pain, where I hoped I might never go;  
I have felt the pitiless winds that over its barrens blow;  
I have drunk of the bitter brooks that along its borders flow.  
I had seen the crowds press down that narrow and stony path—  
Some led by the Angel of Sorrow and some by the Angel of Wrath—  
But each with the faltering footstep that ever the wretched hath.  
Their eyes were wild and tearful; their cheeks were sodden gray;  
And as they stumbled onward, they moaned the livelong day;  
And I said: "O God, preserve me from walking that doleful way!"  
When the Angel of Sorrow calmly bade me to follow him,  
I shuddered and cried, "I cannot!"—and my very sight grew dim;  
But I had to rise and follow, though I shook in every limb.  
At last my eyes are opened. I see a golden light,  
Which shows me far off, starry worlds, before as black as night;  
That dark and dismal pathway hath suddenly grown bright.  
And I own a million brothers—a million sisters dear,  
And I love them all with a pity which brings the farthest near—  
A love which thrills my being as heaven had entered here.  
And songs of consolation breathe sweet from pole to pole,  
And you stand with your fellow-mourners, quivering soul to soul.  
Then fear not, anxious mortal! When you tread the path of pain  
God links you with your comrades there, in a new, resplendent chain;  
And for every pang you suffer, he pays you back again.

Kate Upson Clark.



## Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



## AROUND THE STATE

### Movements of Merchants.

Ithaca—McCall Bros. succeed Kernan Bros., dealers in agricultural implements and vehicles.

Alpena—Hugh R. Mellen will continue the grocery business formerly conducted by Donovan & Mellen.

Benton Harbor—Mix & Beeny, grocers, have dissolved partnership. J. Wm. Mix continuing the business.

Detroit—Clayton P. Litchfield has opened a men's furnishings, hat and clothing parlor at 279 Woodward Ave.

Midland—Wm. A. Hubbard will continue the drug and paint business formerly conducted by Smith & Hubbard.

Jackson—E. C. Green is conducting a reduction sale of his clothing stock under the management of Taylor & Smith.

Davison—Elmer E. Anderson is succeeded by D. W. Sullivan & Co., who will carry a line of drugs and notions.

Saugatuck—While conducting the funeral of G. W. Pierce, undertaker G. L. Aveling dropped dead of heart disease.

Alpena—The grocery firm of Donovan & Mellen has dissolved partnership. The business will be continued by Hugh Mellen.

Detroit—The Detroit Novelty Co. has been incorporated and will deal in novelties. The authorized capital stock of the company is \$1,000, all of which is subscribed and \$384 paid in in cash and \$616 in property.

Ravenna—A. R. Bennett, who conducted a meat market at this place for several years, has sold his stock and leased the building to Mat. Mainone & Son, who have been conducting a similar business at Slocum.

Wheeler—The Wheeler Elevator Co. has been incorporated for the purpose of dealing in grain, hay and beans, with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and paid in in cash.

Grass Lake—C. C. Corwin, doing business under the style of the Grass Lake Mercantile Co., has sold his general stock to W. P. Shank, who will continue the business at the same location. The sale was made through C. L. Yost & Co.

Battle Creek—A corporation has been formed under the style of the Star Lignite Coal Co. for the purpose of mining coal and marketing products, with an authorized capital stock of \$100,000, of which amount \$5,000 has been paid in in cash.

Newberry—The Palms estate, at one time one of the largest holders of timber lands in Luce county, has sold the last of its holdings, comprising 13,000 acres, to M. E. Beermann, of this place. Included in the transfer are a large farm and many city lots.

Greenville—A corporation has been formed under the style of the Standard Clothing Co. for the purpose of

carrying on a clothing business, with an authorized capital stock of \$5,100, all of which has been subscribed and \$100 paid in in cash and \$5,000 in property.

Detroit—A corporation has been formed for the purpose of carrying on a general merchant tailoring business under the style of Hutchinson & Wilmoth. The company has an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Ottawa Lake—A corporation has been formed under the style of the Ottawa Lake Elevator Co. for the purpose of feed grinding and dealing in grain. The company has an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in in cash.

Detroit—Arthur F. Maidment has merged his dry goods, notion and men's furnishing goods business into a stock company under the style of the A. F. Maidment Co., with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,500 paid in in cash and \$7,500 in property.

### Manufacturing Matters.

Detroit—The National Cutlery Co. has increased its capital stock from \$30,000 to \$50,000.

Detroit—The National Twist Drill & Tool Co. has increased its capital stock from \$20,000 to \$40,000.

Kalkaska—The Kalkaska Light & Power Co. has increased its capital stock from \$15,000 to \$30,000.

Constantine—The capital stock of the American Carbolite Co. has been increased from \$500,000 to \$1,000,000.

Port Huron—The name of the Port Huron Canning Co. has been changed to the Tunnel City Manufacturing Co.

Manistique—The Chicago Lumbering Co.'s mill and the Western Lumber Co.'s mill have resumed operations for the season.

Grand Marais—The sawmill of the Grand Marais Lumber Co. is in commission for the summer. The mill has had the usual repairs.

Ann Arbor—The capital stock of the Superior Manufacturing Co., which manufactures gasoline and vapor lamps, has been increased from \$26,000 to \$34,000.

Saginaw—Frank H. Pohlmann, cigar manufacturer, has admitted his son, Walter C., to partnership. The new firm will be known as Frank H. Pohlmann & Son.

Port Huron—The Lee Injector Manufacturing Co., which manufactures steam specialties and pneumatic air tools, has changed its name to the Lee Manufacturing Co.

Republic—Louis Laforias will let a contract this season for the remodeling of his sawmill, not operated last summer. It will be put into commission as soon as the repairs shall be completed.

Pewamo—The Pewamo Canning Co. factory and personal property was sold at public auction to John Pennington for \$3,200. It originally cost \$8,000. The purchaser expects to organize a company and continue the business.

Elk Rapids—The iron furnace will go out of blast Thursday for repairs. The first cargo of ore for the season will arrive May 1, and will be hoisted out by new clam shell scoops which are being installed.

Caro—The Caro Sugar Beet Co. has been incorporated and will raise and deal in sugar beets. The corporation has an authorized capital stock of \$2,500, all of which has been subscribed and \$1,050 paid in in cash.

Cheboygan—The Cheboygan Flour Mill Co. has been incorporated for the purpose of manufacturing and selling flour and feed. The authorized capital stock of the company is \$50,000, \$36,000 being subscribed and \$7,000 paid in in cash.

Bay City—Edgar B. Foss & Co. have incorporated under the style of the Hope Lumber Co. for the purpose of dealing in timber and manufacturing lumber with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Saranac—The Saranac Knitting Co. has been incorporated for the purpose of manufacturing, selling and buying knit goods with an authorized capital stock of \$10,000, of which amount \$6,500 is subscribed and \$500 paid in in cash and \$2,000 in property.

Port Huron—The Port Huron Chicory Co. has contracted for the planting of 2,500 acres of roots this year. Land has been secured in St. Clair, Huron and Lapeer counties. The company shipped 500,000 pounds of the manufactured product last month.

Detroit—The Harford Emery Co. has been incorporated and will manufacture films and carbon paper. The company has an authorized capital stock of \$250,000, of which amount \$194,000 has been subscribed and \$4,000 paid in in cash and \$190,000 in property.

Detroit—A corporation has been formed under the style of the Benvotato Company, with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,500 paid in in cash and \$8,500 in property. The company will manufacture and sell perfumes and soaps.

Coldwater—A corporation has been formed under the style of the Champion Brass Works to conduct a foundry and manufacture metal goods. The company has an authorized capital stock of \$10,000, all of which has been subscribed, \$3,000 being paid in in cash and \$7,000 in property.

Capac—The American Peat Fuel Co. has leased its plant three miles west of here to the Pilgrim Paper Co., of New York City. The Pilgrim company is capitalized at \$1,000,000. The purpose of this company is to manufacture and sell cardboard, paper and other products from peat.

Bay City—The Leader Washing Machine Co. has been merged into a corporation under the style of the Leader Washer Co., with an authorized capital stock of \$25,000, of which amount \$13,000 is subscribed and \$13,000 paid in in property. The company will continue the manufacture of washing machines.

Ontonagon—At the annual meeting of the stockholders of the Ontonagon

Stave & Veneer Co. it was decided to increase the capital from \$30,000 to \$50,000. The additional capital will be used in purchasing timber land, so as to avert the cessation of operations in case no stock could be secured from jobbers.

Battle Creek—The Taylor Bros. Co. has begun the erection of a power house, 40x50 feet in dimensions, in which will be installed a 150 horse power boiler. This addition will enable the company to increase the capacity of its steam candy cookers fourfold. A four-story factory building, 80x135 feet in dimensions, is under contemplation.

Cheboygan—M. D. Olds' sawmill, formerly the Cheboygan Lumber Co. plant, started operations for the season last week. Mr. Olds bought 8,000,000 feet of pine logs from Canadian parties which will be rafted to his mill. The logs were cut from what is known as deeded lands and hence exempt from the provisions of the prohibitive act of the Ontario government.

Plainwell—The new mill which will be erected by the Michigan Paper Co. will cost \$193,000. It will be provided for by the sale of \$75,000 bonds and \$118,000 capital stock. During the past three years the old mill has earned profits sufficient to liquidate \$45,000 indebtedness, add improvements to the amount of \$5,000 and pay three 6 per cent. dividends on \$57,000 capital stock.

Manistique—George Lasich, cedar inspector for the Chicago Lumbering Co., has exposed a scheme whereby several small jobbers in cedar poles and posts operating north of that place were defrauding his company out of considerable money. The scheme, it is said, was to wait until after Lasich had inspected the product of the jobbers and then remove the inspector's stamp by cutting the stamped ends from the cedar and have the timber inspected for the second time, thus receiving double pay.

### The Boys Behind the Counter.

Pontiac—Will Lumby has taken a position in the carpet department of Waite Bros. & Robertson's store.

Kalamazoo—Joseph P. Bosker, who was employed for sixteen years by the Bruen Dry Goods Co. and then went to Hull, Iowa, two years ago to engage in business, has returned to this city and resumed the duties of his former position with the firm.

When a man wears his piety as an ornament you can depend on its being paste.

## Commercial Credit Co.

CREDIT ADVICES  
COLLECTIONS AND  
LITIGATION

LIMITED

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

WE FURNISH PROTECTION AGAINST  
WORTHLESS ACCOUNTS  
AND COLLECT ALL OTHERS





### 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 per doz. bunches.

Bananas—\$1 for small bunches and \$1.50 for large. Bananas are costing the jobbers more almost every day and they have advanced selling prices in a number of instances. The supplies are liberal, however.

Beets—40c per bu.

Butter—Creamery has taken a meteoric turn upward, being now quotable at 31c for choice and 32c for fancy. This is a higher point for the month of April than for several years, except in 1902, when it struck 31c or better, but dropped quickly to 25c. Speculation was blamed at that time for the market, but this year the law of supply and demand is believed to be alone the cause of the high price. The demand is large and the receipts are not equal to it. How long this condition will last it is impossible to say, but if the weather holds the grass back it will probably be some time before the market gets down where it belongs. Receipts of dairy grades are so meager that No. 1 has advanced to 26c and packing stock to 20c. Manufacturers of renovated are unable to run over two days a week, on account of the scarcity of packing stock. The price of the best grades of renovated has been advanced to 26@27c.

Cabbage—45c per doz.

Cheese—The market has shown very little change the past week in the general features. Trading has naturally been moderate, dealers generally showing a disposition to operate in a cautious manner and close to actual current needs in view of the growing lateness of the season. Still the fact that nearly all dealers are running very closely compels them to purchase frequently and the movement, while in small lots, has shown fair volume and the reduction in stocks has been very satisfactory. Current receipts have been quite moderate and as primary markets are pretty closely cleaned up comparatively little more stock can be expected to come forward. The season for new cheese is backward and all conditions being favorable, holders are quite firm in their views and express themselves as confident that all the old cheese will be wanted before the season closes.

Celery—80c for California.

Cranberries—Jerseys, \$7.25 per bbl. Supplies are holding out well and it looks as if some dealers might have more than they wanted when the end of the season comes.

Cucumbers—The market has receded to \$1.25 per doz.

Eggs—Receipts are heavy and the quality of the stock continues good on account of the cool weather. Local

dealers who are entirely responsible pay 15½c f. o. b. shipping station for all offerings, which is about ½c above the parity of the Chicago market and on a parity with the New York market. Any offer in excess of 15½c should be scrutinized closely and the parties making same should be looked up carefully.

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

Green Onions—15c per doz. bunches for home grown. The stock is fine.

Green Peas—\$1.75@2 per bu. hamper.

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

Lemons—Messinas, \$2.50 and Californias \$2.65. The demand is light.

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

New Potatoes—\$2.50 per bu.

Onions—The market is strong and steady at \$1 per bu.

Oranges—California Navels are now nearly out of market, the price having advanced to \$3.25 for choice, \$3.50 for fancy and \$3.65 for extra fancy. Mediterranean Sweets are beginning to come in freely, commanding \$3@3.25 per box.

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 featureless on the basis of 10@12c.

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 1½@2c per lb. more than live. Broilers, 25c per lb.; squabs, \$2 per doz.

Radishes—25c per doz. bunches for either round or long.

Sweet Potatoes—\$3.50 per bbl. for kiln dried Illinois.

Strawberries—Louisiana stock commands \$1.85 for 24 pints and \$3.75 for 24 quarts. Receipts are liberal, but are sure to increase rapidly from now on unless bad weather should interfere. Reports from Arkansas and other states say the outlook is excellent for the berry crop.

Tomatoes—\$4.50 per 6 basket crate.

Turnips—40c per bu.

The new steamboats now under construction for use on Grand River, between this port and Grand Haven, will be named the Grand and the Rapids. The boats will be about 100 feet long and 27 foot beam, capable of carrying 85 tons of freight. The boilers and engines are being constructed at Clinton, Iowa. The hulls will be built here and the machinery will be installed at this point. It is expected that the boats will begin making regular trips about August 1.

The Malto Grape Co., Ltd., whose factory is at Paw Paw, has opened a wholesale branch in this city, located in the Hawkins building. The Michigan trade will be supplied from here. The branch is in charge of S. L. Vaughan.

### The Grocery Market.

Sugar—The recent advance of ten points proved to be only nominal, inasmuch as the refiners have continued to accept orders on the old basis. Raws are weaker. The season of the greatest demand is not far distant and it would look as if the market would not stay down even if it should decline, for the large demand that comes with the earliest of fruits will call for a lot of sugar and, with supplies none too large, the market is likely to hold strong. The country has not much sugar on hand and the buying has not been particularly large. Some are predicting that as soon as the South wants sugar for the strawberries, there will be a still higher range of prices. In this market, however, there are other factors, and the law of supply and demand does not always control the situation.

Dried Fruits—Currants are dull at unchanged prices. Seeded raisins in the East are very dull and depressed, but the West is buying quite freely. Loose raisins are in about the same situation as seeded. Apricots are unchanged and fairly active. A few futures are selling on a basis of 7c for choice, which is 2¼c below the price of old goods. Nectarines are unchanged and fairly active. Prunes are selling fairly well at unchanged prices. Concessions are easy on 50-60 size, which, as reported, have been slow. Peaches are quiet. Prices are high and stocks low.

Tea—The business in Formosa teas has been unusually good during the week, by reason of the news that the Formosa port of Keelung, from which most teas are shipped, had been closed to commerce by the Japanese. As all of this season's teas have come over this has no real effect, and the flurry of the past week has been largely sentimental. It should be said, however, that we are on the verge of a new season, and the situation in Formosa may incline the growers to ask an advance for the new crop. The general line is unchanged. The demand, although possibly slightly better, is still quiet.

Fish—Mackerel shows no change for the week. The market is still undiminished in strength. Cod, hake and haddock are dull and nominally unchanged, although orders of any size could probably get a concession of ¼c. Lake fish and whitefish are unchanged and firm. Sales of future Alaska salmon, at the prices quoted a week or two ago, have not been very large. The mustard sardines situation is strong, by reason of scarcity, and a further advance within the next month is not unlikely. The advance was largely discounted, most jobbers having bought against it, so that the present demand is light.

Coffee—The reports coming from the primary markets are bullish in the extreme. The rate of exchange in Brazil is increasing and the weather has been against not only the growing coffee, but against marketing the current crop. The country is almost bare of coffee—speaking in a broad sense. There are no large stocks anywhere but in New York, and some 4,000,000 of the 6,500,000 visible held

there and at other ports are said to be controlled by one of the package concerns. This is the situation. The consumption of the country has been increasing at the rate of several hundred thousand bags yearly, and the current crop will apparently fall a couple of million bags short of last year. It looks bullish enough. And yet the speculation has been such the past week that the option market has declined materially. It is another case of something beside supply and demand controlling the market.

Provisions—Hams are ruling steady at the advance reported last week. From the lowest point the quotations show an advance of over 1c per pound. There is a good demand for regular and picnic hams. The lard market made the advance predicted last week, and the demand is just as good at the higher price as it was at the lower. Dried beef is dull and unchanged. Barrel pork is in fair demand at ruling prices. Bellies and bacon are steady at ¼c advance. Both lines are active and the market seems likely to go higher. Canned meats are unchanged, but if the fresh beef market is any criterion there will be an advance.

Molasses and Syrups—New maple is coming in, but is held high as the crop is not large. Prices on corn syrups have been lowered from 2@3c a gallon by one of the two chief producers. Just what this means is not clear, as there are no apparent conditions in the corn market to warrant it. In some quarters it is taken as a sign that war has been declared between the two "big ones" in the corn syrup business. The demand for these lines is seasonable.

Rice—Most grades are in abundant supply. There is reported somewhat of a scarcity of choice Honduras sorts from the South, but it is not noticeable in this market.

Canned Goods—Corn and tomatoes appear to be featureless. There is the normal demand, but neither the futures nor the spot stocks are attracting any particular attention. Speculation as to the probable acreage is now due, but this is merely guesswork at this stage of the game. Salmon will be cleaned up probably better than ever before at the end of the season. Even now, when the jobbers run out of a particular line they have to skirmish around to find any more. Frequently they are unable to get the same grade of goods. The visible stocks are very small, but there are doubtless some supplies put away that will be brought out with the higher prices that must prevail when the heavy consuming season opens up.

The business formerly conducted by the Arthur J. Zipp Lumber Co. and Zipp Bros. will be continued by the Zipp Bros. Lumber Co., a co-partnership.

C. N. Marcellus will continue the business formerly conducted by the Marcellus-Reynolds Co., manufacturer of closets at 157 North Ottawa street.



## WINDOW TRIMMING

### Creditable Display of Grand Rapids' Specialty.

When the wood is fine mahogany and the furniture a Grand Rapids bedroom suite of substantial proportions and artistic design, with not a scratch or other blemish to mar its beautiful mirror-like surface, and when in a store window are added to the suite five handsome chairs of similar pattern but varying a trifle in shape, such an exhibit is worth more than a passing glance, and gets more, too.

Such a display is to be seen in the new Canal street quarters of Winegar Bros., opposite the Walter K. Schmidt Pharmacy. The store is the former location of Wenger Bros., who moved recently to South Division street. The building is owned by Robert Graham and Louis Sandler, and was redecorated for the new renters from "cellar to garret." A flying trip through the five floors revealed an immaculate degree of cleanliness and everything in the salesrooms in "apple-pie order." The reporter fell into the hands of Mr. Swift Winegar, the older son of one of the partners, who has recently returned from Hot Springs, much benefited, following a severe attack of typhoid fever.

"Two weeks ago," said the young man, "scarcely anything had been done towards our moving. I got a force of men in here and we went to work like good fellows and got everything slicked up ready to receive the furniture. 'Many hands make light work,' and we were no exception to the rule.

"Here we have good light, both day and night, good ventilation, nice office, elevator, everything convenient, and with the excellent location there is no reason in the world why we shouldn't make things hum, and that is our intention.

"On the top floor are carpets and lace curtains; on the next dining tables and bedroom furniture; below this are library couches, stands, rockers and parlor furniture, while on the ground floor are dining room cabinets, Mission furniture, iron beds, porch chairs and refrigerators. In the basement we have kitchen goods, office desks (roll top) and ice cream tables and chairs.

"The contents of the floors, except the fifth, will be shifted around from time to time, to avoid sameness. The beauty of these showrooms is that we avoid all the litter and muss incident to a regular furniture store like our Division street place, for here we have no unpacking to do.

"Our windowman is Mr. Leo Smith. He does all the trimming of both store fronts, as well as that of the new show windows we put in on the north side of the Division street store. Yes, it keeps him pretty busy—the grass has no time to grow under his feet.

"It is the question of hundreds of passersby how he trims the square glass room that stands directly in the entrance of the other store. We generally have on a card some reference to the mystery. All sorts of conjectures are advanced in regard to how the window dresser is able to make his ingress and exit, and there is still more wonder as to how he gets in the goods."

The window referred to excites much comment and is quite a drawing card in the way of an advertisement. A glass room stands in an open vestibule at the entrance of the Winegar store at 125 South Division street, and is flanked by the regular show windows. This glass case is built flush with the sidewalk and there is a wide space on the other three sides of the big cube, so that one may walk entirely around it. There are apparently no doors or sliding panels in the glass and, as the room is always securely canvased and trimmed in the dead of night, when there is only an occasional belated pedes-

etc., to her good judgment, they rely so wholly on her "say-so" concerning store matters—why, she could so deflect the flow of their money that the loss of their trade would be distinctly apparent.

"Yes," continued the lady, "I like to feel that a clerk is doing her best when she is waiting on me. She may do by others as she wishes—that is no concern of mine—but when I come to buy of her I want sufficient care for the matter in hand, be it lace at \$10 a yard or a spool of sewing twist to match the sample I bring. Usually the clerks are all I could desire or ask, and more, in their attentions to me, but occasionally I run across one who either is deficient in a knowledge of the requirements in a store employe or who has not the establishment's and her own interests—they are identical—at heart.

"So little a thing as this happened, the other day, and decided me against a certain lace department:

"I had an important commission to execute for a friend in Muskegon.

than fifteen boxes! Then she declared that she 'must be mistaken, she didn't have it.'

"She rummaged around some more. 'Kinda funny,' she observed, 'that I can't find that lace—nobody's been at this counter on your side of it, and nobody else has been on my side of it but myself since I saw that piece of lace. I guess I'll have to give it up and say the Brownies took it.'

"To state I was provoked puts it mildly—not for myself but for my friend in the neighboring town.

"Try one or two more boxes,' I urged the clerk.

"Well, 'tain't no use—I have went through pretty near all of 'em!' snapped the girl, lapsing into bad grammar in her crossness.

"Just one more,' I pleaded, trying to smile.

"The 'just one more' proved my friend's salvation, for, as the clerk reached for a box from the topmost shelf that was harder for her to reach than the other cartons had been, she knocked the cover off as she pulled it down, when out dropped a blue tissue parcel.

"Oh, there it is!" she exclaimed. "Now why didn't I remember that I did that piece of lace up just this afternoon in that blue piece of tissue so's I'd remember it next time I had a chance to sell it? I run across it just this afternoon—queer I didn't recollect doing it up!"

"Yes, it certainly was queer that any one with half her wits about her could be so stupid, and I felt like saying so.

"But I didn't. I held my tongue until I got out the store, and then I said 'Stupid! Stupid! Stupid!' to make up for holding in before the clerk.

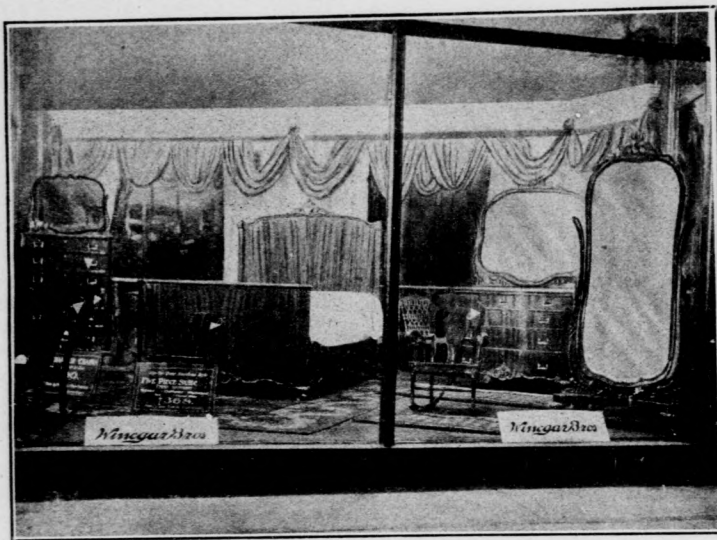
"My Muskegon friend got her coveted scrap of lace, for which I was truly thankful, as I knew how disappointed she would have been without it.

"Did I single out that girl to wait on me again? The next store down the street gets my lace trade now."

J. Jodelle.

A wise woman shows discretion in the selection of things to be left unsaid.

Soft soap usually has much lye in it.



trian, it looks to the curious crowds going by the next morning as if the witches had been at work on the change made in the exhibit of the previous day.

Witches or no witches, the Winegar windows are always interesting. The display space is ample and they have the goods that please the popular fancy.

### Bad Memory Lost Lace Department Good Customer.

Written for the Tradesman.

"I like to have confidence in a person who serves me from behind the counter," remarked a lady to me, the other day, who does considerable shopping for herself and out-of-town buyers in the course of a twelve-month.

Her patronage is valuable to any dealer she may favor with it; and, even if it were not, her ill-will or disapproval would bode no good to the store whose clerk or clerks displeased her, for the lady is rich and powerful. Her word carries weight with her friends and acquaintances in Grand Rapids, and, as to the non-resident women who entrust the selection of their gowns, trimmings,

She had bought the cloth for a dress at Blank's—a dress that, when made up, would stand her in about \$75 all told. I had got the goods for her myself—she left it all to me—and the only trimming the dress was to have was a bit of applique stuff at \$12 a yard. This trimming was composed of separable medallions, and there was left just one of these figures. The clerk wasn't anxious to sell me the remainder; she said it was something she could easily dispose of to fill in for some pointed effect.

"When my friend came to make up her gown in a certain style, her modiste discovered that the panel of lace down the front of the skirt lacked just one medallion of being enough to look well. So my friend sent up to me to get one more to fill the deficiency.

"I hurried to the store for fear the 'missing link' would be gone.

"The clerk said, 'Oh, no, she still had that particular medallion in stock, she saw it just a little while ago.'

"The girl spoke so positively that I was at once relieved of my anxiety. "She pulled down surely no less

## Boost Your Cigar Business

by selling

### Morton House Bouquet

the best high grade cigar on the market today

3 for 25c, \$55 per 1,000

Ten cts. straight, \$70 per 1,000

Handled by all jobbers and by the manufacturers

Geo. H. Seymour & Co.  
Grand Rapids



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

Aurora—John H. Stier will continue the furniture and undertaking business formerly conducted by John H. Stier & Co.

Fort Wayne—W. H. LaTourrette has closed out his stock of groceries and notions.

Hamilton—D. W. Hess is succeeded in the grocery business by Hess & Lautzenhiser.

Helmer—Isaiah Hovarter has contracted for the sale of his general stock of merchandise.

Marion—Thomas & Hall succeed the Marion Drug Co.

Memphis—T. C. Carter & Co. succeeded Jos. J. Hawes, dealer in general merchandise and flour.

Odon—Fred J. Toelle & Co. are succeeded in the general store business by Geo. D. Abraham & Co.

South Bend—Chas. J. Gaskill is succeeded in business by the Central Flour & Fuel Co.

South Bend—The drug business formerly conducted by Woods & Heil will be continued by R. H. Woods in the future.

Union City—Folger & Willis succeed Harry E. Folger in the general store business.

Fort Wayne—A receiver has been appointed for Wm. H. Starke, cigar and news dealer.

Huntington—The creditors of Marshall J. Purviance, who formerly conducted a dry goods store, have filed a petition in bankruptcy.

Ladoga—J. C. Knox has been appointed receiver for the Hoosier Veneer Co.

Windfall—A petition in bankruptcy has been filed by the creditors of Jas. S. Cole, general store dealer.

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

Canal Dover—Price & Miller are succeeded in the dry goods business by Ellsworth Price.

Cleves—Chas. W. Caine will continue the lumber and coal business formerly conducted by Suit & Caine.

Columbus—John W. Chaney is succeeded in the grocery business by Chaney & Burgess.

Columbus—The grocery and meat business formerly conducted by Lynch & Glackin will be continued by J. R. Glackin.

Defiance—L. H. Louys, meat dealer, has discontinued business.

Findlay—J. S. Hutton succeeds Mrs. Mary Hutton in the grocery business.

Highland—W. N. Ross & Co., general store dealers, are succeeded by Savage & Ballard.

McArthur—The hardware business formerly conducted by I. M. Lantz will be continued in future by the Lantz Hardware Co.

Marysville—W. P. Roberts & Son are succeeded by E. F. Brant in the drug business.

Springfield—Wilbur & Bush will continue the business formerly conducted by Barrett's Grocery.

Toledo—The Taylor-Lair Coal Co. is succeeded by the Faxon Coal Co.

Zanesville—Baker & Stanton succeed W. S. Sprague, grocer.

West Jefferson—N. W. Embury

succeeds T. B. Fellows, clothier and dry goods merchant.

Williamston—Pulchan & Swanger have sold their stock of general merchandise.

Zanesville—Lanam & Forsythe are succeeded by Forsythe & Miller in the grocery business.

Cleveland—The creditors of the Wm. L. Otis Co. have filed a petition in bankruptcy and a receiver has been appointed.

**To Establish Standards for Food Products.**

State College, Pa., April 15—The Secretary of Agriculture is authorized, by act of Congress dated June 3, 1902, to establish, in collaboration with the Association of Official Agricultural Chemists and such other experts as he may deem necessary, standards of purity for food products and to determine what are regarded as adulterations therein.

The preliminary standards have been prepared as a basis of suggestion by the committee appointed, representing the Association of Official Agricultural Chemists, commissioned by the Secretary of Agriculture to collaborate with him for the purpose above stated. The schedule for fruit extracts is based upon the U. S. Pharmacopoeia, 1890, and the U. S. Dispensatory, 1895.

It is urged that any criticisms and suggestions offered may be presented before May 1, 1905, in the form of specific amendments with a statement of the reasons for the proposed change. It is desired that the standards now contemplated for these schedules shall be finally reviewed at the meeting of the Committee to be held at the Great Northern Hotel, Chicago, May 29, 1905. Those wishing to appear before the Committee respecting standards for any of these schedules should arrange therefor as early as practicable. Address correspondence to the Chairman of the Committee, State College, Pa.

Wm. Frear, Chairman.

**A Man With a Hobby.**

A man without a hobby is hard to find nowadays. G. J. Johnson, of the G. J. Johnson Cigar Co., has his. His hobby is a \$40 per thousand cigar to be retailed at 5c straight, and \$2.50 per box. Whether his hobby will be a success remains to be seen.

**Mica Axle Grease**

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

**Hand Separator Oil**

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gal. cans.

Standard Oil Co.

# The Sale is Growing

and has nearly doubled since we began advertising the merits of

# Quaker Flour

It is made by the latest processes from the best winter wheat and will stand every test. Its growing sale is proof of its quality. It offers the dealer an opportunity to sell a good article and make a fair profit.

Mail orders to

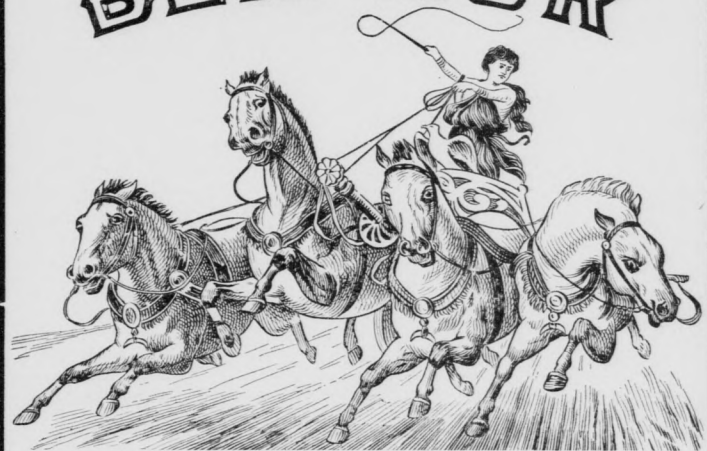
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Distributors

Grand Rapids, Michigan

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

# BEN-HUR



# Cigars

## WORDEN GROCER COMPANY

GRAND RAPIDS, MICH.

Distributors for Western Michigan





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OF BUSINESS MEN.

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Sample copies, 5 cents each.  
Extra copies of current issues, 5 cents;  
of issues a month or more old, 10 cents;  
of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, April 19, 1905

### A SQUARE DEAL.

In these days of radical reform we are hearing more or less from a determined people and a no less determined President that a square deal is the leading requirement of the times and that we are going to have it. Notwithstanding the fact that the earth for successive years has brought forth her increase and that the prosperity attending it has never been greater with all sorts and conditions of men, things earthly are not realizing expected results. In spite of the universal abundance the prosperity is not general. It does not fall alike upon the just and the unjust. The masses are complaining that while their little patches of garden ground are dried up from lack of moisture those on the other side of the wall are fat and flourishing from over abundant showers. There is something wrong somewhere. Chicanery is going on. Let's have a new deal, a square one, and start in again.

It should be noted, however, that the fault does not lie originally in the deal. That part of the game has been squarely attended to. Each has the required number of cards, each has played in his turn and the trick has been taken by the holder of the highest card; and yet the chips for some reason or other are raked in by the same lucky hand until luck becomes sarcasm and the game ends in a "rough house." It isn't in the deal which ten to one has been square enough, but it is the dishonest playing of the smooth-faced scamps that has turned legitimate business into a gambling hell.

The dealing of the leading trust was square enough. Existing conditions were such that by the simple combination of hands—yours and mine against the others—our gains were largely increased. It was only the old story of intelligent organization against the unorganized mob. It was the old Roman legion on the one side and the barbarian Gauls on the other, and Caesar, the master of tactics, came and saw, and conquered. It was the method of playing not the dealing that did the business. Centuries later Napoleon, with the Caesaric genius in him, played the

same masterly game and won. Fate shuffled the cards and dealt them after circumstance had cut, and the result was a changed political Europe; but to this day, long after the winning of the tremendous stakes, history, while condemning heartily the player's inordinate ambition, has not a word to say against his methods of playing. It was a square deal and a square game and the world today, in admiring both, regrets that a personal ambition should have tarnished the reputation of the brightest generalship that that same world has seen.

The early history of the trust repeats in the field of finance what was done in early Gaul and, a hundred years ago, on the plains of civilized Europe. Existing conditions warranted abundant returns to the commercial organizer and that same masterly organizer, making a legitimate use of those conditions, played a legitimate game and won enormous stakes, to the wonder of the looker-on and the admiration, be it acknowledged, of his fellow gamblers; but when later in the game the cheating first and after that the open lawlessness crept in, then it was that the robbed threw down their cards to find that with a square deal the playing had been so outrageously unfair as to make the continuance of the play impossible without resentment.

What happened then needs no relating here. The press of the country for months has been doing its best to tell us all about it and has not yet finished; but shameful as the story is, it strongly confirms the statement that the wrong doing began not with an unfair deal, but with the most shameless cheating that has ever disgraced the most notorious gambling den in christendom or out of it.

If this was the result of a square deal it is easy to see what happened when corruption took the cards. Were they shuffled? Well, they were shuffled according to law! Wasn't the deal, then, square? Why, each player had the required number of cards; but for the man who did not get in on the ground floor; for him who did not know that every card was marked; who in the excitement of the game forgot that there were signs of which he alone was ignorant and that the amount of under-table work was simply appalling, the old story of the journey from Jerusalem to Jericho was repeated without even a priest to look on him and pass by on the other side, or a Samaritan to bind up his wounds and take care of him.

What remains to be done is exactly what the country is doing. There must be a lively getting back to the square deal. It must be carried on above board. The pack must be new and clean. In the white light of publicity the cards must be shuffled and cut and dealt—that first—and then let there be an insistence upon playing that shall be as square as the deal. Much has been done to make this possible. The leading unprincipled gamblers—are there principled ones?—are now well-known and their

methods of playing are thoroughly understood. Laws for square play are already on the statute books and an outraged public are seeing to it that the pals of the gamblers, irrespective of rank or condition, are brought to book as promptly as the gamblers themselves.

One more move is needed and that an important one—the American home must be found standing pat in this effort of regeneration. The boy at the breakfast table and his sister as well must take in with the food they eat that it is a square deal and a square game that finds favor in these United States of America. The stolen dollar and the stolen million stand for stealing and it makes no difference whether either has been obtained by the connivance of a United States senator or the trickery of the poolroom. Once let the home exert its "line upon line, precept upon precept" policy and the nation of homes—exactly what this American Union amounts to—and the dishonest senator or the dishonest judge, if there be any of either, will find that the bribe he has received as a reward for his treason will become as pitiful and contemptible in his sight as the thirty pieces of silver which for two thousand years has been the ignominious sign for betrayal of trust.

At the present writing there is every reason to believe that the square deal is here and is going to stay. That again established, the square play will follow as a matter of course, because, as a matter of course, the awakened public has determined to have that and nothing else. Then if there has been a "golden age" it will again return and the nation renewed will be more than ever the worthy model for the copying world to follow.

### THE KNOCKER.

As a rule your genus homo who is perpetually knocking whatever village or city which happens to be his home town isn't really sincere. His antics are more the result of habit than anything else, and the habit was formed during the vagueness and restlessness of youth and young manhood when everything on earth away from the locality where he is required to stay seems better than that which falls to his lot. The surest antidote for the hammer habit is a year or so of wandering here and there among strange people, strange cities and strange towns, with no credit at hotels, stores and banks and no resources save one's own head and hands.

True, streets seem novel in the strange town, there is a newness of aspect to the store windows, the blocks seem longer and the signs are utterly useless except now and then as reminders of some good old friend, some hospitable place of business at home. There is so much of sameness to electric cars, pavements, hydrants, hitching posts and the like that in these respects one town is practically a counterpart of another; and yet the strange town provides a sort of isolation that breeds indifference. No

one knows or cares about you and the feeling is mutual, so that, almost before he is aware of the fact, he is making comparisons with the intimately known and well remembered features of the home town and is keen for a meeting with some opinionated bigot who will express the conviction that his town is better than your own.

The hammer man, as a rule, is not burdened with statistics as to the town he hails from, but let some citizen of a rival place assert that there is more business done, less of ill health, more available cash capital and all the rest of it in the town he represents than in the hammerer's dear home, and instantly he becomes a walking encyclopedia of facts to disprove the claims. Quite likely the knocker never had a bank account in his life and yet he will quote deposits, loans and discounts glibly and with most emphatic loyalty; he will tell of all the industries in the town and of many that have been dreamed about unsuccessfully, his enthusiasm will become boundless over the public buildings and the residential excellences of the town he came from. In fact, he will go mad, nearly, in his devotion to the place, the people and the prospects which, when he is really at home, he is recklessly and most disloyally belittling.

Of course it is very, very wicked to lie, but the grumbler's lies about his own town (generally delivered before the liar has been elsewhere and has had an opportunity and the inclination to inform himself accurately as to other places), such lies are chargeable to ignorance rather than to the individual, so that when he goes on lying in defense of his own town, the account is in a measure discounted and balanced.

Thus it happens that the traditional knocker works little injury at home and little good abroad. Like the man who is intuitively profane of speech and vulgar in thought, his estimates and comments count for little either way. He becomes simply a nonentity who is endured patiently because there is basic law which says: "Thou shalt not kill."

"Many men appear to think," says a fashionable New York tailor, "that if they wear their trousers turned up there is nothing more that can be done to add to the smartness of their dress. The very reverse is the case. A few seasons ago trousers were first made about an inch longer than necessary in order that they could be worn turned up. It was a silly idea, and like many other ridiculousities in dress it will probably stay with us. But the man of good taste no longer has his trousers made that way, although for clerks, messenger boys and others of that ilk it is good enough. Of course in exceptionally dirty weather it is the right and sensible thing to turn your trousers up, but directly you get indoors they should be turned down."

If vinegar would preserve morals some men are sour enough to save the world.



## STRENGTH OF SILENCE.

## Reticence Necessary in Race for Wealth and Fame.

One of the most obvious lessons in the history of the millionaire class is that it is a handicap to tell your ambition. The development of a great business percolates slowly to the perception of the onlookers. The prospective aim is always a matter of surmise. It is not only the greatest trial of the successful financier to keep out of the limelight, but it has been the lifelong habit of such men to let their work rather than their words speak for them.

"Many a good start is spoiled," says F. D. Underwood, the railway President, "by the starter professing his ambition."

There are two principles underlying the truth of this statement. The first is the hampering effect of publicity, and the other, the more important of the two, is that men who have succeeded have been so full of their aim and its execution that they have had neither time nor energy to spare in talking about it. This is a test which any beginner may apply to the strength and probable success of his own ambition.

When President Vreeland was working as a brakeman on the early morning train to Hempstead on the Long Island road, an old hand said to him one day. "Well, I suppose you think your fortune is made now that you have gotten up as far as brakeman. You'll keep this job four or five years and then they will make you a conductor, and you will stay there for the rest of your life unless you are discharged or resign."

Vreeland answered angrily: "You don't suppose that I am going to be satisfied with being a conductor, do you? I am going to be president of a road some day." The old fellow thought he had a great joke. He told the story around, and many were the times that the word president was slyly placed before Vreeland's name when he received official packages and instructions.

Although this was a slip rather than a habit, it had annoying consequences. That it did not prove anything more than a slight hindrance to the young man in his wonderful course of promotions was due to the fact that further talk about his ambition was precluded by the constant and strenuous efforts he was making to attain it.

"Nothing was ever gained by idle talk," said William E. Corey, the President of the Steel Trust. The remark is an epitome of the whole matter and is also the key to the character and success of the man who made it. When he was a boy he was educated in the public schools at Braddock. This lasted for only a short time, as he soon took a position in the Edgar Thomson steel works. While here he took an evening course in the Pittsburg business college. He learned the theory of commercial work, and at the same time studied chemistry at home until he had mastered that also.

He was 16 when he secured a po-

sition in the laboratory of the Carnegie Steel Company. His work attracted attention and he soon was sent to the order department. His work kept telling and he was appointed superintendent of the plate mill when he was 21.

He was next put over the armor plate department. Here he introduced a new reworking process highly valued by ordnance engineers. He then succeeded Schwab as superintendent of the Homestead steel works. Subsequently he was promoted to the presidency of the Carnegie Steel Company. All this time he has been too busy to talk of his ambitions, his work, or himself. When he first came to New York and was approached by a reporter he said:

"I won't give anything for a personal sketch of myself. I hope you won't write anything at all, but if you do, just say anything you please, but don't quote me. It is not my policy to talk much, and out in Pittsburg all the newspaper boys who were my friends understood this and let me alone." There has been no waste of energy here. Everything he has done has told.

So silent was the rise of Jacob Schiff that the first public evidence of his authoritative position was not seen until as late as 1901. It was during the distressing panic of that year that Edward H. Harriman appealed to him for funds to buy the Northern Pacific away from Hill and Morgan. It is doubtful if there was any other banker in New York to whom he could have turned. It is believed that there was no other man in New York who would have been able to provide the money and the credit.

And yet this man who had behind him the unmatched resources of the great bankers of Frankfurt and much of the money capital of Holland and Germany had not been taken into account by the world generally and was known chiefly as a man of extremely taciturn habits. He never spoke for publication, and the result was that he electrified his audience when he arose and made the masterly address before the chamber of commerce which has since become a classic upon the currency question.

At the time the conviction was strong in every man's mind who saw him that the emergency must have been a great one and the impulse irresistible or Mr. Schiff would never have left his seat but would have listened with his usual unreadable face to the opinions of others.

Thomas F. Walsh studied the possibilities of mining and had come to believe in the richness of the ores at high altitudes years before he had an opportunity to become a practical miner. He did not take anybody into his confidence, but all the time he was watching the results of experiments, for the most part futile, which were being made on the mountain tops.

After many years he acquired property and money by running a hotel at Leadville and saw a chance to put his plan into execution. Experts warned him that success was not pos-

sible at high altitudes. Already fortunes had been squandered on similar attempts. Avalanches and snow slides would invariably sweep away houses and machinery and fill up shafts and mines. Walsh, however, had been studying his subject all the time he had been running the inn at Leadville.

How far his methods were removed from the idea of accident may be seen from the fact that over 400 assays were made from the "dumps" which were the result of work done on properties by others many years before, at a time when silver and lead were being mined, and the presence of gold was never suspected.

His final reward from that discarded heap was an amount of gold which provided means for a complete development of those Camp Bird mines which stand to-day as an enduring tribute to the years of study.

The reticence of Rockefeller has become a proverb. From the time he was a boy he seems to have been a thinker and a doer rather than a talker. The nearest he ever came to a prophecy of his future was in a remark to a young companion, a farm boy like himself: "I would like to own all the land in this valley as far as I can see," he said. "I sometimes dream of wealth and power. Do you think we shall ever be worth \$100,000, you and I?"

If his ambitions had not already taken definite shape at this time, there is little doubt that they had soon after, when the family moved to Cleveland. "It was my first experience in a city," he said, "and the experience of the years which followed I shall never forget. I not only got my first office down there and gained my first insight into business methods but I got an idea of what a great place the world really is. I had a great deal of ambition and I saw that if I expected to accomplish anything I would have to work very, very hard."

That he would have to work very, very hard was the only part of his ambition expressed even at that early date by the man to whose favor silence has always proved the greatest passport.

"Tell me something about Rockefeller. What are his personal habits?" was the question put to a de-

partment head in one of the Standard Oil offices.

"I know nothing about him," was the reply. "I have worked here as a manager of a department for five years, but I have never set eyes on Mr. Rockefeller. No one is allowed to speak of him, so I don't know a thing about him."

It is a well known fact that a remark to an outsider about the most trivial detail connected with either Rockefeller business affairs or personalities by an employe is equivalent to resigning a position.

The partners of Rockefeller only know the least possible amount of his whole plan, of which he gives to each one of them portions to work out. Often what appears to be madness to many of the men concerned is but a part of the plan for a time far into the future. The faith in the almost omnipotent qualities of the "silent czar," however, is so great that a doubt probably does not exist, and is still less apt to be expressed, in the minds of his lieutenants.

The plan of silence which shall extend to the most remote parts of the house is a noticeable one among the most successful corporations. It was the policy of the Carnegie reign and has remained a part of the working of the Pittsburg industries.

Not a few of the employes who have risen to be millionaires under the guidance of Mr. Carnegie got their first chance because of having achieved a reputation of being close mouthed. H. P. Bope was selected by Mr. Carnegie to be the company's first stenographer because he had a keen, clean appearance and had the reputation of being extremely reticent. In this position he came into close contact with Mr. Carnegie, and his remarkable ability to guard business secrets gave him his great opportunity, which has yielded him a fortune of over \$3,000,000.

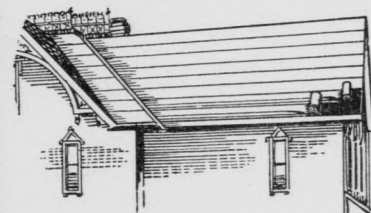
G. R. Clarke.

## She Considered It Necessary.

The Actor—And you have decided to apply for a divorce?

The Actress—Oh, yes. It isn't that I've had any trouble with my husband, but I'm so devoted to my art!

The power of the press is now being utilized in the cidermaking districts.



Torpedo Ready Roofing for House Tops

**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.

## Guaranteed

And fully protected is the customer who uses

**H. M. R. Brand**

**Torpedo Ready Roofing**

Has thoroughly demonstrated it is the



## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Cotton Fabrics**—The present is in some respects one of the most peculiar seasons ever known in the cotton goods trade. For once there is no craze for any particular style of summer goods and there are no present indications of any fads striking the market during the summer. March was a good month in all the heavier lines, percales and fancy ginghams selling remarkably well, and April has opened with a good trade in lighter wash goods in an endless variety of prints and markings. The manufacturers are watching the new departure of one or two large print works in placing large advertisements in the magazines, detailing the merits of their particular lines and the effect of this advertising campaign is being felt materially at this season, in creating a firm demand for certain lines advertised, that might be slow sellers otherwise. This is particularly so with mohair lustre and Grecian voile. This particular weave is brought out by numerous mills, but one in particular is placing the merits of the goods before the ladies of the land in magazine advertisements, and retailers are receiving many orders for the goods, which the jobber must carry to meet the requirements of his customers. Other than the particular brands that are being advertised are meeting with slow sales, the trade taking up the lighter goods, such as muslins and dimities, which are selling well. The retailers have no stock, the uncertainty of the cotton staple causing such uneasiness in retail dealers' minds that they ran out their stocks and were afraid to replenish except as demands made it imperative. This will mean an additional call for summer stocks, which the jobbers are prepared to furnish on short notice. The staple has reached a low mark and is advancing, so that the feeling that prices may go lower has disappeared and the scramble comes to get in stocks before any further advances are made. Gray goods have advanced  $\frac{1}{8}$ @ $\frac{1}{4}$ c per yard.

**Cotton Underwear**—Manufacturers are attending more to what business they have on hand than to what business there is in sight. All or very nearly all the initial orders on heavy-weights are in the hands of the mill men and the only business that is being done now in primary channels consists of small filling in orders here and there. While outside appearances denote a very quiet state of affairs in selling offices, the market is in a better condition than has been experienced for some time. The situation is in producers' favor and buyers are beginning to fall in line in acknowledgment of this. From the talk in the trade and the market conditions noted, it would not be surprising if a general advance was made

in all lines in the next few weeks. In fact, knitters could make this advance at the present time and jobbers would be obliged to accept the same. Buyers know that an advance of no mean proportion will be made in the near future and where they can anticipate their wants they are doing so as rapidly as possible.

**Cotton Hosiery**—Considerable business has come forward in both heavy and light goods during the week, notwithstanding the fact that the mills have their productions well taken care of. In heavy goods quite a number of jobbers bought very freely; their purchases of underwear were made some weeks ago. The hosiery end of the business is in a better sold-up condition than is the case with the underwear end. Women's fleeces are the feature of the heavy end and the market is pretty well cleaned out. Cheap heavy half hose is also in good shape. More interest is being taken in the jobbing end than in the manufacturing end. Jobbers' representatives are on the road for the second time with heavy goods and the business received is said to be very large. As to the prospects for higher values, everything looks very promising for the manufacturer. The jobber is taking into consideration the steady advances that are being made in yarn values and he is beginning to suspect that higher goods values are a certainty. For that reason he is buying as freely as has been stated. The late reorders on spring and summer goods are a reflection of the large demands for the lines that are wanted. Women's laces, plain and lace tans and whites, are well cleaned out of jobbing hands and the same can be said of embroidered half hose.

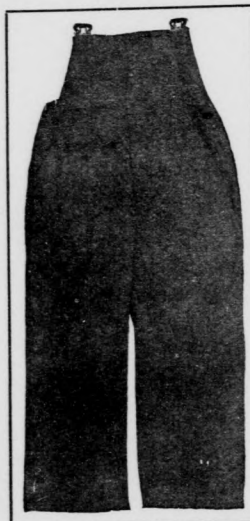
**Carpets**—The carpet market continues along the same lines as the previous week. Mills are working on late filling-in orders and are getting ready to make sample pieces for the new season, which opens in May. On the whole the present carpet season has been a decided failure as far as profits have been concerned and the amount of business done as well, and the prospects for the next season are not so overbright. On certain lines of carpets mills have managed to get out about whole and these particular lines have been body Brussels and Axminsters. Body Brussels ought to be one of the leaders for next season, if there will be such a thing as a leader then. The rug trade, it is believed, will be active well up into the fall and mills will continue to run full during the changing over period.

#### Just As He Thought.

A small boy was reciting in a geography class. The teacher was trying to teach him the points of the compass. She explained: "On your right is the south, your left the north, and in front of you is the east. Now, what is behind you?"

The boy studied for a moment, then puckered up his face and bawled: "I knew it. I told ma you'd see that patch in my pants."

## OVERALLS



Our overalls are made right, fit right, look right and our prices are right.

We have them for boys, youths and men in blue, black and blue and white striped.

At from \$2.25 to \$7.00 per dozen, put up in dozen lots assorted sizes. Try a dozen and be convinced.

**P. STEKETEE & SONS, Grand Rapids, Mich.**  
Wholesale Dry Goods

## Retails at 50 Cents



100

Dozens a Day

on this

One

Number

GET YOUR ORDER IN

**PURITAN CORSET CO.**

**KALAMAZOO, MICH.**



# New Officers of the Kalamazoo Board of Trade.

Kalamazoo, April 18—When the Kalamazoo Board of Trade was organized a year ago it was confronted by a considerable sentiment of doubt and not a little opposition to boom methods which, it was predicted, would be employed. The first year's record has been made. There has not been even the hint of boom practices. Five new industries have been established in the city during the year, various local projects have been assisted, the rooms of the organization—regularly occupied gratis by four other business organizations—have become a popular rendezvous for business men and, with all of this, there has been a distinct development of business harmony and co-ordinate effort in behalf of the entire city as an entity, that is very gratifying and encouraging.

John J. Knight, the new President of the Board, is most distinctively a self-made man of fine business ability and unquestionably broad, liberal views, who has great faith in and absolute loyalty to the city. He is Vice-President of the Kalamazoo Gas Co., Secretary and Treasurer of the General Gas Light Co. (manufacturer of gas arc lamps), Treasurer of the Merchants' Publishing Co., is prominently identified with various banking institutions and is President of the Board of Police and Fire Commissioners. Sincere in his convictions and with courage to voice and work for them, he is also a rustler and will, doubtless, add greatly to the strength and effectiveness of the organization of which he is the new leader.

Samuel Folz, the First Vice-President, is an energetic, broad-minded, hustling merchant, who has built up one of the largest clothing establishments in Southwestern Michigan and who is on the alert and most generous in effort for the general good of the city. Of superior business qualifications and beyond question a successful man, he is also an ex-mayor of the city, President of the Society for the Prevention of Cruelty to Children and Animals and is identified with various financial and industrial institutions.

A. K. Edwards, Second Vice-President, is President of the Edwards & Chamberlain Hardware Co. and a model of business ability and excellence. A resident of the city since his childhood and the descendant of one of the leading pioneer families of Michigan, his loyalty to Kalamazoo is beyond question, while his energy, generosity and best judgment are ever at the command of any tangible, legitimate proposition calculated to result in benefit to Kalamazoo.

F. G. Dewey, Treasurer, is Assistant Cashier of the Kalamazoo Savings Bank and Secretary of the Kalamazoo Trust Co. In financial affairs he is recognized as an authority, while his interest in and loyalty to the best interests of Kalamazoo are deep, strong and effective.

The gentlemen elected to the di-

rectorate are leading business men of high standing, so that the prospects of the Kalamazoo Board of Trade for the coming year are most encouraging.

## How To Use Humor.

Happy is the man who has an ever ready fund of funny stories—if he only knows how to use them; otherwise he is an abomination. Nothing is better for relieving a strained situation caused by the blundering or want of tact in another than the laugh caused by some impersonal little story that harms no one. Often, too, it is the easiest refuge for the merchant who is questioned for an opinion upon some topic he prefers to remain neutral on; a political campaign, a religious discussion or possibly a neighborhood quarrel. Many an unwelcome question has been answered in this way and where a sober answer would seem certain to give offense to one side or the other of the controversy, the funny story, if new and funny enough, may not only relieve the situation for the party questioned but in the laugh the controversy itself may be forgotten by the principals.

In resorting to this method, however, it is well not to select such a story as will bring a laugh upon either of the disputing parties or seemingly ridicule the subject of the discussion. Rather have it, if possible, throw the laugh upon yourself as a non-participant.



## Merchants, Hearken

We are business builders and money getters. We are experienced. We succeed without the use of hot air. We don't slaughter prices. If we can't make you reasonable profits, we don't want your sale. No company in our line can supply better references. We can convert your stock, including stickers, into cash without loss. Everything treated confidentially.

Note our two places of business, and address us

## RAPID SALES CO.

609-175 Dearborn St., Chicago, Ill.  
Or 1071 Belmont St., Portland, Oregon.



We face you with facts and clean-cut educated gentlemen who are salesmen of good habits. Experienced in all branches of the profession. Will conduct any kind of sale, but earnestly advise one of our "New Idea" sales, independent of auction, to center trade and boom business at a profit, or entire series to get out of business at cost.

## G. E. STEVENS & CO.

209 State St., Suite 1114, Chicago.  
N. B. You may become interested in a 300-page book by Stevens, entitled "Wicked City," story of merchant's siege with bandits. If so, merely send us your name and we will write you regarding it when ready for distribution.

## Cash Paid for Stocks

Write to Us

All Communications

Strictly Confidential

N. S. Dryfoos

2116 Glenwood Ave. Toledo, O.

# "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

## CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

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

## Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago

## GRAND RAPIDS

## FIRE INSURANCE AGENCY

W. FRED MCBAIN, President

Grand Rapids, Mich.

The Leading Agency

## RUGS

FROM OLD CARPETS

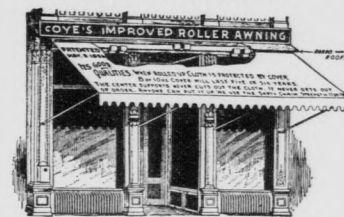
## THE SANITARY KIND

We have established a branch factory at Sault Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent being in our employ (turn them down). Write direct to us at either Petoskey or the Soo. A booklet mailed on request.

Petoskey Rug M'fg. & Carpet Co Ltd.  
Petoskey, Mich.

## 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.

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





### Some Styles Which Will Probably Prevail.

There is always more or less speculation at the beginning of the new year as to the probable styles, which makes it more or less difficult, both for the manufacturer as well as the retailer, to know what to advocate and what to order. With the advent of spring, which may be said to commence at the beginning of April, this uncertainty has pretty well ceased to exist; and as the early purchases have not been large—in fact, it may be said that cautiousness has been the feature this year—no very important mistakes have been made up to this period. Large shapes—that is, in the way of four-in-hands—have predominated and are still much worn, but from now on there will be a gradual change to more medium sizes.

Good dressers generally have a leaning toward good-sized shapes up to the time when waistcoats are dispensed with, and it is not likely that very narrow shapes will become popular even then. The best selling shapes during the winter have been  $2\frac{1}{2}$  and  $2\frac{3}{4}$ -inch four-in-hands, and men seem to like them. One reason for this is that conservative effects have had a great run, and it stands to reason that when colors and combinations are on the quiet order a man can afford to show more scarf than when the effects are more pronounced. There probably has never been a season when everything in the plain order has been so universally worn as during the last six months. Large figures, pronounced color combinations, and startling ideas were slow to sell, and only the sporting element seemed to indulge in them.

The tendency now is toward  $1\frac{3}{4}$ , 2 and  $2\frac{1}{4}$ -inch four-in-hands in all the popular and  $2\frac{1}{2}$ -inch in the high-class qualities. There seems to be not the slightest indication to return to the "dinky" things, for which nearly everyone in the business is thankful. Consumers have discovered that the "French" four-in-hand makes a more graceful knot than the reversible, and the demand for this shape has, therefore, largely increased, and the latter is seldom enquired for in anything wider than two inches.

The tendency for an increased sale of wing collars continues, although during the warm weather months turn-over collars will be much worn; but neckwear is purchased with the idea that it must suit all standing collars, which is probably one reason why all "dinky" shapes are not wanted.

The market is prolific in novelties suitable for Easter trade and the summer season. Plain colors in silk are shown in new and novel weaves. The crimp effects are specially attractive. They have every appearance of crepe and yet are firm in texture. In addition to the conventional dark col-

ors the medium and light tints are shown, such as fawn, reseda, sage, soft tan, French grey, gold brown, Quaker grey, ivory, pale lilac and pale blue.

As a novelty the Japanese weaves are shown. The texture is rough and shaggy and looks decidedly foreign. These "Shikiis" are seen in odd medium tints, Oriental effects, plain, with medium figures and with diagonal serpentine stripes—50 cent articles and are shown in liberal shapes.

Crepes are having a fine run. The foreign goods are particularly attractive. They are shown in plain colors, such as seal, gold brown, tan, cadet and Yale blue, navy, cochineal, reseda, myrtle, black and white, and the same colors with medium self figures and small rings. There also is white with modest medium Swivel figures in colors. Altogether this line is decidedly attractive and makes ideal summer neckwear.

Since the break in foulards, misnamed "rumchunda," two years ago, for which there was no earthly reason or excuse, inasmuch as it was practically the only silk, with the possible exception of Louisines in checks and plaids and stripes, available and desirable for men's summer neckwear, manufacturers have been at their wits' ends how to treat this branch of the business, which was, up to that time, running satisfactorily and profitably; and it would seem that when men are deliberately doing things to hamper legitimate business, making it impossible to make a fine profit, they should get out of it. Foulards can be bought now at \$3.50 and \$3.75 for 2-inch reversible four-in-hands; and unless they are mixed with domestic goods there is no profit in it. However, many merchants prefer to pay \$4.50 for a genuine first-class article, feeling secure in the knowledge that their patrons will feel satisfied. Several new weaves in foulards are shown and sold at old-time prices, and the business done is very satisfactory.—Clothier and Furnisher.

### Can Be a Howling Swell for Five Dollars.

The case of society against the young man who makes fifteen dollars a week has attracted the attention not only of the geniuses who write letters to the Sun, but also of the 200 or more gentry who daily rent evening clothes to such as wish to shine and have not fine raiment of their own.

Not all of these 200 depend entirely on the social moths and flame for their livelihood. Many of them do an ordinary tailoring business as well, but they all confess that the yearning for the spiketail coat, or the more comfortable dinner coat, alias Tuxedo, is the source of the easiest money they get. That is why they are pleased by the agitation for the observance of fashionable rules among men and annoyed by the argument that manners, not clothes, make the man.

You will find most of these shops in Second, Third and Sixth avenues. They run largely to blue signs, which

bear the picture, in white or yellow, of an immaculate gent—no other words describes him—who is duly caparisoned for a night of social revelry. He invariably has a long, beautiful mustache, pointed shoes and a diamond stud whose rays reach near and far.

Some of the places where evening suits can be rented are more conservative, but they are not the ones which do the brisk, popular business. They cater to persons who trade on the sneak, not to those who march proudly up dingy stairs, wishing the whole world could know that they are about to hire a sartorial lodging for the night.

As in all other lines of business, prices vary. It all depends on how beautiful one wishes to look. You can obey conventionality for \$1.50 for the night, or you can blow yourself and, with the expenditure of \$5, be the glossiest, smoothest, slickest person at the events in Tammany, New Irving, Arlington, Webster or Everett Hall.

The place which does the biggest business in renting evening clothes is in Canal street not far from Allen street. It has the reputation among its patrons of being able to fit out a thousand men every night, but it is likely that a rush of 300 society swells would tax its ability.

It has four rooms on the second floor. The walls are lined with shelves and the shelves are full of big pasteboard boxes, marked "40 stout," "36 medium," and so on. There the standard price is \$1.50, but if you want something a bit extra you can go up to \$5.

The patron enters, and, if he is not very familiar to the clerks, they take his chest and leg measurement. That is all that is needed. They fit a coat to him, find a pair of trousers of the proper length and ascertain whether the trousers will button around his waist. It is always easy to find a waistcoat of the size desired.

He can take his choice as to full dress or Tuxedo. Of late years the East Side has taken a decided fancy to the dinner coat because, as one of the renters explained the other day, "it don't seem so foolish." Another point in its favor is that the length does not matter so much in a Tuxedo as it does in a tail coat.

The next enquiry is as to whether the customer has shirt, studs, cuff links, shoes and hat. He usually has the shirt, but if he has not, the shop is ready to supply it. That costs from 25 to 50 cents, including the proper collar.

The studs are 25 cents, which seems more exorbitant, considering that they will not show wear and tear. The rental for a white tie is 15 cents. Shoe rent is 50 cents, and the use of the silk or opera hat costs the same.

Thus it is seen that if the patron selects the least expensive suit and has to take the entire outfit the cost is \$3.05, but the outfitter will throw off the nickel.

If it is late afternoon or early evening the customer will don the rented togs in a dressing room, provided for the purpose and sally forth to the

ball, leaving his own clothing until his return the next day. If it is too early for even the East Side to dress up he will leave his address and the evening clothes will be at his door in plenty of time.

In the first case he returns the rented suit and gets his every-days. In the second case a boy calls for the dress-ups the next afternoon.

"How do your customers treat the suits?" a Third avenue suit-lord was asked.

"Usually pretty well, but sometimes they roll in the gutter with them. It's a risk that goes with the business. We can't collect anything extra for mud. The best we can do is to sponge and dress the suit and get it ready for the next comer. The suits constantly deteriorate in value, but we get a profit."

"Where do you get the clothes you rent?"

"Some are second hand, some ready made, some misfits, some we make ourselves. You see, most of us are merchant tailors and we can supply our own demands."

"The suits cost from \$10 to \$40."

If we can make a \$20 suit do duty seventy times at \$1.50 for every trip, there is a profit of \$85, minus the interest and with the chance that some fellow will tear it to pieces in a fight or wallow in the street with it. The proportion is about the same on other grades of full dress suits.

"We get the hats in the same way, but they come cheaper, for when a swell dresser gets tired of his silk hat or his opera hat the old clothes man buys it for a song, and we get it cheap from him and fix it up. It's easier to fix up an old hat than an old suit."

The keepers of the larger shops said that they did a fair business in frock suits.

"Folks who are broke and want to be stylish have to get frock suits for afternoon weddings. The charge for these is about the same as for evening clothes. The frocks seem to last longer. I suppose it is because there is less booze at afternoon affairs than at the evening blowouts."

Many of the places which rent evening suits do not handle shirts, shoes or hats, but they all have studs and ties. When a customer insists on being shod or shirted he gets the card of some place which will fix him out at a cheap sale price.

A young man lately from the annual ball of the Amalgamated Cheese Carvers' Association, creeping blear-eyed into the shop of the dress suit renter, is a familiar sight on the East Side all winter.

"Our season is limited," one of the suit shopkeepers said. "It lasts from election until Easter. You can't get the East Side to wear dress clothes in warm weather. And other folks very rarely rent a suit."—New York Sun.

### The Ballad of the Ice.

A little dish of broken ice  
Lay basking in the sun,  
It's owner had forgotten it  
Before her work was done;  
But when she went to get the ice  
And bring it in to tea,  
She found the ice was not what it  
Had been cracked up to be.



## "Clothes

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

## of Quality"

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 line of successes 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 1877

## 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.



### Preparations for the Spring and Autumn Trades.

Preparations upon the most ambitious scale yet attempted are under way for autumn. Salesmen will, in some instances, be despatched later than usual, but as a compensation will carry larger and more diversified lines than before. The hardest nut for the clothing manufacturer to crack is how to keep in intimate touch with the changes in fashion and yet be able to make up his goods months in advance, as conditions force him. Every far-sighted maker and every intelligent dealer recognize that the trade most worth the winning is the trade of the young man. He is a stickler for the niceties of dress and at him all efforts to build an enduring custom must be aimed. The sturdiest cloth and the most conscientious workmanship count for little with the young man; he wants style and is even willing to sacrifice other things for the sake of modishness of cut. The most signal successes won by clothing manufacturers have been won by houses which recognize that style lies at the root of clothes-making and that the man to be pleased is the young man. Other trade will come to a shop anyway—the young man's trade will only come by making style the foremost consideration. Style and style first is the weighty lever of trade.

Spring has brought some surprises, including a sudden and spirited enquiry for youths' double-breasted suits that not every maker has been in a position to supply on short notice. Another development worthy of note is the reappearance in the medium class trade of khaki and corduroy trousers for wear with double-breasted blue serge jackets. The last named demand is not to be wondered at when one considers the leaning toward athleticism which has for several years pervaded every department of men's dress. The spring business of retailers suffered during March from cold weather, but the lateness of Easter this year will help to equalize matters. In boys' clothes, launderable fabrics of every class, especially linens, galateas, piques and chambrays are in very brisk request. Sailor and Russian suits in fancy cheviots, homespun and serges; reefers in serges, cheviots and covert cloths and Norfolks with bloomer trousers are favorites. The upward trend in the trade is not limited to men's clothes but is just as apparent in boys'. The boys' departments that are truly successful are those which sell the best goods it is humanly possible to make. No other policy avails in building an enduring business. When this is generally recognized there will be fewer complaints that "the boys' department doesn't pay." Such complaints are due to faulty methods.

The climbing cost of woollens and making of clothes, as we have already said, necessitates either higher prices for garments or the use of cotton mixed fabrics to offset the increased expense. It is creditable to the judgment of the best manufacturers that they have withstood

the temptation to cheapen their productions by employing cotton mixtures of any kind for autumn, and it will show equal level-headedness on the part of retailers if they refuse to buy any but woolen garments. The only remaining alternative is to ask higher prices of the consumer, and these can easily be obtained if the right measures are used to explain the situation to customers. The American is perfectly willing to pay for the best if he knows he is getting it. An appeal made on the basis of quality never falls upon heedless ears in the long run.

An interesting feature of trade conditions—more interesting this season than ever before—is the great quantity of advertising matter put forth not only by the large clothing manufacturers, but also by the smaller ones. This embraces fashion figures, newspaper advertisements, magazine announcements, street-car cards, prize-story contests and a dozen more ways of reaching the consumer, all aimed at creating trade for the retailer. The enormous volume of such literature sent through the mails has a self-defeating element, in that the consumer gets so much of it that the one neutralizes the effect of the other. It is beyond dispute that the idea of stimulating public interest in clothes is a good one, and that it is of real help to the retailer, but the sameness of most of the matter, even although the work be excellent, is something of a drawback. Even the personal letter has been done to death.—Haberdasher.

### For Men Only.

Leading a woman to the altar is usually a man's last act of leadership.

Women, cats and birds are the creatures that spend most time on their toilets.

Troubles of married life never come singly; they usually have a mother-in-law attached.

It is always safe to tell a woman how much you love her, even if she knows you don't.

"A fool and his freedom are soon parted," remarked the bachelor upon hearing of the marriage of another friend.

When women love us they forgive us everything, even our crimes; when they do not love us, they give us credit for nothing, not even our virtues.

When a man talks too much his wife pulls at his coat for him to sit down, and it is not until he has lost her, and he makes a fool of himself, that the world recognizes how much of his past good record was due to this coat-tail censor.

### AUTOMOBILE BARGAINS

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

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

### 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.

## Hermanwile Guaranteed Clothing For Fall, 1905

Has all the  
improvements  
which a  
thorough  
reorganization  
made  
room for.



Quality,  
price  
and  
advertising  
are  
equally  
attractive  
features.

UNION MADE

The Best  
MEDIUM-PRICE CLOTHING  
in the United States.

**Herman Wile & Co.**  
Buffalo, N. Y.

MACKINAW SEASON, 1905

**BLUE LINE**

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

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



### Style Tendencies in Little Folks' Wearables.

Realization of hopes entertained of spring will expand the first half of the year's business to proportions surpassing all previous records. The words "big business" but inadequately describe accomplishments already attained, and the most available substitute sufficiently expressive of the clothing man's exulting gratification is "enormous business." It is quite generally used by the retail man in an explanatory sense when he talks of what he has already done in wash suits, in worsteds and in woolens. In a previous report it was stated that the retailer was making every effort to have the record of the past month compare favorably with his Easter business of a year ago. In many instances he has achieved that which his superiors considered impossible, and whose doubt incited the efforts resulting so happily for all concerned. Now April comes in big with promise as an Easter month and every energy is bent to overtop what has gone before. With such favorable weather as this season of the year brings to the merchant, April should be, in sales, the record month of the year.

It does not often fall to the lot of the juvenile clothing people to crowd as much business into two weeks as was done within the fortnight in reefers, top coats and rain coats. In fact, when the sales of overgarments for young folks becomes so large a part of the juvenile retail trade it is proof positive that American parents give first consideration to the proper clothing of their offspring. And it is a praiseworthy tribute to the excellence of the product of our manufacturers that retail clothiers unanimously declare it to be their belief that nowhere upon this great round globe will children be found so well dressed and comfortably appareled as in the United States.

That juvenile fashions have seldom, if ever, excelled in beauty and popularity the present Russian and blouse waist styles is fully attested by the increasing demand, which this season keeps these styles so prominently to the front. It is naturally to be expected that in this, the warmer season, there will be more sailor collar styles sold than there is call for in the autumn. Improvement is already noticeable in retail circles. A favorite in the sailor collar models is shown in the Russian blouse. The collar proper is white, while the creased foreparts are of the suit material. The suit is a gray mohair or sicilian, a fabric which has already exceeded, in point of sales, the excellent record it made last year.

Previous mention was made in these reports of a noticeable tendency to revive the vestee suit for boys. We notice one with trousers and jacket of gray cloth trimmed with black braid, and the full vest is of white pique.

Norfolk suits, in ages from 8 to 16 years, are selling as two to one. The style, however, has not been enquired for in larger sizes, and perhaps will meet with no request before

hot weather, when it may come more to the front in two-piece suits for recreation and sporting wear.

The present immense popularity enjoyed by the Norfolk in boys' sizes fixes it as an established fall style. It borders quite on the fancy, considering the flapped and buttoning breast pocket, the cuffs on the sleeve and two-button effect. There is but one broad double-center pleat down the back.

Next winter juniors will wear coats of bear cloth, a rough, shaggy fabric not unlike in appearance the bear fur from which it gets its name; also short coats with fur collars and cuffs. Fur trimmed garments will also be shown in advance winter sample lines for boys. In fact, the indications are that the winter will introduce fur garments for all ages in greater variety than ever before.

So popular have bloomer breeches become that they are called for in retail departments with double-breasted coats.

A prominent retail concern is putting out as a special boys' middy suit of blue denim, piped with red, and a sailor hat to match, at one dollar for the outfit.—Apparel Gazette.

### Giving the Customer a Show.

A well arranged show-case is an illustrated catalogue, of which the display in the window is the cover. The latter may be unique through some original design or an artistic effect or just through a good, businesslike arrangement, so long as it is attractive in some way. Its purpose is really to catch the eye and awaken interest in what is inside.

With internal arrangements it is different. Here almost any feature that would be of service in the printed catalogue, in the line of classification for ready reference, may be made use of to advantage. The general effect should be pleasing, it is true, but in the place where the actual business is done the most pleasing effect is that which renders the desired line of goods the most available for the inspection of the purchaser.

Frequently the purchasing idea is still too vague for the customer to feel warranted in expressing it; at the same time he is sufficiently interested to appreciate the chance to do a little quiet inspecting on his own hook. If, after some trifling purchase he can walk about the store and see a classified display of the coveted article as convenient to all his senses as the printed catalogue is to his eye, it frequently happens that an interested listener to the salesman's story is secured where least expected. It is always a safe rule to make it as easy as possible for the visitor to help himself to information. A man always likes better to talk about something he understands than something he does not.

### Destructive To Ideals.

"What became of your ideal?"

"I lost her forever!"

"Did she die?"

"No, I married her."

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

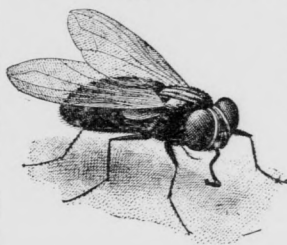
### Special Leaders

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

Write for Samples



## "Tanglefoot" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

Tanglefoot is Sanitary  
Ask for Tanglefoot

Profit? Over 120 per cent. to you.

## Alabastine Your Walls

Alabastine produces exquisitely beautiful effects on walls and ceilings. Easy to apply, simply mix with cold water. **Better than kalsomine, paint or wall paper.** It is not a kalsomine, it is a sanitary, permanent, cement coating, which hardens on the walls, destroying disease germs and vermin, never rubbing or scaling. Kalsomines mixed with either hot or cold water soon rub and scale off, spoiling walls, clothing and furniture. They contain glue, which decays and nourishes the germs of deadly disease.

If your druggist or hardware dealer will not get **Alabastine**, refuse substitutes and imitations and order of us. Send for free samples of tints and information about decorating.

ALABASTINE COMPANY  
Grand Rapids, Mich.

### You Can Make Gas

100 Candle Power  
Strong at

15c a Month

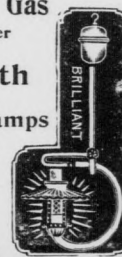
by using our

Brilliant Gas Lamps

We guarantee every lamp

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

Brilliant Gas Lamp Co.  
42 State St., Chicago



BUY OF YOUR JOBBER

ONLY

\$3.75

WARRANTED

ACCURATE

WEIGHS

2 LBS.

BY 2 OZS.

BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

"IMPERIAL"

COMPUTING SCALE

SAVES TIME & MONEY

COMPUTES COST OF

CANDY FROM 5¢ TO

60 CENTS PER LB.

BEAUTIFULLY NICKEL

PLATED THROUGHOUT



## MEET THE DEMAND.

## Why the Call for Goods Should Be Anticipated.

It was on the floor of the House of Representatives a number of years ago. An able member had made a speech of some few hours' duration in favor of an inter-ocean canal. As he sat down, another able member grunted once, snorted twice and struggled to his feet. "Mr. Speaker," he said in weary tones, "Mr. Speaker, there don't seem to be any call for this here canal as far as I can see." A young man wearing a naval uniform who had been sitting in the gallery got up and walked out.

It was some years later. A war with a country called Spain was on. An iron battleship, weighing several hundred thousand tons, more or less, and burning several scores of wagon-loads of coal a minute, more or less, was tearing down the western coast of the American continent at the rate of forty miles an hour—more or less. It was a boat called the "Oregon." In the neighborhood of 10 degrees north latitude a man wearing a naval uniform went up on the bridge of the vessel. He looked a good deal like the other man referred to, only older. He was known as Captain Ciark. Once on the bridge, he turned to his left and gazed away across a strip of land in meditative manner for two or three minutes. "Yes," he said abstractedly, speaking to himself, "yes, that blue line over there is the Atlantic Ocean. That's where we've got to get. We'll go around South America." Then he added, more cheerfully: "It's only a matter of a little over ten thousand miles. I guess the Spaniards will wait if they know we're coming. Besides, travel and change of scene is a good thing. Only maybe there was a call for that canal, after all." The ship tore away down the coast, with fifty men, more or less, shoveling coal into those ravenous furnaces.

I went into a little tobacco shop the other day and asked for my favorite, that well-known brand, the "Philosopher's Solace." "We don't keep it," says the man. "How's that?" says I. "There ain't no call for it," quoth the man. I stepped across the street to another shop. The man tossed me out a bag of "Solace" before I asked for it. "Just put it in," he explained. "Think I can work up

a right smart sale for it." The first man has since shut up shop and gone to live with his wife's folks.

The way to have a call for a thing is to supply the thing.

There is no call among fishes for a hook with a worm on it, but they take to it when it is offered.

I often recall lovingly an incident which I witnessed some years ago in Colorado. A pale young man one day alighted on the station platform with a large, thin package under his arm. "What might your name be?" said the mayor of the town, approaching easily. "I am Dr. Smith. I'm going to locate here. Any vacant offices?" "Doc," returned the mayor in a fatherly tone, "you might's well open a curling iron store in Africa. There ain't been a case of sickness in this town for two years." "I'll risk the sickness," answered the young man, and he walked over town, hired an office, and taking the paper from his package, disclosed a sign, which he proceeded to nail over the door. Inside of a month he had a lucrative practice.

Then I recall the case of my friend Bagley, of Alcaster. "I'm going to build a trolley road out across Long Prairie," he said. "Then you're a fool," they told him; "there ain't a house on Long Prairie." Bagley built his road, and the people went out and put up houses. Last week a man wrote a letter to the local paper complaining that there aren't enough cars during the rush hours.

The supply creates the demand.

If you are in business and your judgment tells you that the people ought to be buying a certain thing, give them a chance to buy it. Don't wait for a "call." If Noah had waited for a "call" for the ark, he'd have found himself, when the barometer began to fall, in a very embarrassing position. If a man had come along in 1491 and asked to be shown something in new hemispheres, he'd have been told that there wasn't any call for such things. If you are running a suburban car line and business isn't satisfactory, double the number of cars and hire a man to go around town and talk about the view and fresh air out your way. If you have a remedy for a disease which nobody ever has, put it on the market in large type and folks will have the disease fast enough.—Cosmopolitan.

## 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



Get our prices and try our work when you need

Rubber and  
Steel Stamps  
Seals, Etc.

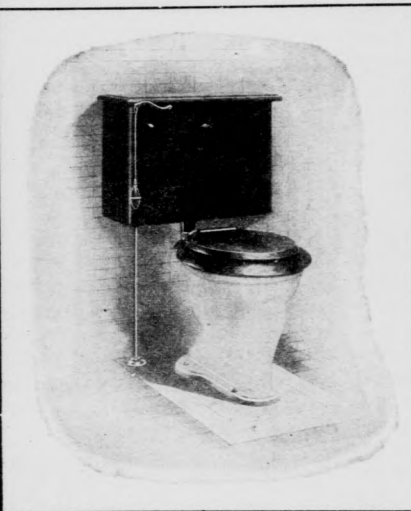
Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

## From Factory to Home



There is no reason in the world why residences in the country should not have all the conveniences of a city home.

Can you imagine anything more luxurious or satisfying in the home than a bath room complete in all its details?

There is nothing to compare with white enameled iron fixtures, and when you have your home equipped with them, you not only have the best there is but you have something that will last as long as you do, regardless of time, and they will always look just as nice as when they were put in.

You will be surprised to find out how nominal the expense is for these goods. Drop us a card and we will gladly submit prices and cuts, and tell you more about them. We handle the best makes of goods in this line, and can supply you with everything necessary to install your job complete.

No trouble to quote prices, and we make no charge for estimating on either plumbing or heating jobs.

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

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



## JENNINGS EXTRACTS

Established 1872



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

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

There's a good reason.

Jennings Terpenless Extract of Lemon. Jennings' Mexican Vanilla Extract

JENNINGS FLAVORING EXTRACT COMPANY, Grand Rapids, Mich.



## FOOD ADVERTISING.

## It Is Yet in an Undeveloped Condition.

It is due to advertising, and to advertising alone, that many of the great staples are now brought to the consumer from the kitchens, laboratories, bakeries or canning factories of the manufacturer, sealed from touch, dampness and air.

The invention of food in packages was due largely to the desire of the advertiser to identify his product, and for most food products the package is the only place where the brand or trade mark can be put.

This has been the primary purpose of the manufacturer and advertiser, but the result has been of the greatest advantage to the consumer or user.

All this furnishes a foundation for food advertising, the possibilities of which have been but faintly realized.

Out of 510 advertisements taken from the recent issues of a prominent home magazine, only thirty-one pertained to food; only twenty out of 213 advertisements in another national magazine were devoted to food products; only fifteen out of 280 was the ratio in another magazine.

Now, although the readers of these magazines spend for food about 40 per cent. of their total earnings, only about 6 or 7 per cent. of the advertisements in these magazines deal with food products.

Of the foods that are now being sold there are still greater possibilities, not only of those that are adver-

tised, but for others equally good, but whose manufacturers are silent about them.

The kinds of foods being advertised represent only a small proportion of foods used by the human race, and the advertising being done is small in proportion to the importance of food in daily life and the amount consumed.

It might seem to the careless observer that there was considerable food advertising.

It is true that the cereal manufacturers, and especially those who are making what is known as "flake" breakfast foods, have been large advertisers, but breakfast food after all is a very small part of the food consumption of the country.

When you consider that ten breakfast food manufacturers spend a sum probably amounting to five million dollars to advertise breakfast foods alone, and when you remember how small a part of the daily food of the American nation breakfast food is, you realize that the great bulk of foods used in this country are not advertised at all.

Next to the breakfast food people the packers are the largest advertisers, but the volume of advertising put out by the four or five large packers who use advertising is small in comparison with the output of their plants.

After these there are only a few advertisers of such specialties as gelatine, pickles, preserves, salad dressings and a few such minor condiments.

Flour has received some advertising, but that advertising has not been as vital, as far-reaching and as discriminating as it should be.

Several soups are advertised.

Advertising a staple is an easy process compared with the advertising of a novelty. The demand is already created. Hundreds of thousands of people use coffee every day in their homes.

No one brand has been made so standard that it can claim a majority of any of these homes. Yet why should that not be possible?

What coffee advertiser is there who is using pages in all the leading publications, who has ever covered the country with advertising of coffee as it has been covered, for instance, with advertising of proprietary remedies?

Food advertising is in its infancy. What has been done is elementary, sporadic, experimental. The real, vital, lasting important food advertising is yet to be done.

Thomas Balmer.

## How a Colored Sun Would Change Things.

A German astronomer has recently published some interesting observations on the theoretical effects of a change in the color of the sun. It is amazing to consider the possibilities if the sun were green, blue or red instead of what it is. If it were blue there would be only two colors in the world—blue and black. If it were red then everything would be red or black. If it were yellow everything

would be yellow or black. Everyone knows that the light of the sun consists of six colors, and the reason things are different hues is that some swallow up five of the colors and reflect only one. Thus primroses are yellow because they absorb all but the yellow, roses red because they absorb all but the red, violets purple because they absorb everything but red and blue, a mixture of which two colors forms purple.

In the event of the sun being red roses, blood, red ink and all other things that are now red would reflect it. So also would snow, the lily and all things that are now white, but these would, of course, be red. Everything else would swallow up the red light and appear quite black. Grass, for instance, would be black as ink, and so would the blue of the sky, but the white clouds would be red. The same kind of thing would happen if the sun were blue. Everything now blue or white would be blue. The grass this time would be blue, not black, for it reflects both blue and yellow. Hair would be all black, the red of the lips would be black and the rest of the face would be a cloudy blue.

If the sun were green there would be a little variety. Things that are now yellow would still be yellow, things that are blue would be blue and things that are green would still be green, but there would be no reds, purples, orange, pinks or any of those cheery hues that make the world look so bright.

# 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**



## STORY OF SUGAR.

China Seems To Have Been the First  
Cane Cultivator.

Few other commodities possess a larger bibliography than sugar. Nevertheless, the early history of sugar is wrapped in obscurity. Formerly chemists called everything a "sugar" which had a sweet taste, but the term in its scientific sense soon came to be restricted to the sweet principles in vegetable and animal juices. Only one of these, cane sugar, was known as a pure substance until 1619, when an Italian chemist isolated the sugar of milk and proved its individuality. The original habitat of sugar cane is not known, but it seems to have been first cultivated in China and to have extended thence to India and Arabia at a comparatively late date. Sugar is not mentioned by either Grecian or Roman writers until the time of Nero, and sugar candy was the first and only species known to the European ancients. It was the original manufacture of the East, particularly China, and found its way into Europe, as raw sugars did in after ages, by way of India, Arabia and the Red Sea. Sugar when first introduced into every country was used only medicinally. Almost all physicians, beginning with the Arab leeches, employed it originally to render unpleasant and nauseating medicines grateful to the sick, and recommended it in complaints of the chest and lungs. That which preserveth apples and plums

Will also preserve liver and lungs, is an old adage. But the use of sugar in syrups and preserves came later, while barely three centuries have elapsed since it became an ingredient in the popular diet of Europe.

The Venetians were the fathers of the European sugar trade. Anterior to the year 1148 they both imported considerable quantities of sugar from India and planted the cane in the Island of Sicily. With the produce of this island and the Indian imports, the Venetians carried on a great trade and supplied all the markets of Europe with this commodity. However, the exact date when sugar was first introduced into England is difficult to ascertain. One of the earliest references to sugar in England is that of 100,000 pounds of sugar being shipped to London in 1319 by one Loredanao, a merchant of Venice, to be exchanged for wool. In the same year there appears in the accounts of the Chamberlain of Scotland a payment at the rate of 1s. 9½d. a pound for sugar. Writing in 1380, Chaucer mentions the sweetness of sugar allegorically.

The art of refining sugar and making what is called loaf sugar was invented by a Venetian citizen toward the end of the fifteenth century. This same art was first practiced in England in 1544, the adventurers being Thomas Gardiner and Sir William Chester, assisted by three Venetians. They were proprietors of the only two sugar houses in England, but the profits arising from this concern were at first small, as the sugar refiners at Antwerp could supply the London

market cheaper. Eventually war stopped the intercourse between London and Antwerp, and these two houses supplied all England for a space of twenty years and greatly enriched the proprietors, whose success induced many others to embark in the same trade. In 1596 Sir Thomas Mildmay tried to create a sugar trust. On the pretext that frauds were practiced in refining sugar, he petitioned Elizabeth to grant him a license for the exclusive right of refining sugar for a term of years, but the Queen refused the request.

Meanwhile, the Spaniards had become, in their turn, the great disseminators of the sugar cultivation. The cane was planted by them in Madeira in 1420; it was carried to the West Indies in 1506, and it spread over the occupied portions of South America during the sixteenth century. Yet sugar continued to be a costly luxury, an article subject to the control of the physician and confined to the apothecary's shop, until the increasing use of tea and coffee in the eighteenth century brought it into the list of principal food staples.

Sugar was believed to be an antidote for alcohol. Bacon warmly supports the theory of the power of sugar not only to render wine less intoxicating, being mixed therewith at the time of drinking it, but also when eaten afterward to remove the ill effects of too copious libations of unmingled wine. Falstaff, it may be remembered, always took "sack and sugar." A curious echo of this theory cropped out at the Lamson murder trial. The prisoner pleaded that the sugar brought into the room to serve as a suitable vehicle for the aconitine which he intended to administer to his victim was really introduced to counteract the influence of some strong sherry they were drinking. The great Duke of Beaufort, who was a heavy drinker, for forty years before his death used a pound of sugar daily in his wine.

The increased use of sugar was credited with having extinguished the plague in Europe; it certainly contributed to suppress the native malarial fever of England, the scurvy. There used to be a custom in Wales on Ascension Day for children to form parties to take sugar and water at a neighboring well. Each child was provided with sugar and a cup. The day was usually designated "sugar and water" day. The superstition was all who drank of the mixture there on that day would be proof against illness and protected from evil spirits for twelve months. Hone mentions a similar custom being prevalent in Derbyshire on Easter Sunday under the name of "sugar cupping."

Sugar tongs at meals came in during the reign of Queen Anne, and the use of them was long confined to British households. Dr. Johnson is commonly supposed not to have been overnice about his table manners, but he pronounced the French "an indelicate people" because they knew not the article when he visited Paris in 1775. The incident that excited his disgust occurred at a party at Mme. Du Bocaze's. The footman took the

## Every Cake



of FLEISCHMANN & CO.'S  
YELLOW LABEL COMPRESSED  
YEAST you sell not only increases  
your profits, but also gives com-  
p ete satisfaction to your patrons.

**Fleischmann & Co.,**

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Ave.

Why Don't You Do It?

We have been telling the trade about the  
wonderful selling qualities of our

## Violet Cream Cakes

and many of the best merchants have responded.  
And they are glad. Why don't you do it?

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



**Our Double A Candies Have the Highest  
Rating Possible**

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

**Do Not** drive your customers to DRINK by  
by selling poor candy

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

## We Believe

In making **Candid** statements to the trade about  
our make of goods. Practical, experienced candy  
makers working in our factory, with reputation at  
stake, should be evidence that our confections are  
strictly high grade and that it will pay you to handle  
them exclusively.

**STRAUB BROS. & AMIOTTE**  
TRAVERSE CITY, MICH.



sugar in his fingers and threw it into the doctor's coffee. "I was going to put it aside," said the doctor; "but, hearing it was made on purpose for me, I e'en tasted Tom's fingers." A famous parliamentary anecdote hinges on sugar. Pitt (Lord Chat-ham), when speaking, probably on the West Indian slave question, began his speech: "Sugar, Mr. Speaker," the peculiarity of its commencement eliciting a roar of laughter from the House. Nothing daunted, Pitt began, "Sugar, Mr. Speaker." The laughter was renewed, but not so vehemently. A third time the great orator reiterated the same formula in a voice of thunder, turning round about with a look which effectively stopped any further display of risibility and amid silence continued his speech.

All other sugars besides cane sugar and sugar of milk were unknown until the year 1747, when a German chemist named Margraff first produced sugar from white beet root. No practical use was made of the discovery during his lifetime. However, in 1799, his pupil and successor, Achard, established a beet factory in Silesia, soon after which the chemists of France, at the instance of Napoleon, largely extracted sugar from the beet root. It was not, however, until after 1830 that the industry secured a firm footing, but from 1840 onward it advanced with giant strides.

No amount of polish can make a pearl out of a pebble.

### It Is the Woman Who Makes the Market.

It is probable that four-fifths of the general and retail advertising being run makes its appeal to women rather than men. The women buy the articles of consumption in most American families. It is their taste which influences the selection of the household furnishings. They select the clothing for the children of the family. They usually spend more for their own clothing than do men in the same circumstances of life.

It is the woman that makes the market for the products that appeal to luxurious tastes. Women buy far more jewelry than do men, or at least they wear more. Oftentimes the men buy it, but not usually without knowing the woman's taste in the matter. It is women for whom the pianos are made. It is women to whom elegant household furniture appeals.

Many married men depend upon their wives' tastes for the selection of clothing and furnishings, for their own wear. Women have more time to devote to a consideration of styles than have men. It is the women, too, who have the time and inclination to consider prices and values offered in the different classes of goods. Women want to get all the value possible in return for the good money they pay out. They are the bargain seekers. They know the offers made by each advertiser, and each is put to the test.

Women read advertising more attentively than do most men. If they

are interested in an announcement they are willing to read all about the goods offered. The advertiser does not have to catch a woman unawares—to put a catch line where she can not help but see it, when reading other matter which appeals to her. She is likely to be far more interested in the bargain announcements than in the latest news from the seat of war. Ten women probably read the department store advertisement, where one reads the editorial page of the newspaper. The magazines are far more widely read by the women than by the men. The daily newspaper furnishes a large class of men with all the reading they have time or inclination for.

These facts will not be controverted. Therefore, it is self-evident that most advertisers should give attentive consideration to the problem of how the advertising will strike women readers, and how best to make a convincing appeal to their tastes.

It may be said that women are attracted by a well-illustrated and artistically displayed advertisement. They are held by a colloquial and convincing talk concerning the merits of the goods. Give the women reasons why if you want to make a sale. To run in some information about styles, and to tell in what way the goods merit the dictates of fashion are always wise when appealing to a woman. And then, the prices—that is of the utmost importance.

Women will examine goods carefully. If there are any defects they will know it sooner or later. The ad-

vertiser should therefore be perfectly honest and straightforward in his announcements. If he offers a bargain he should give one.

Women are always attracted by the offer of something free.

### Teeth and Temperament.

"I don't suppose many people stop to think that the formation of their teeth is an indication of their temperament," said a dentist the other day.

"Did you ever see a person with long, narrow teeth who had not a very nervous, high-strung temperament? Did you ever see a person with short, broad teeth who was not somewhat phlegmatic and cheerful? I often wonder when the pretty girl opens her mouth to show her ivory white teeth if she realizes that some of us are sizing up her disposition.

"I unconsciously fall into the habit of looking at the teeth of the people I meet socially and choosing my acquaintances accordingly. That is one of the reasons why false teeth ought to be made exactly like the original set. They have to fit the temperament of the wearer."

### His Ruin.

Wife (during the dance intermission)—What are you looking at, dear? Husband—I was just surveying some of the ruins.

Wife—But you have been looking at my gown.

Husband—Yes; my ruin.

A creed makes a good chart but a poor track.

## The Best Cigar Salesman You Could Have

Shipped knocked down,  
securing  
lowest possible  
freight rates.

Sundries cases  
and  
counters to match.



No. 64 Cigar Case

A product of over ten  
years' experience  
in  
making show cases.

Our most popular  
design  
in cigar cases.

Our catalogue shows a complete line of Combination and Upright Show Cases and Glass Counters. Drug Store Outfits a Specialty. Write for Prices.

## Grand Rapids Fixtures Co.

South Ionia and Bartlett Streets,

Grand Rapids, Michigan



## CLERKS' CORNER

### Pay Little Attention To Direction, Advice or Request.

Not long ago I received a letter from an old retailer friend—a fellow who once clerked behind the counter with me and who has since acquired the ownership of a fine store for himself—in which he spoke of the good that my lectures ought to do in the general body of clerks. He said: "I naturally follow the lectures closely, and there is never one in which I do not find something which would be of benefit to my clerks if they would read, but I find that no matter how much I call their attention to the articles or how much they are really read by my clerks—the very error which is spoken of and talked about will be committed within twenty-four hours after the reading. I have told the boys and girls that I would like to have them read the lectures, yet I find that a good half of the force never pay attention unless I call their notice particularly to the articles. Why it is, I can not guess, unless it be that they are naturally of the heedless kind of people who always think the advice and the reprimand are meant for the other fellows rather than for themselves.

This is not only the case with the lectures, but it is also the case with such directions as I am capable of giving in the general store work. I may tell them how I want a thing done this week, and next week it will be necessary to make the same directions again, or have the work left undone or done in a manner I do not like. When I speak seriously they get grouchy and sulk for a couple of days; when I attempt to be easy with them they take it all as a sort of a joke and pay too little serious attention. I am at a loss to know what to do, and sometimes think I will let them slide and when they get too bad they can look for another job. I do take interest in them and I want a good body of helpers—men and women who will take interest in their work for the sake of doing that work right. They are not my servants; they are my co-workers, but how am I to impress upon them that such is their position in my mind, and how am I to cause them to comprehend that the only way to do anything is to do it right?"

There is nothing strange in that plaint. It is but the reiteration of the thoughts and statements of at least one-half of the retailers into whose stores these lectures find their way. Its cause is the reason for these lectures and for their constantly recurring admonitions to all clerks to awaken to their responsibilities and their opportunities. If I thought that all the clerks who read these lectures, or all the clerks in all the stores where these lectures are sent were already converted to the right ways of doing business and the right

views of business conduct I would cease so much repetition of corrective ideas, but every one who has had to do with the management of retailing knows that such is not the case. To reform clerking and clerks with a few remarks is like attempting to convert the world to a religious belief in a few years. It can not be done.

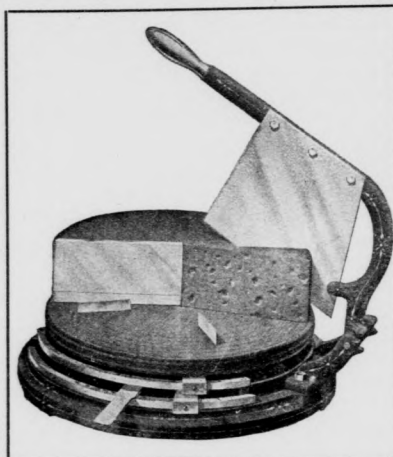
You heedless and careless clerks are of the same class as the clerks of whom my old friend complains. If I tell you that you should do thus-and-so, you will say that you already know that, and you have already been told it very often—so often that there is no necessity of repeating it for your benefit. You then proceed to draw yourselves within the shell of your superior knowledge and experiences and immediately forget why we have been talking about that of which we have talked.

Why won't you pay attention, not only to what is said in these lectures, but also what is constantly said to you and implied by the requests and manners of your employers? Why are you thus careless of present opportunities? I do not attempt to answer the questions in detail, for I believe it to be impossible for any one gifted with the right business sense to understand why any one else will give time and muscular effort, with a degree of mental effort, to any work which they will not enter into with proper spirit and with the intention of drawing therefrom all that is possible to be gotten out of it under the circumstances.

This and that and the other thing you do after certain customary ways without a thought of whether there may be better ways or whether the ways you employ are bringing even a fair return for the work expended. You follow an old rut of work—a rut

made by yourself, or one made by some predecessor who taught you the ways of business as he had conceived them. You make no effort to change, you make no effort to improve, you make no effort to think beyond possibilities and opportunities that reach

no farther than the weekly or monthly pay day. You use your position for the bringing in of a certain number of dollars on a certain date, and you use it for no other advantage to yourselves and much less to your employers.



## The O. K. Computing Cheese Cutter

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

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

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

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

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

IMPORTANT:—Absolute accuracy and durability guaranteed.

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

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

# IF A CUSTOMER asks for HAND SAPOLIO

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

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

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



Let me appeal wholly to your mercenary intentions and inclinations and tell you that for your own personal gain you should do things differently; that you should do them with more spirit and vim, with more purpose and intention, for more direct results to your own personal good. Even although I do this, you read the words, you understand their meaning, and before night comes down about you, you will have forgotten what I have said and be going about the store with the same old spiritless and purposeless manner—be doing those very things which my retailer friend says almost drive him to distraction with his clerks and which he finds no way to remedy, improve or eradicate.

You are working for so many dollars per week, you are putting in so many hours per day, you are doing what you consider a maximum of labor for the pay you receive, and you look no farther than the amount of money you are to get in your next pay envelope. You are like the young man who persisted in the statement that he wanted to get into a store to learn business life; that he was anxious to become a business man. He applied at a grocery and was immediately offered a job as delivery man on a wagon. He refused the work because it was so hard for the pay offered. He applied at a dry goods store and was offered the opportunity given all green help—to sweep the floor, to keep the fire, to wait upon clerks, to do more or less porter work until he could indicate his aptitude or ability. This he refused because it was dirty work and the pay to start with was very small. He went the rounds of business places and refused five jobs as a beginner. He is now digging post holes for a telephone company—honest labor, but not to be denominated ambitious in the direction of business life. He digs post holes because it offers larger "pay." Does it?

You undoubtedly think you have good reasons for your actions when you determine that you are giving equivalent for your pay in the amount of work you are doing. But you lose sight of the fact that you are sacrificing all future possibility or the major portion of future possibility, for present gain, in that you attempt to conceive that you can do yourselves no good by attempting to do all that is possible for your employer. I heard a clerk remark that he was doing extra work beyond what was due to his employer but that he would "get even." Crowd that off your list. You never get "even" in any sense when you attempt revenge.

Don't think for a minute that I am advocating that you shall do more work and render more service than you will possibly receive pay for. I am talking to you on the basis of your employer being a just man. I have known several hundred retailers and been inside the workings of many, many stores, and the proportion of stingy employers and those inclined to "skin" their help is very small. You know very well that unless you can make a customer under-

stand that you are offering a fair equivalent for the price, and perhaps something even a little better than the price, you can not sell that customer and you can not induce in that customer's mind a desire to come again to buy. The same is true with your services. Unless you can make your employer understand that you are worth more, you won't get the advance; and you can never hope to be worth more so long as you persist in attempting to give no more than you are paid for. The man who fears he is giving too much for the price very seldom gives enough.

We can not call you lazy. We can not call you incompetent. We have no desire to call you willfully dishonest. But in your listless, unconcerned, uninterested attitude you are earning the name of dishonesty in that you are attempting to shield yourselves from giving either to your employers or yourselves a fair equivalent in time and effort rightly expended.

It is useless to tell you stories, yet an occasional illustration is something that may fasten your attention and set you to thinking. Here is one: A young fellow came up from Kentucky to do something; he didn't know what, but he was in dead earnest. He got a job on the floor of a wholesale house trucking goods, sweeping, running errands—doing anything that he was told to or asked to do. He went at everything in dead earnest. If it was sweeping, he did it as well as was possible, not as well as some one else. If it was stacking prints, he did it the best he possibly could, without watching the clock. If it was an errand to another floor, he did it as quickly as possible, and not on the basis that he was receiving small pay and should therefore give small work.

His snap and energy and determination caught the notice of the head of the house—caught it because the man was unused to seeing such fellows get around with so much determination. In two years he was on the road, and in three years he took the management of one of the best retail stores in the Northwest. He was not and is not one bit brighter and mentally quicker than a thousand of you who read this, but he used what he knew for all it was worth and constantly looked for more to learn, not thinking once of getting "even" or of doing work according to the pay he got.

You do not have to leave your own town or your own store to search for exactly this opportunity. It is there with you now and always, possibly different in degree, but exactly the same in kind. When the opportunities and pay of your town get too small for you, you will have no difficulty in finding ample openings elsewhere. In the meantime do your utter best in the spot where you are and give no cause for your employer to make complaint like the old friend of mine. Still more, think about what you read and apply it to your every-day work.—Drygoodsman.

## 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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Agents wanted in towns where not now represented. Apply to

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

## DO IT NOW

Investigate the

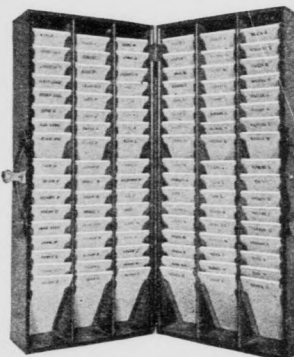
### Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

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## 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.



### THE CORSET GIRL.

#### She Discusses the Ladies Who Want To Be Reduced.

Written for the Tradesman.

Oh you—you on the other side of the counter—can form no idea of the allurements, the blandishments we on the inside have to practice in order to come up to the top-notch of salesmanship and make good to our employers the cold cash they invest in us. Positively, sometimes we are obliged to use the truth with such penurious frugality that we come perilously near to the point reached by that noted Biblical character and his spouse, Mrs. Sapphira.

We must be all things to all women. We must sympathize with Mrs. L. A. Z. Y. Croesus because "Nature"—as she calls it, but it's really her own indolence—has seen fit to portion out to her such an overabundance of embonpoint.

Then there's Miss Skinny Bones, who is as emaciated as Mrs. Croesus is fat. She goes around looking like "Starving Cuba" and her friends are always pitying her forlorn appearance. Sometimes she's the kind that doesn't want our condolences. She declares herself "perfectly satisfied with herself just as she is—she would not weigh an ounce more if she could!" "Keep your pity," she scornfully flings at you, "I don't need it. I am perfectly pleased with myself as I am. I wouldn't be different if I had it in my power to make myself over." And you shrink into an atom under her withering gaze at your perhaps too plump proportions.

She it is whose angularity should be concealed under voluminous apparel—who should eschew all up-and-down effects, who can wear puffings and ruffles and big plaids galore. But, on the contrary, what do we see? She persists, in all her purchases, in getting duds that just accentuate every detail of her unloveliness. Everything she buys but adds length to her figure and scrawniness to her appearance. Stripes seem to possess a fascination for her. Why, if she'd only have them going around her instead of the other way, they would be the very thing she needs. But no, she doesn't do that. A hatchet face usually accompanies this sort of person, and the things she puts around her physiognomy are likely inharmonious. Instead of selecting a hat that shall give broadness to her face and seem to fill up her wrinkles, she selects a long narrow hat ending in a point or sharp curve in front and the trimming on this must necessarily be on the long, flat order. Does she put fluffy little do-dads up around her neck or shoulders to broaden her out? No, you will always see her with flat, skimpy accessories in neckwear that contract her looks and bring out all the lines in her face. As to gloves, in the winter, she will have none of the golf or similar varieties that widen the palm of the hand, but she gets cold kids, with lengthwise stitching, that make her look shiver-y and lend to the birdclawness of her fingers. Likewise her hosiery displayeth stripes, and these must needs

extend from top to toe. Her feet remind you of a ruler, and, when it comes to corsets—oh, me! oh, my! Will she allow me to counteract the niggardliness of Dame Nature? Not a bit of it. And she's the sort who goes in for a "Ferris waist" or other shapeless monstrosity on the ground of "health." I could give her a corset that would taper her waist, I could pad her in proper places so that no one but our two selves would be any the wiser, and she would pass for a well-built young woman. But, with the perversity of the sex, she will none of this, and she goes through her youngladyhood looking like four sides of a board.

With the fat ladies I don't have so much trouble. Once in a while I run across one of these common-sense creatures who want to be "comfortable" no matter how tub-y they look. They waddle through life a "sight for gods and men" and don't give a rap so long as they "don't feel their clothes." This kind, as a general proposition, are fond of the pleasures of the table and deny themselves nothing in the way of eating even when they know that the starch and sugar foods but add to their weight day by day. If they exercised it would be different. If they but took long walks as do our rosy-cheeked English sisters they might get rid of some corpulency, but they are too indolent to make the effort or "have too much on their hands to take the time." They don't like to make the physical effort is really the reason. I don't attempt to argue matters with this species of the sex, but fit 'em out with a corset that doesn't make a "bad matter worse" and let it go at that. All I might say would do no good for when you attempt to convince one of these women that are strong on health you are simply butting your head against a stone wall. They will not give in and if you talked from now till the "crack o' doom" you'd only be wasting your breath.

I have the easiest of times with those fleshy ladies who wish to get "reduced." Life's a joke when I sell them corsets. They are as wax in my hands if I can promise the fulfillment of their dreams. They gaze at my illustrations of "slender," "medium" and "large" figures and say, "Now, if I could only look like that," meaning the pictured sylph. They might be "reduced" to some slight resemblance of their ideal if they wouldn't eat so much and would exercise more. I promise them everything, and if they follow out my instructions they do certainly get a better figure. They think that their decreased size depends on the make of corset and its adjustment to the figure, whereas most of the change is really due to their gastronomic self-denial and increase of exercise.

It goes without saying that a fine figure can not be had with an ill-fitting corset—every one knows that. Of course, with my steady patrons I know precisely what model they require. When a new customer comes in I make a special effort to

get her interested in me myself and the goods I carry. I try to be even pleasanter to her than to the regular trade. It takes finesse to do this, for some women seem absolutely unimpressionable—they are as unresponsive as a wooden Indian or a wax dummy in a window. If I can once break through the ice of their impregnableness the day is mine. Then I can do anything with them. If I can overcome a woman's dislike or prejudice to being fitted I usually can convince her that a certain make of corset is the one she should be wearing. We keep in stock a number of models of each make we carry. It's a sorry day when I can't persuade a lady if I have her in the trying-on room. The trouble is to get a woman in there. It's a good deal like selling a shoe—this fitting business: If a shoe salesman can once get a person to let him remove the shoe he is much more likely to make a sale than if the visitor merely looks at a shoe with his eyes and his hands. So if I can get a lady sufficiently interested to allow me to fit her I can demonstrate to her that I can improve her shape.

Yes, "there are kinks in all trades but ours." Some women I can win only by flattery. I dwell on their "magnificent physique," their "attractive figure," their "pretty shape." I can accomplish wonders along this tack. Most women are susceptible to flattery and I use it so adroitly that they never see my ruse. The average woman is not entirely devoid of some good point and I make the most of it.

Even without the advantage of a properly-fitting corset a woman can greatly improve her looks. So many do not carry themselves as they ought. They throw the shoulders forward, walk with head down and chest in, bear the weight of the body on the heels instead of the balls of the feet, all of which tends to the too prominent abdomen. This last item seems to bother the fat women the most. So when they tell me they "would give anything to get rid of my fat stomach"—they mean abdomen—I fit a corset on them that is especially adapted to their figure and gently show them the difference between correct and incorrect ways of standing and walking. Then, too, I give a little dissertation on foods that would be well for them and physical exercises that are especially beneficial for "reducing." If they follow my instructions—it all helps, you know—I tell them that next time they will find they will be able to wear a smaller size corset, which almost invariably is true. This last is particularly tempting and they leave with the hope of a better time coming.

As I remarked before, "there are tricks in all trades but ours," and I am pretty successful in manipulating them—I have luck with all except the scrawny ones and the "health cranks."

Suzanne.

#### Fashionable.

Gee, but we are proud, because  
Things is comin' our way some!  
Ma's in society and pa's  
In a sanitarey-yum.

#### Merchants Should Keep Posted.

A merchant less than a thousand miles from Memphis told us the other day that he had worked hard in his store for fifteen years, never had time for anything else, that he was still poor and had no opportunity to read trade papers. Right here is an open secret that to solve is not so difficult, yet it is appalling to find the large number of merchants who do not understand it and fail to read. If our man had spent a part of his leisure moments looking in trade papers and adopted some of the modern methods necessary to successful merchandising he might have been a millionaire to-day.

A coal miner recently was graduated in one of the greatest universities of Pennsylvania, after having spent a dissipated existence with evil associates, from whom he had afterward broken away to enter college. All men can not do so, yet every one with common sense and aspirations to greater accomplishments have spare moments to devote to reading and meditation, and it is just as necessary to cultivate the mental faculties as it is to dust out the store.

No man is so wise that he knows it all, and no man is so supreme within himself but what he can learn something from others, including his competitors, and as the conditions of the country are constantly advancing, his intellectual eye must look out of reason's window to keep watch on progress. No merchant can keep posted unless he reads about the things and conditions of which he must know, to conduct his business to greatest success. The old hackney about not having time to read and keep posted is obsolete. The brain must work as well as brawn. It is the non-reading merchant who is being slowly forced out of business, because he neglects to recognize the natural laws of trade. —Memphis Journal of Commerce.

#### Two Gentle Answers.

Mark Twain is very fond of smoking, and has always a humorous and evasive answer for those who would reason with him about it.

"How can one smoke too much," he said once, in reply to a remonstrance, "when there are only twenty-four hours in the day to do it in?"

When he was a young and struggling newspaper writer in San Francisco, a lady of his acquaintance saw him one day with a cigar box under his arm, looking in a shop window.

"Mr. Clemens," she said, "I always see you with a cigar box under your arm. I am afraid you are smoking too much."

"Oh, no, it isn't that," said Mark, "I'm moving again."

#### Why She Took Him.

Miss De Style—What prompted Miss Munnybags to take that old bachelor?

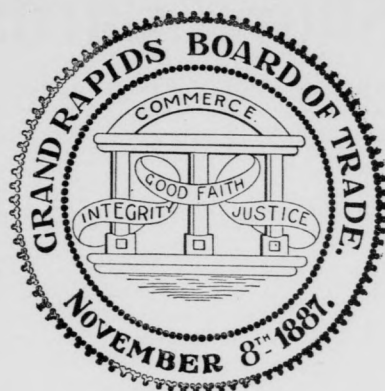
Miss Gunbusta (sarcastically)—Kleptomania, I guess.

#### Go To the Head.

Teacher—Boys, what animal is it that supplies you with food and clothes?

First Boy (promptly)—Father.





# Perpetual

## Half Fare

# Trade Excursions

## To Grand Rapids, Mich.

Good Every Day in the Week

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

### Amount of Purchases Required

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

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

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

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



## HOME BUYING.

## Why People Should Patronize Their Local Merchants.

The Business Men's League of New Athens, Ill., have issued a booklet under the title of "Home Buying," that makes some mighty good arguments why the farmer should do all his buying at home. We understand that this was prepared under the supervision of the Business Men's League of the town, and given general distribution to all the homes in the surrounding country. We reproduce the substance of the booklet, as other merchants and other leagues can profitably use this same idea:

There is so much difference between buying goods at a home place of business and ordering them by mail from a catalogue house from a mere picture or description, that we want to point out to you a few facts that you may have never even thought of.

Here you go into a store and make your wants known, the salesman shows you the desired article and if necessary helps select or suggests to you the article best suited to you. Right here you have a chance to examine the quality, to see the style, to select the size and color, as the case may be; you can compare the different qualities, etc., and then if all is satisfactory, and in your judgment right, you will make the purchase.

When you get home and upon a rigid examination you find a flaw or crack in your purchase, or maybe in size too large or small, or a blue instead of a black, then the next day or a week after you go to town to your Mr. Dealer, who will gladly exchange the items or refund your money.

Then how many times does your home dealer extend you credit or has waited on you until your crops matured or until your produce was ready for market or until pay day; all these are accommodations you can only get at home and are, at times, of much help.

On the other hand, you order an article by mail. You look through the catalogue; the item is there (that is, a picture and a smoothly written description); we know that the picture of a \$5 suit looks as good as the one for \$20. You read the description; it seems to be what you want; you send the money because they want the money with your order. You can order the goods on inspection by sending part in money, balance C. O. D., but there is usually so much inconvenience in refusing a shipment that nine times out of ten you will accept the goods, although they are not what you expected to get.

When the article comes it is not what you desired; it may not fit or something is broken or has a flaw in it. If Mr. Catalogue Man was right there you would not accept it, but he is so far away; he has your money. He says he will send the money back, but rather than go to all that trouble you would accept the shipment. We know of one

particular instance where a good fellow ordered a heating stove; think it was \$8.95; when the stove came he was very much disappointed; it was a very small size. He told us he never got any use of it. Now if this same man had gone to one of our dealers and seen this same stove at \$8.95 he never would have bought it; he would have selected one at \$12 or \$14 and gotten the right kind for his use and been satisfied.

Another case came under our notice recently. A certain young man needed a suit of clothes. Our home dealers had them, but after reading the glowing description in these catalogues, he thought we were entirely too high priced. He ordered—the suit came—it was to be all wool (we know it wasn't); then the style of the coat was from a few years back; it was a misfit, being fully a size too large, but he had sent the money.

Another time a good farmer ordered five rolls of barb wire; when it came and he had paid the freight, he found he could have saved \$1 and a good deal of time and trouble by buying at home. Also this came to our notice: A man ordered wire fencing. The picture looked so well that he desired to put same up around his home; when it came it was so different than he expected that he stored it away in his smoke-house, as it was not suited for his use at all. We know of scores of other instances where goods were not up to expectations.

We know it to be a fact that vehicles and farm machinery bought from some of these concerns which looked cheap at the time of purchase, but after a few years' usage proved that had these people bought from their home dealer, although at a higher price, they would have actually received more for their money—and so it is all through the line.

Take harness and saddlery. There are several good reasons why you should buy of your home dealer. First, all the harness is made right here at home in a careful manner out of the best quality oak tanned leather—not like Mr. Catalogue Man does—he simply goes to a manufacturer and says: At what price can you make so many sets of harness; something that I can give a good description of—but cares not how long it will last; he does not expect to sell more than one set to a customer, for experience has proven that when some one had a set sent they did not want a second one. Another thing: If you have an old set of harness or collar to repair, does Mr. Catalogue Man repair same for you? No; if you send away for your new goods your home dealer could not exist; he would be driven out of business, and you would have to throw your old harness away. If you want a new set of harness you can bring your catalogue with you to the home dealer and he will be glad to figure with you and save you from \$1 to \$3 a set. Then here you can examine the goods, have changes made if you like, and your money will stay at

# 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.

# Facts in a Nutshell

# BOUR'S

## COFFEES

## MAKE BUSINESS

## WHY?

They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio



home and do this community some good.

They will take a well-known brand of shotgun, say the Smith Hammerless, and offer it at \$25. This gun they describe with a few lines and use a small cut or picture of it.

Next page they will use a page with a large cut of their own brand of gun, and what they do not say about this gun is not worth saying. This wonderful gun they price at \$19.87, and according to description, this gun is worth a great deal more.

The reader orders the \$19.87 gun, on which the supply house makes a profit of 50 per cent.; while if he had ordered the \$25 gun they would not have made 5 per cent. But listing a well-known brand at a cheap price establishes confidence and helps them gain their point to sell their own brand at a big profit.

It would set city people wild if these supply houses actually had values with style and quality. They would not need to leave their own large cities to sell at the prices they quote as the city people would go wild over the bargains. But with style and value lacking they dare not show their goods in the city, where the prospective customer would have the opportunity for comparison, but by cleverly worded and exaggerated description they make the country people believe they are offering more desirable wares than the country merchant keeps at a less price, and having no opportunity for comparison before buying, many people are actually duped.

We know it is a fact that many articles are priced in these catalogues cheaper than you can find them in your home stores. Have you ever thought of the reason why that is? It is not because he can not get these goods and sell them to you at just as low prices, but it is because he is afraid to sell you articles that have no merit, because you can reach him daily and expect him to make good, because you expect to get goods of satisfactory quality or he may lose your trade. He is your personal friend and is afraid to sell you goods he can not recommend. If he had never seen you nor expected to, and was several hundred miles away and could get the money first and hold onto it, he would be in a different position.

Remember we do not want to say that you can not get good goods from these concerns, for we know you can, but these better grades cost you as much and more than they do at home, with the exception of a few baits and leaders.

There is still one more thing to bear in mind and which we think a serious one: Supposing the mail order houses could sell goods cheaper and everybody would order their goods from them—the local stores would soon be no more; you would then be obliged to send for everything. Remember, a store can not be kept up with the small purchases if the money is sent away for the big things. You have then succeeded in ruining your home trade; you have then helped to build up an enormous

corporation in some far-away city. Your home consumption and market would decrease the value of your farms, or houses would get less valuable, as you well know if a town goes back the value of it and its surroundings decreases. Send your money away, you get nothing but the goods; spend it at home and it will come back to you in better towns, better stores, better schools, better churches and better social advantages.

Is not the building up of your small town more to you than the building up of some far-away city? Is it not a fact that if our town had 10,000 population instead of 1,000 it would be better for us all? Would there not be much more employment; would not these people consume more products and consequently make a better market; would not the small homes with one lot be doubled in value and every farm within a radius of ten miles be worth \$10 to \$50 an acre more? Then, is it only a good thing for the merchant or tradesman if you buy of him? Is it not just as good a thing for you?

When you are in need and deserve it your home merchant will help you out. He helps to keep up the schools and churches. He contributes his share for roads, etc. Where there is need for a special fund he usually heads the list; when there is a picnic or fair for church or society he is usually there; that is why we say you get more than the mere goods from your home dealers. Another thing, you probably have a family—sometime one of your sons may think of going into business for himself. Where is there a chance for the young man with a limited capital to ever become a merchant when the people send their money to build up these gigantic corporations to compete with your son or your son's son?

True citizenship is not all in rally around the "Star Spangled Banner" of our country and singing "Hail Columbia." The spirit of true patriotism is shown by the man who patronizes home industry first, last and all the time.

It is quite amusing to read the smooth talk they use in their catalogues to deceive the readers to send their orders. They say that goods are sent in plain packages because many merchants who buy of them to sell again object to having their name appear on the boxes, etc. We want to tell you that we honestly believe that not a single merchant in this United States has ever ordered any goods from these concerns. He can not buy from them and stay in business. A good merchant buys from the manufacturers. The statement is made to make you, Mr. Reader, believe you can not buy as cheap from your merchant.

Does Mr. Mail Order ever offer to buy your butter, eggs, potatoes or other products and give you a cent or two more than the market affords? No; all he asks for is your cash—nothing else.

Now be honest yourself, buy at home, help support your own town. --Drygoodsman.

## An "Eye-Opener"

Our Jewel==Special Roll Top Desk



As Good  
as  
The Best

Dimensions

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

Almost a Complete Office in a Single Desk

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

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

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

Don't delay ordering.

WOOLSON SPICE CO., Toledo, Ohio

# YEAST FOAM

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

# PERFECT BREAD



## NEAR AT HAND.

## National Regulation and Supervision of Insurance Companies.

The magnitude of the insurance business; the extent to which it pervades all the states of the Union; the deep interest which all the people have in the sound and economical administration of the business; the various state regulations to which it is subject, and the long train of abuses which flow therefrom have at last arrested the attention of the country to the important question whether Congress should or has the power to regulate the business of insurance.

It is now well understood that one of the most important functions of government is to regulate and supervise institutions where the savings of the people are deposited. First among such institutions are the insurance companies. Hundreds of millions of the people's money have accumulated in their hands. Their business has grown to enormous proportions and has now become national. They have pushed their operations into every corner of the land; the people of the whole country are daily paying into their treasuries hundreds of thousands of dollars.

Wise regulation and constant supervision by government are essential for the protection of these vast trust funds. Hardly a household in the land that is not a beneficiary of them.

The policy holder in New York has the same interest in their sound administration as the policy holder of California. Each is entitled to precisely the same protection; and both to the fullest measure of protection. And this can be afforded only by the National Government. It alone, with impartial hand, can apply uniform and sound measures of regulation in every part of the country where the business is conducted.

President Roosevelt has done the country a signal service in calling the attention of Congress to the question of national regulation of insurance. The spectacle of forty states, each with its different set of insurance regulation, and its insurance commissioner possessing visitatorial powers more or less unlimited, regulating a business that is national and of national concern, and in which all the people, regardless of state lines, have a most vital interest, presents an incongruity possible only under our complex system of state and federal government. There is absolutely no valid reason for its continuance, while there is every reason that Congress should regulate the business.

But the power of Congress to regulate insurance is questioned. It is supposed that the United States Supreme Court by its decisions in the famous case of Paul vs. Virginia and subsequent cases decided upon its authority, has determined that Congress does not possess this power. In those decisions the Supreme Court held that insurance was not commerce, and that policies of insurance, whether life, fire, or marine, were not

instrumentalities of commerce. Up to within the last two or three years those decisions have been regarded as final and conclusive as to the power of Congress, and that national regulation could be secured only through an amendment to the constitution.

President McCall of the New York Life Insurance Company, in addressing the thirty-third annual convention of state insurance officials in September, 1902, after alluding to the decisions of the Supreme Court holding insurance not to be commerce, stated his opinion to be that national supervision of insurance, much as it was desired, could come only through an amendment to the constitution. President McCall only expressed the opinion at that time generally held by insurance managers and their legal advisers, as well as by the legal profession in general.

Notwithstanding the evils of various state regulations, about which the insurance companies have been constantly complaining, they have never made any serious effort to obtain the remedy from Congress. This inaction has resulted chiefly from a conviction that Congress was concluded by the decisions of the Supreme Court. The conclusive effect imputed to those decisions of the court has, however, been doubted by many. Others have entirely dissented; among them the writer.

The case of Paul vs. Virginia, reported in 8 Wallace, page 168, came before the court in 1868. The State of Virginia had passed laws laying heavier taxes upon insurance companies incorporated in other states than upon her own companies. Paul was the agent of some New York insurance companies, and undertook to do business in Virginia without paying the taxes. He was prosecuted by the State. He defended on the ground that the insurance companies doing business in Virginia were engaged in inter-state commerce; that the laws of Virginia were an attempt on the part of that State to regulate inter-state commerce, which it had not the pow-

# Butter

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

E. F. DUDLEY, Owosso, Mich.

## Eggs

## Butter

The curtain has raised, and without an announcement we find the spring performance well on.

We have no "One Act" "All Star Caste" cards out. No air ships attached to our back door. We are simply here and in the market for your eggs and packing stock butter to buy or store.

Write or call us, Citizens 3545.

Grand Rapids Cold Storage Co.

Bought

Stored

## YOU CAN'T FOOL A BEE



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

**Karo** CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.



er to do under the federal constitution.

This defense was over-ruled by the Virginia courts, and Paul was convicted. The case was taken to the United States Supreme Court, where the decision of the State court was sustained, the Supreme Court holding that insurance was not commerce, and that the issuance of a policy by a company in one state to a person in another state was not a transaction of inter-state commerce.

Since Paul vs. Virginia the same question in different forms has reached the Supreme Court a number of times, with similar results. The conclusion drawn from the decisions, and as above shown heretofore so universally accepted, is that Congress has not power to regulate the insurance business, because it is not commerce.

Apparently sound as it may seem, this conclusion is not defensible upon well settled principles of constitutional law. It is even refuted by legislation of Congress, pronounced by the Supreme Court to be a constitutional exercise of the commercial power upon subjects more remotely related to commerce than is insurance. The latest instance is the legislation of Congress prohibiting the transportation of lottery tickets from state to state, which was sustained by the Supreme Court in *Champion vs. Ames* (188, U. S., 321), recently decided. The court held lottery tickets to be subjects of commerce. It would take some ingenuity to show how a lottery ticket is a subject of commerce, and a policy of insurance not.

Even the decisions holding insurance not to be commerce are open to just criticism upon purely legal and constitutional grounds. It has been contended by the writer that the question, whether insurance is commerce, was not before the court for decision in *Paul vs. Virginia*, and that it was unnecessary to decide that question in order to reach the judgment which the court made. Other grounds of criticism may justly be alleged against *Paul vs. Virginia* and subsequent cases decided upon its authority.

But even if those decisions were entirely free from criticism upon grounds existing at the time they were rendered their influence must be vastly lessened in the light of present constitutional development and later day conditions of business enterprise from which it has so largely resulted. And it is not strange that the conviction, until recently so fixed and general that Congress has not the power to regulate insurance, should be weakening. This change is evidenced in the provision of the act of Congress creating the department of labor and commerce, making it the duty of the bureau of corporations to gather and compile all useful information concerning corporations engaged in inter-state commerce, "including corporations engaged in insurance." It is also strongly evidenced in the address of A. I. Vorys, Superintendent of Insurance of the State of Ohio, and President of the National Association of State Insur-

ance Commissioners, delivered before the thirty-fourth annual convention of that body, held at Baltimore in September, 1903, in which a strong belief in the power of Congress was expressed. That convention also resolved that Congress be appealed to for legislation against "wildcat insurance companies" by denying them the use of the mails.

National regulation and supervision of insurance is undoubtedly near at hand. A township or a county insurance company is properly the subject of state supervision; but an Equitable Life society, with its four hundred and odd millions of assets collected from the people of the whole country, may well be a concern of the nation and of the nation's legislature. John W. Walsh.

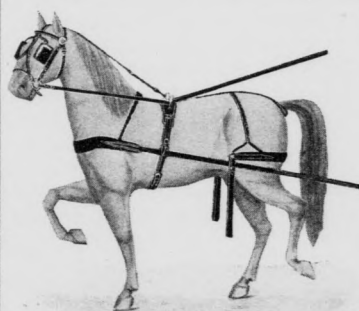
#### Waiter's Tip Half a Dollar Bill.

To a man giving a dinner in a local restaurant the other night the waiter was not as prompt as he might have been about the initial course. Instead of reprimanding him the host took a one-dollar bill, cut it in two with a penknife, and gave one-half to the astonished waiter. The other half he put back in his pocket. Not quite sure whether the remainder of the note was coming to him later, the waiter was efficiency itself for the remainder of the meal. That over, the host coolly led his guests into the street.

"Pardon my curiosity," said one of them, "but what are you going to do with the half of that dollar bill? It is as useless to you as the waiter's is to him."

"Not a bit of it," was the reply. "I intend dining in the same place tomorrow night, and I shall make it a point to get that same waiter. I shall let him see that I still have the remainder of his dollar bill, and I'll bet you the cigars he will hustle to get it."

Let everything about your store proclaim your business. Never keep your customer guessing at what you have to sell.



### 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

Grass, Clover, Agricultural, Garden

## Seeds

Peas, Beans, Seed Corn and  
Onion Sets

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

W. C. Rea

A. J. Witzig

## REA & WITZIG

PRODUCE COMMISSION

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

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

#### REFERENCES

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

Established 1873

## 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.

## 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

## 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

## ENGRAVERS

BY ALL THE  
LEADING PROCESSES

PORTRAITS, BUILDINGS,  
MACHINERY,  
STATIONERY HEADINGS,  
EVERYTHING.

HALF-TONE  
ZINC-ETCHING  
WOOD ENGRAVING

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICHIGAN.





### Few Men Ruined by the Extravagance of Women.

The extravagance of women has long been the scapegoat on which many a man's failure in business is laid. Recently this ancient libel has received a new impetus from the statement of a writer in a magazine, who says that, according to the warden of the Joliet Penitentiary, 67 per cent. of the inmates of that institution are there because of the greed of their wives, and that millinery bills ruined more men than whisky.

The testimony of a felon may be taken with some degrees of allowance, but it has always seemed to come dead easy to men who went astray to lay the blame of their misdeeds upon women, and to shelter themselves behind a petticoat. Adam set the precedent at the first opportunity that came his way, and "the woman thou gayest me, she did it," has been the manly excuse offered thousands of times since by the weak and erring.

Whether the Joliet man was led to make these bitter remarks about women's intemperance in the millinery line just after getting the bill of his wife's winter hat, or in anticipation of the one for an Easter bonnet, no one knows, but the idea will be as indignantly repudiated by men as women. The majority of married men will bear willing testimony to the fact that their wives are the more prudent of the two, and in many cases the brake on the domestic machinery.

No one will deny that some men have been ruined by the extravagance of their wives, but such instances are exceptional. Indeed, one might well claim that a man so weak that he would commit forgery, or embezzlement, to gratify the vanity of a woman has so little backbone that he was bound to collapse anyway. All he wanted was a chance to go wrong, and he was sure to find it. And he is the kind of a man who would naturally lay the blame on his wife.

That many women spend far more than they can afford; that men are harassed by heavy bills for domestic expenses and embarrassed by overdue accounts for millinery, is also true, but the fault is not altogether, or mostly, because of women's willful extravagance. Indeed, wives have no more just cause of complaint against their husbands than in not being treated fairly and with candor about such matters, for when husbands fail and business ends in disaster, it is the women who suffer more.

The majority of American husbands tell their wives absolutely nothing of their business affairs. The woman does not have any knowledge of what they really can afford, or that they can afford less some years than death than the theory that the feminine intellect is incapable of under-

others. In many households she seldom handles any money. She buys on a bill, which is paid with more or less grumbling, which in time she comes to believe is a necessary part of the transaction. How, under such circumstances, is it possible for her to have any way to gauge her expenditure, or, unless she has a miraculous revelation, to know anything about financiering?

Nothing has died a more lingering standing anything about business or money. Women do not know much, it is true, but it is because they have had no opportunity to learn. It has been part of the system of misplaced kindness of fathers and husbands to keep the women of their families in profound ignorance of all such matters, and the result has been when women did come into any money they were the victims of the relative or guardian who handled it for them. The prosperity of the French nation is built up largely on the fact that the wife of the bourgeoisie is his business partner. Our domestic system has no greater weakness than the fact that the American woman is profoundly ignorant of her husband's business affairs, and has no part in their management.

The American woman comes of a race of shrewd businessmen, and it is absurd to say she can not understand a simple business proposition. Let her husband explain why they can afford only so much for living expenses, and nine times out of ten, yes, ninety-nine out of a hundred, the wife will willingly acquiesce in the arrangement. In most cases her love for him will prompt her to save him the worry of bills he can not meet. If it does not, her good sense and conservatism will teach her that disaster and ruin can only be averted by prudence. The man who makes a confidante of his wife, and in whose affairs she is the consulted silent partner, is not the man who is ruined by millinery bills, or one of those who goes to the penitentiary on account of a woman's extravagance.

Somehow we seem to have a sort of false delicacy in talking about money. The young man who is in love with a girl and wants to marry her, seldom has the honesty to tell her just what he is making and what style of living she will have to adopt if she casts her lot with his. On the contrary, he speaks in glittering generalities. He is so anxious to appear well in her eyes that he often spends far more than he can afford. In their courting days he lavishes sweets, and candy, and books, and theater tickets on her, and she naturally argues from these that they are to live in a kind of fairyland, where everything comes with the wishing.

Perhaps she desires a swell wedding. He groans at the thought of what it will cost, and that he must go in debt for carriages and souvenirs for bridesmaids, and a thousand incidental expenses, but he lacks the courage to say to her frankly that he can not afford it, and that he will not do it. This does the girl the greatest injustice. Suppose that instead of

starting life with a splendor beyond their means, and that is bound, sooner or later, to end in bankruptcy, the man should tell the girl honestly just how matters were—that she was marrying a poor man and would have to economize, to wear made-over frocks, perhaps, and do with a maid-of-all-work until he had time to carve out a fortune for them? Don't you know she would respect him more and love him better? It is possible she would not have the courage or the love to make such a sacrifice. Then, surely, a man missing such a wife might be like Beatrice at heaven, daily on his knees thanking it for his escape. But the true-hearted, plucky, loyal American girl would not refuse such a partnership. She is not built that way. She may be relied on to do her part if she is given a chance.

No man has a right to complain that he can not help his wife's extravagance, or that it tempted him to steal. It is a contemptible confession of weakness. The vainest, the most frivolous, the shallowest woman who ever lived, will respect the man more and love him better for refusing to let her ruin his prospects in life. Deep down in every woman's heart is a demand that the man she loves shall be stronger than she is, and have some sort of principle that he will not sacrifice to her whims and caprices—no, not even for love of her. "I could not love thee, dear, so much, loved thou not honor more," is her unconscious motto, and the man who fails to check the recklessness of an extravagant wife, has the poor satisfaction for his comfort that she despises him for his weakness.

For every life that is wrecked by the extravagance of a wife, and for every man who goes to the penitentiary because of millinery bills, there are thousands who owe their success to some woman whose prudence and conservatism is the balance wheel that keeps the domestic machine in working order. Men who set up no false pretenses with their wives, who tell them fairly and honestly what they can afford, seldom have cause to complain of their extravagance. The path of matrimony does not lead to the penitentiary, and the way of the defaulter is not paved with millinery bills, or embellished with Easter bonnets. The average businessman saves more money after marriage than before, and he spends less on his wife's hat bills than he did treating the boys.

With women extravagance is generally a sin committed through ignorance. The woman who has money of her own is far more apt to live within her income than a man. The average business woman is pretty sure to have a little nest egg laid by in the savings bank against a rainy day, and she will do this on a salary on which a man would think it impossible to save up a penny. A woman who would spend as much on a purely personal indulgence as a man does on cigars in a year, would be regarded as a monster of extravagance, and a warning to her sex.

No one would set up the absurd

claim that women are invariably judicious in their expenditures or always administer their household affairs wisely and economically, but it is claimed they do not willfully ruin their husbands by their greed or love of luxury. The American wife has her faults, but she is courageous, loving, loyal and willing to do her part in bearing the burden of life, and when she is accused of sending 67 per cent. or any other appreciable per cent. of felons to the penitentiary because of her millinery bills, she indignantly denies the accusation.

Dorothy Dix.

### Paper Windows in Japan.

From the bark of trees and shrubs the Japanese make scores of papers which are far ahead of all others. The walls of Japanese houses are wooden frames covered with thin paper, which keeps out the wind but lets in the light, and when one compares these paper-walled "doll houses" with the gloomy bamboo cabins of the inhabitants of the Island of Java or the small-windowed huts of early days, one realizes that without glass and in a rainy climate this ingenious people has solved in a remarkable way the problem of lighting dwellings and, at least in a measure, of keeping out the cold. Their oiled papers are astonishingly cheap and durable. As a cover for his load of tea when a rainstorm overtakes him, the Japanese farmer spreads over it a tough, pliable cover of oiled paper, which is almost as impervious as tarpaulin and as light as gossamer. He has doubtless carried this cover for years, neatly packed away somewhere about his cart. The "rikisha" coolies in the large cities wear rain mantles of this oiled paper, which cost less than 18 cents and last for a year or more with constant use. An oiled tissue paper, which is as tough as writing paper, can be had at the stationer's for wrapping up delicate articles. Grain and meal sacks are almost always made of bark paper in Japan, for it is not easily penetrated by weevils and other insects. But perhaps the most remarkable of all the papers which find common use in the Japanese household are the leather papers of which the tobacco pouches and pipe cases are made. They are almost as tough as French kid, so transparent that one can nearly see through them and as pliable and soft as calfskin. The material of which they are made is as thick as cardboard, but as flexible as kid.

### Fined for Using Registered Bottles.

Eleven Brooklyn druggists and one grocer have been arrested recently for selling poison in beer bottles, eight of whom were fined \$50 each. The prosecution was conducted by an inspector of the Long Island Bottlers' Union. These druggists evidently did not know of the New York State bottle law.

### He Knew.

Scott—I think I'll take a little of everything, waiter.

Waiter—I'm sorry, sir. We have no hash on hand today, sir.



Your brain has a limited capacity. Remove one-half its load and the remainder is handled twice as well. The five greatest troubles of a merchant—the handling of cash sales, credit sales, money received on account, money paid out and money changed for customers—are taken care of by a National Cash Register.

Michigan Tradesman

**N. C. R. Company, Dayton, Ohio.**

*I would like to know how a National Cash Register wipes out a retailer's troubles. I am sending this coupon with the understanding that it puts me under no obligation to buy.*

Name \_\_\_\_\_

Address \_\_\_\_\_

Business \_\_\_\_\_ No. Clerks \_\_\_\_\_





### Fame Comes To Inventors Only Through Hard Work.

The development of the faculty of "seeing that which others overlook," which makes the successful inventor, took a commercial direction with Thomas Edison before it did a mechanical one.

In his first venture he showed the unerring instinct for business which has given him the reputation of being, above everything else, a "commercial inventor."

He was 14 when he started in business for himself as a news vender on the Grand Trunk road. This was during the civil war, when excitement for news regarding the battle of Pittsburg Landing was at its height. "Tom," as he was called, persuaded the editor of the Detroit Free Press to let him have a thousand copies of the paper as stock in trade, to be paid for on realization, and to be sold from the cars. He conceived the ingenious plan of getting his news bulletins printed on official blackboard along the line prior to the arrival of the train bearing him and his papers.

Mr. Edison thus describes the success of his first venture:

"At Utica, the first station out from Detroit, I usually sold two papers for 5 cents each. As we approached the station on this day I put my head out of the window and thought I saw an excursion party. I had half a dozen papers in my hand, and seeing that the crowd began to gesticulate and shout when they saw me, I guessed that it was papers they wanted and rushed back, grabbed an armful, and when I reached the platform sold forty. Mount Clemens was the next station. When it came in sight I thought there was a riot. The platform was crowded with a howling mob, and when the tones became intelligible I realized that they were after news of Pittsburg Landing. I raised the price of papers to 10 cents and sold fifty where I had never before sold more than a dozen.

"As other stations were reached, these scenes were repeated, but the climax came when we got to Port Huron. The station there was a mile from the town. When the train stopped I shouldered my bundle and started for the city. When I got less than halfway I met a crowd hurrying toward the station. I thought I knew what they were after, so I got in front of a church, where a prayer meeting was being held. I raised the price to 25 cents a copy, and commenced to take in a young fortune. In two minutes the prayer meeting was adjourned, the members came rushing out, and the coin was produced in a way that indicated that the deacons had not passed the plate before I came along."

It was during this part of his life that Edison saved a child from death under the car wheels, and the father, who had no money to reward him,

offered to teach him telegraphy. Edison gladly accepted, and he became an operator when he was 15 and an inventor when he was 17.

It seems singular that a mere child should have detected the weak spot in the system as practiced in those days and without special training or experience overcome what had proved a great stumbling block to the extension and development of the system. This was his first great work, the invention of a perfect automatic repeater, and its successful operation at once attracted attention to his genius. It was not, however, until he was 21 that he began to receive enough material assistance and recognition, so that his way became even comparatively clear.

When he was 22 he had already made valuable discoveries in several branches of telegraphy and he left Boston for New York, arriving in the latter city in his chronic state of impecuniosity. There was a panic in Wall Street, and as Edison lounged outside the Exchange he learned that something had gone wrong with the telegraphic communication and brought business to a standstill. In the tumult he slipped into the office of Law's old reporting company, discovered what was wrong with the stock quotation printer, and informed the astonished manager that he could put the machine in order. He did so, with the result that he was engaged by the company at a salary of \$300 a month, a sum which was beyond his wildest dreams.

This enabled him to put into shape immediately some ideas that had been seething in his brain. An opportunity for selling his patents, among which was the Edison stock printer, soon offered itself and the inventor decided that he might take \$5,000 for them. The Gold and Stock Telegraph Company, however, of which he was now a member, made him an offer of \$40,000.

"I believe," said Mr. Edison in recalling this incident, "that I could have been knocked down with the traditional feather, so astonished was I with the sum. I concluded that there must be some Wall Street trickery about the thing and that if I ever got a cent I should be lucky. After signing the agreement I received the check and proceeded to the bank with it. In thirty days I had fully equipped a shop of my own, an investment which left me little money."

Sir Hiram Maxim, who a few years ago was knighted by Queen Victoria, tells something of the early life in Maine which led to his first inventions: "During my boyhood my attempts at mechanics were highly prized by the neighbors. I was particularly expert in making crossbows, bows and arrows, and so forth. Also little guns for shooting peas. I also made an instrument for ascertaining latitude. My first position was in Abbott, in the carriage shop of Daniel D. Flint, who made the greater part of the machinery of his works himself, much of which was better than that which obtains in many carriage shops to-day.

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.



# FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

# Increase Your Sales

By getting a better light and thereby showing your goods to a better advantage.

# The Michigan Gas Machine

Is the best artificial light on the market and will help to increase your sales.

**Michigan Gas Machine Co.**  
Morenci, Mich.

Lane-Pyke Co., Lafayette, Ind., and Macauley Bros., Grand Rapids, Mich., Manufacturers' Agents.



"I went from one mechanical position to another until I entered the service of Oliver P. Drake, of Boston, who was one of the cleverest machinists I have ever seen. From Boston I went to New York, where I received high pay as a draftsman. I lived economically and laid up money, but in the meantime my father had been taken ill and was unable to work. The family being large, it was necessary for me to put my shoulder to the wheel and assist them. During this time I conceived the idea of making a gun that would load and fire itself with the energy derived from the burning powder.

"The idea occurred to me when, after the civil war in America, I was trying to fire a Springfield rifle. The effect was so great that the idea might be said to have been kicked into me. There was enough energy in that kick to perform all the functions of loading and firing the weapon."

The drawings of this gun were taken to Paris and then to London, where the money was obtained for the first experiments. From the first it attracted a great deal of interest, although when the announcement was made in the papers that a young American engineer and electrician had succeeded in producing a gun that would load and fire itself simply by touching a button, the news seemed too good to be true.

The first order came from the British government, which specified that the gun was to weigh not more than a hundred pounds, and should fire 400 rounds in one minute, and 600 rounds in two minutes. Sir Hiram sent a gun weighing forty pounds, which fired more than 600 rounds in one minute, and discharged 2,000 rounds in three minutes. It was of this gun that Lord Salisbury once said to the King, "Sir Hiram has prevented more men dying of old age than any other man who has ever lived."

Patent No. 174,465 was perhaps the most important ever allowed by the United States patent office. One hour after it was filed by Alexander Bell, Elisha Grey, of Philadelphia, also filed in the patent office a caveat warning inventors against any attempt to patent an instrument such as the telephone, as he was doing some work looking to the transmission of speech by sound. Had this been filed before Bell's application he would not have been granted a patent.

Bell sent his rude models to the Philadelphia Exposition, where they were practically shelved. In the meantime he was conducting the classes in his father's system of visible speech, out of which he earned a living.

His financial backer in another idea upon which he had been working telegraphed him that on a certain day a special board of scientists was to inspect the experiments in phonetics of a young inventor named Elisha Grey. As a special favor Hubbard, the backer, had obtained permission for Bell to exhibit at the same time his telephone contrivance. He was to go the next day, but he was dis-

couraged at the hardships which the invention had so far received and class work was pressing him, so he determined not to neglect his scholars again or to waste more of his badly needed money in the already expensive enterprise. He had nearly made up his mind to let the train go without him.

The daughter of his partner, however, was his fiancée. At the last minute some one knocked at his door and said that Miss Hubbard was waiting in her carriage and desired to speak with him immediately. He seized his hat and went down to her. "Why aren't you ready to go to Philadelphia?" was the question which greeted him.

The young man began to explain about his classes and other duties which were keeping him from the trip.

"Well, come and take a drive with me," said his fiancée. This was an invitation which he could not refuse. He got into the carriage immediately and was driven to the station. There Miss Hubbard descended. Mr. Bell did likewise. The New York train was already upon the track, steam up, and waiting to pull out.

"Mr. Bell, you are going to Philadelphia to exhibit your invention," was the decided order that the young man received. In the minute that was left he bought his ticket, Miss Hubbard saw him safely on the train and returned triumphantly home.

In a short time the name of Bell was on every tongue and the young man awoke to find himself famous beyond his wildest dreams.

Fred Fisher.

#### Not the Same Kind.

"This," said the clerk "is the best foot powder made, we have a lot of customers for it." "Yes," replied the transient customer, "but you can't hold a candle to our goods."

"Are you in the foot powder business?"

"No. We make gunpowder."

The love that is never wasted soon withers.

## The Old National Bank

Grand Rapids, Mich.

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

Blue Savings Books are the best issued.

Interest Compounded

Assets over Six Million Dollars

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

# 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

**25% Discount**  
For the Next 30 Days

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

**N. & B. Automatic Gas Machine**  
IT HAS NO COMPETITOR

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

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.

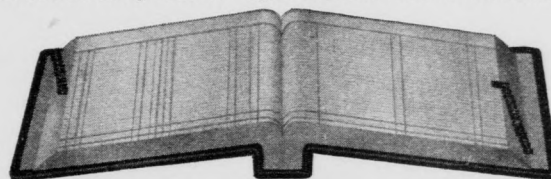
**SUTHERLAND & DOW MFG. CO., 84 Lake St., Chicago, Ill.**

## 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.**





### Windows as Publicity Supplement for the Retail Dealer.

It is surprising how few retailers realize the magnificent opportunity that they have to supplement their advertisements by their window displays, and to attract attention to their window displays through their advertisements. The two offer possibilities which if well handled will do much to increase the effectiveness of each.

The average merchant gets about 50 per cent. of the true value of this combination by letting his windows and his advertisements pull in opposite directions. Whenever you write an advertisement be sure to have at least a reference in it to your window display, and when you dress a window observe the same rule. This can be varied from time to time and played up in a very attractive manner by a special combination of the two.

One firm that the writer knows of makes a specialty every fortnight or so of trimming his windows in a reproduction of his advertisements. He arranges a background of some white material—a bleached cotton cloth will answer—and upon this with paste-board letters, or with direct lettering on the background itself, he reproduces the wording of the advertisement. If there is much lettering and a possibility of the black and white effect becoming too monotonous and unattractive, he has ways of putting variety into the lettering. He uses different colors in the first place, sometimes making his letters out of heavy paper, and covering them with gilt. Again he has used various articles of merchandise, and cleverly worked them into lettering; preferably, of course, those that are advertised. Thus, when a hosiery advertisement was run, he had a most effective background and the newspaper display was reproduced in hosiery of different sizes and colors. On another occasion he used various shades of dress goods, which were being exploited.

An exact reproduction of the running title of the newspaper lends, of course, a great deal to the effectiveness of the window advertisement and should not be left out. It would be well to reproduce it exactly with the date line, any motto, the weather report, or reference to circulation, or any of the various bits of information that the newspaper may run in its heading. If the advertisement has appeared in two or three papers, it might be well to divide the window into sections, one for each paper, or much better, if more than one window is available, to allot an entire window to each paper. Then the advertisement could be divided up among the three, and a portion featured in each one. In such a manner none of the papers would be left out, and those who had seen your dis-

play only in one would find that reproduced.

This last idea will naturally suggest that a very good plan would be to print in every paper a different advertisement, and thus each display can be distinctive. It might be said in passing that on all occasions where it is possible the merchant should not publish the same advertising copy in two papers at the same time. There are many reasons for this, but chief is the test of effectiveness of the different papers. He can thus tell by the articles the people ask for which paper was the more widely read.

As for the foreground of the advertisement window, there should be displayed in a most attractive manner the goods which are advertised. Each article, or series of articles, should be shown to best advantage, with the prices marked on them, and some direct reference to the advertisement. This can be very effective when there are a number of varieties of the same article or when there are several patterns which may be chosen. Each variety should be given a place and all plainly marked. In this manner the plain statements of the newspaper columns are amplified in a most striking manner, and there is given a concrete illustration of the actual value and need of the goods mentioned.

A firm in the western part of Massachusetts not long ago arranged a window display like this, and advertised a special lot of white goods. The advertisement was carefully worded, while each class of articles was given a generous space. He had three windows and distributed his matter so that there was no crowding, and the varieties were displayed in an excellent manner. Each class was labeled with a card which said in effect, "These goods are advertised to sell at —. See how many varieties we have at that price. You may take your choice." This firm trimmed the windows Saturday, and on Sunday morning, when the advertisements appeared there was a reference in them to the windows, so that one might see at once the goods which were to be on sale. There is perhaps no better time than Saturday and Sunday for the inauguration of such a scheme. Sunday, as is well known, is a day of big advertisements, and then the public generally spends more time over the papers. The day, too, is a popular time for the public to inspect show windows, and it is probable that more people in your town will see a display on this day than at any other time.

The details of the plan will readily suggest themselves to any merchant. No very elaborate outlay is required and a clever man should be able to originate something of a purely local nature which would materially assist the display. If fancy cuts are used in the advertisements, they might be reproduced in the window by the means of models or forms, and great care should be taken to make the reproduction as exact as possible.—Boot and Shoe Recorder.

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.

## 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



### How Felt Shoes Are Made in California.

The beginning of this story of the making of one kind of felt shoes, or one brand, strange to say, is a story that is a sort of sequel to the failure, or the closing up, from natural causes, of a great winery. The transformation of a winery into a great felt and felt shoe factory was an interesting operation to Southern California, but we are not interested beyond the felt part of it at all.

Alfred Dodge learned how to make felts over in Germany—felts that belonged principally to the composition of pianos. Years ago he came to the United States and started a felt factory up in the edge of the Adirondack mountains, in New York State. He there made felts and felt shoes and laid out a model factory village. Unfortunate business connections finally shut him out of his holdings there and he migrated to California. In the wonderfully pure air, the dry atmosphere, the constant sunshine and the climatic conditions which make Southern California a country of remarkably even and regular temperature variations he saw the possibility of beginning a new felt making industry that should have the wool of the ranges close at hand to draw upon for raw materials and a minimum of manufacturing costs in many respects that could not be found in the East.

He interested capitalists in the project and in the winter of 1903-04 the old San Gabriel winery, nine miles from Los Angeles, was purchased, the wines turned out of doors and the beginning of the establishment of a felt and felt shoe making plant started. The vineyards that had supplied the winery with grapes had gradually succumbed to disease and the owners of the buildings—well made of brick and of large capacity—gladly transferred them for another purpose. The machinery was procured, a town laid out and called Dolgeville, and a business put into operation that produced and sold from May 1 to December 1, 1904, 100,000 pairs of felt shoes, to say nothing of large quantities of piece felts, piano hammers and other articles not particularly interesting to shoe people.

This is how they make the shoes out there in Southern California, where workmen can have open windows almost every day in the year, where snow-capped mountains and orange groves are the scenery from the windows of the factories, rather than brick walls and noisy streets.

The great majority of the fleeces used come from sheep pastured on the ranges of the Southwest, although certain qualities of very fine felts have to be made from imported wools of different fibre. These fleeces from the range sheep come into the factory in the dirtiest possible condition, full of burrs and foreign matter outside of the things that always go with wool. They are laid on sorting tables where certain portions of the fleeces are separated for special felts, the brands and marks of the sheep owners (which are almost indelible) put by themselves and the different

piles of wool then forwarded to the cleansing machines.

The wool is first put through a "blower" which blows from it all the loose dirt. It is then forced, by an air draft, through a pipe to the washing tubs, machines having long troughs of water containing cleansing solutions through which the wool is dragged by steel teeth fastened to endless belts. This washing takes out all the soluble matter. It is then passed through a carbonizer where all the burrs and similar foreign substances not soluble are burned out. It is again washed and all the acids and greases removed from it. From the last washing it comes forth pure white and perfectly clean. The wool that contains the brands and marks has to go through a special process from which it also ultimately comes out white and clean.

From the washing machines the wet wool is blown to the open-air dryer, a series of large bins made of wire netting open to the air and sunshine and elevated to a point where the wool is not shaded or the currents of air interrupted from it. In this dryer the wool is made dry and fluffy in about twenty minutes and comes out in a condition superior to that which is obtained from the old ways of artificial drying where climate prevents open-air exposures. This is one great advantage of the California manufacture of felt.

Leaving this dryer the wool is sent to the carding machines and from them goes to the felting machines.

### 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.

## The Most Popular Shoe

We Make is Our

## Hard Pan



From Michigan south to the Gulf of Mexico and west to the Pacific slope you will find our Hard Pan, a shoe held in high esteem by that portion of the general public that gives shoe leather extra hard usage. None genuine unless our trade mark is stamped on the sole.

Rindge, Kalmbach, Logie & Co., Ltd.  
Grand Rapids, Mich.

## Don't Forget

That our men will in a very few days be out with their new line of Fall Samples, which will comprise the best things in leather footwear to be found in the market to sell at medium prices. We know you will want some of these goods if you will take the time to look them over.

### Send Us Your Orders

For Tennis goods We have plenty of them on the floor ready to ship, and there is 5 per cent. discount for cash in 30 days. Don't forget this.

## Rubbers

We probably have the largest stock of rubber footwear in the State of Michigan. We are State Agents for Hood and Old Colony. Don't forget this.

We can do you good any spot in the world.

Geo. H. Reeder & Co.

Grand Rapids, Mich.

Geo. H. Reeder, Pres.-Treas.

H. L. Keyes, Vice-Pres.

J. W. Baldwin, Sec'y.



where it is loosely distributed over a belt which makes a piece of felt forty-four yards long and of almost any desired width, according to the purposes for which it is intended. The wool is distributed by one set of rollers lengthwise of the belt, which is constantly moving, and by another set of rollers crosswise of the belt and on top of the first layer. There is no process of forcing the wool to cling together to make the fabric, as the natural clinging tendencies of the fibre work it into a compact sheet. The thickness of the felt is limited only by the quality and grade of the felt desired.

Natural grey is made from a mixture of one-third black wool and two-thirds white wool. The greater portion of the black is dyed before carding, but the natural black fleeces, of which there are a few, are mixed with this dyed wool and used in the gray felts. All colored felts are dyed after laying and finishing, having come from the laying machines pure white.

Coming from the laying machines, the felt is thick and fluffy, something like a rather heavy cotton batt. It is then put through pressing machines, one form of which is a series of hot rollers and another form an oscillating flat-iron of great size. It is possible to make the felt of almost any density in these machines and it can be made to come out as stiff and hard as a board. After pressing it is clipped and singed similar to heavy cloths.

In the making of the felt shoes, the cutting of parts is done from patterns and by hand in practically the same manner as that employed in cutting leather shoes. The greater number of the slippers are cut in one piece and joined at the heel in making. They are also—excepting in very cheap numbers—cut large enough to enable being sewed together underneath the bottom of the foot in a seam that is loose enough to allow the two edges of the felt to meet and lie flat against each other when the lasting is done. This makes a continuous fabric underneath the foot and does away with all possibility of pulling out at the edge of the sole and also of making a thicker and softer treading surface under the foot of the wearer.

Before the lasting is done the fur which ornaments the top of the slipper is sewed on the inside edge by machine. This is left unsewed on the outside because that portion of the work has to be done later by hand, it being impossible for any machine yet invented to sew down the fur without catching the hair under the stitching and without fulling the edge so as to make the work unsightly.

The lasting is done wet, the shoes left on the lasts and put in the drying room. After coming from the drying room the puckered edges of the felt underneath the toes are trimmed off flat. The soling and heel-processes are practically the same as with leather shoes, but previous to the putting on of the soles the bottoms of the shoes—the felt—are brushed with cement.

Counters are formed by the stitch-

ing on of an extra piece of felt between which and the shoe is placed a piece of heavy buckram.

The finishing processes on the leather of the soles and heels correspond with those used on leather shoes.

The desirability and practicability of heavy felt for many purposes ordinarily supposed to be given over entirely to leather are proved by the making of high laced boots designed for wear in the Far North, where the snow is dry, and in the making of shoes with leather vamps and felt uppers for street wear of people who need something warm and protecting. The greater thickness of felt over leather does not tend to overheat the feet, because of the greater porosity of the felt.

The making of felt shoes is not confined to the slipper class, as the factory puts out a great variety of styles in many shapes of balm. The slipper class varies with the heelless, the common-sense, the high boot heels, French heels and practically everything in vogue in slipper styles.

The small ornaments of felt used on some of the shoes and slippers are cut with dies from waste pieces. No profitable use has yet been found for the ultimate small pieces of waste.

This description eliminates the operations in that portion of the felt factory given over to piano felt manipulation in the making of piano hammers, which is going on in connection with the shoe shop. That portion of the felt business is very important and requires great skill.

The advantages claimed, and demonstrated, for the manufacture of these goods in California are the elimination of the problem and expense of properly heating the factories and shops in winter, the use of the air and sunshine for the preparation of the goods and almost unvarying temperature during the entire year. The most of these points would be and are in favor of any sort of manufacturing in Southern California.

The fuel used in making the power is crude oil, which is much cheaper than coal and far cleaner.—Shoe and Leather Gazette.

Let there be always something doing.

### 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 Maletic Building, Detroit, Mich.

### PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

### AUTOMOBILES

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

Michigan Automobile Co.  
Grand Rapids, Mich.

## TOP-ROUND SHOE



\$3.50  
and  
\$4.00

Absolute protection for the dealer who handles Top-Round shoes. Only one dealer in a town. Your competitor can not go into another State and buy from any

wholesale house Top-Round Shoes. We handle the trade from our office so accurately that the territory is given and protection that is protection furnished. Our shoes are all custom made for each dealer, therefore the dealer makes a fair profit and increases his business.

Write for our new catalogue and great proposition in advertising. Salesmen are now out.

White-Dunham Shoe Co., Brockton, Mass.

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



## Mr. Shoe Dealer

We have an interesting proposition to make in regard to

## Skreemer Shoes

The most popular medium priced shoes manufactured. We want one dealer in each town to handle this profit-earning line of shoes.

Write to us for full information.

Michigan Shoe Co., Distributors

Detroit, Mich.



THE SIMPLE LIFE.

The Fad Is Becoming Something of a Nuisance.

Everybody is talking "simple life" as if it were something new and that Wagner had discovered some marvel—some revolutionary idea. Many of my friends are enthusiastic about it, and now that spring is here we will be forced to hear more and more of the simplicity. The simple idea takes better in springtime and grows more complex after the first snowfall. There is something in warm sunshine that makes us all wish to discard clothes and perhaps live in a cave and gnaw bones.

One of my friends I caught a few days ago reading a pamphlet about a man and an ax; a hut in a forest by the side of a clear, limpid lake, in which one could catch one's own breakfast, dinner and supper; where one could clothe one's self in the skins of animals. The pamphlet told of rising from a couch of leaves, a plunge in the clear, cold lake, a breakfast of fish and cakes, of hearty digging in the soil or chopping trees. It did not tell how to subsist when the fish would not bite or what to do when the lake froze solid. The man who wrote the pamphlet, I am told, lived the life somewhere up in Michigan one summer. He liked it so well he came back to the city and wrote about it and secured a big sum lecturing about it.

"What you want," said a friend to me, "is simple life. Throw aside all artificiality and nonsense of that kind. Be natural; be yourself! Throw off the bondage of all this worldly frivolity. The natural man does not want cabs, gas, newspapers, top hats. What he wants is solitude, peace, plain diet and opportunity for thought."

I reminded him that the sky had an unfortunate knack of not being visible at times. I pointed out to him that it was a lamentable fact that I had to make a living among surrounding bricks and mortar. My wife, I was sure, would object most strongly to my taking an axe and going to live with only wild beasts for neighbors. When I asked my friend why he did not try it himself, he replied that he would like nothing better, but that he had to remain among civilization in order to convert it.

This simple life business is growing a nuisance. A day or two ago I went to a drawing room reception where a simple life lecturer delivered a beautiful address, the moral of which appeared to be that we were all fools not to go and discover uninhabited islands and live on them. The gentlemen in the audience thought it would be fine and the ladies (their hats were wonderful—I should say the ladies' spring hats this year make a record in costliness) clapped their kid gloved hands until their bracelets rattled. They could, they declared, have listened to that lecturer "forever"—only the carriages came and took them off.

When I expressed an idea that the lecturer had simply made a good many people considerably more ig-

norant than they had been before, one young woman declared she would have stopped and talked to me until she had converted me, only she had an appointment with a teacher of bridge!

One of my acquaintances, who receives the magnificent salary of \$12 a week, informed me that at least no one need talk to him about leading a simple life—one could not go wrong on such a sum. He was, however, paying \$5 a week for his room, and he could have got one as good in every respect for \$2 if he had not wished to impress upon his friends the fiction that he was earning \$20 a week. Now, every acquaintance of his who comes and sees that room departs thinking that as its owner must get \$20 a week he, too, should get \$20 a week, or \$40, as he is doubly as good as his friend. But he does not. So he takes pains to hide his own failure by also spending more in creating a false impression than he can afford.

Half the drinking that goes on is caused not by a love of drink but by one man's determination that he will not be beaten by a man who pretends to be able to pay for more drink than he can. "Why does your wife dress so extravagantly?" Thackeray asked a friend. "To hide the fact that we are so badly off," the fellow answered.

The first step to the simple life is to recognize that that game is "not worth the candle," that no regard of any one else is worth having if it is to be only gained by a trick and retained by deception. In this game of deceiving others we at last end by deceiving ourselves. The things we assume become necessary to us at last, or we think they are. It adds enormously to the duplicity of life, and the most amiable and otherwise honest people fall into it.

The simple life lies at one's own door. But we are horribly afraid to pick it up lest our neighbors may be peeping at us from behind their window curtains. E. G. Minnick.

To Abort a Felon.

It is claimed that many a felon has been aborted by binding on pulverized salt and keeping it moist with turpentine. The method will dwarf a boil or a carbuncle.

HARNESSES

Special Machine Made

1½, 1¾, 2 in.

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

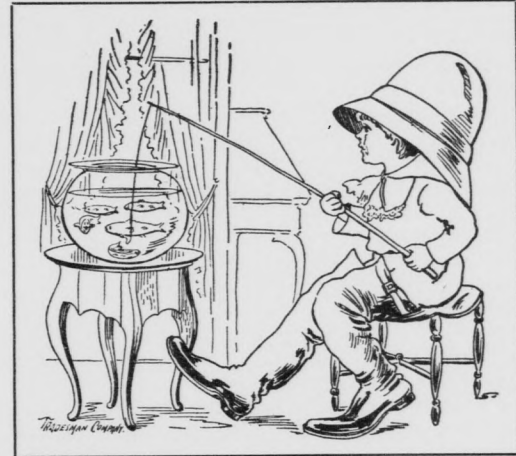
Order a sample set, if not satisfactory you may return at our expense.

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

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.

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.

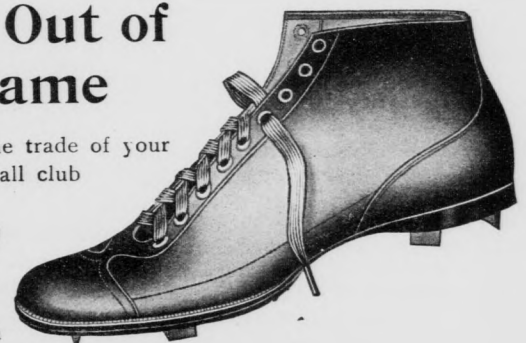
SAGINAW, MICH

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



## VALUABLE ASSET.

## Relation of Gumption to Business Success.

"Gumption," in its full sense in the vernacular, is one of the most valuable of all assets in the young man, whether in business or in the professions. It is not an easy word to define in words; it is not an easy virtue to cultivate if you have not been born in some measure with the capacity. But there is no questioning the fact that where one sets himself to the task he may improve his condition that invariably is the worse because of the absence of the faculty.

A man easily may have half a dozen of the most desirable qualities as a man, as a friend, and as a good fellow, but without gumption he becomes a menace to himself and to the best interests of every one with whom he is associated. The type is likely to be one of the best intentioned men in the world. He may be slow and easy going, and serious and conservative, or volatile to the point of having everything rest lightly as a shadow upon his sense of responsibility. But his capacity for "queering" persons and things will scarcely be affected in the end.

One of the greatest gifts of gumption is the ability in its possessor to "size up a situation," and because of this accurate "sizing up" of things be able instantly to take a new tack in the premises to the best advantage; to be able instantly to recognize wherein his preconceived ideas are impossible and to drop them like a piece of hot iron, substituting words, actions, conditions or what not without the lingering shadow of a regret.

The gumptionless man in this respect may be one of the worst marplots conceivable in the business and professional worlds. He is likely to feel somewhere that he is deficient in his millings with the world; he has not had the returns that he might have had for his expended nerve force. Because of it he may become too deeply a student of the academic preacher in both material and spiritual things. He does not need the academic—it is in his nature too strong already; he needs to consider cause and effect in the world in which he is moving.

"Do it now," and two or three other kindred mottoes that I see here and there at the desks of men in the various walks of the business world are things that I rebel at, as so frequently the possible ear-mark of the gumptionless worker. How do you know it ought to be done now? What is the thing? And how much better, or just how much worse, would it be to put it over for an hour, or a day, or a week? If it be the one thing unquestionably that you should do now, why hang up the stupid card suggestion of your mental unfitness for your work? And if you should be in doubt whether gumption naturally prompts you to do the thing at the moment, why allow a dumb, unchanging set of letters staring you in the face to approach a challenge of your judgment?

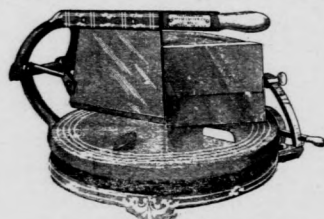
In my judgment of men and things,

I should be tempted to shake up an employe occupying an office chair with one of these cardboard monitors staring him in the face. I would a hundred times rather see a clever jokelet, or bit of verse or comic illustration pasted less conspicuously somewhere else about his desk. Just as no man ever worked to the best that was in him while under the hard, close scrutiny of an employer who might distrust him, so it is unnatural that a man should post even a silent yet visible censor over himself.

If one's employer hangs the card monitor in an office the conscientious worker must feel it as an accusation and a challenge; if he does it himself why should not the conscientious employer regard it as a confession—a mere empty bluff? The word "Welcome" on the doormat and the "God bless our home" on the wall of the back parlor have been discarded for the reason that neither of them could ring true.

One of the most conscientious, industrious men I ever knew has been engaged in more professional and adopted positions than any other person in my acquaintance. He is especially well educated and eminently refined. But for the lack of the thing called "gumption" he is a failure in life; technically equipped for half a dozen callings he can do nothing with any of them among the world's workers. Why? He does not know men and he never will, simply for his lack of gumption. If a man turns him down upon a business proposition he has no more idea why his mission became a failure than if he had gone without either eyes or ears. By nature he is a mathematician in its fullest sense; the things that he knows he knows thoroughly and he knows that he knows. But gumption is the thing he needs and he can not learn.

Often I have compared this friend Planke with a mutual acquaintance who has gumption in about the same ratio that Blanke has everything else but gumption. This man is an apostle of correct dress. He believes sincerely in the open sesame of a silk hat and a frock coat as becoming his figure and manner. As a modified promoter along professional lines this acquaintance holds that he can get an audience with any man, and he has proved it. This fact has given him a



### 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.

## Getting More For Her Flour Money



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

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

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

## The Northwestern Consolidated Milling Co.

Minneapolis, Minn.

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

# FREE FLOUR

Satisfaction

or

Money Back

*"Gold Mine"*

The Name of the Best

## Clark-Jewell-Wells Co.

Distributors

Grand Rapids, Mich.

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

WE SELL IT TO YOU  
WE SELL IT FOR YOU

Sheffield-King  
Milling Co.

Minneapolis, Minn.





good deal of the assurance that might have been his naturally. With his "three D's," as he calls them—dress, dignity and directness—he appears in the anteroom of the busy man's office, presenting an engraved card in a manner which leaves the attendant no possibility to tender the blank slip calling to be filled with the name and business of the caller. Inside, the business man can not recall the name that is on the card; the attendant speaks highly of the personal appearance of the caller; the busy business man can not afford to take the risk of turning the caller out. Once inside the office, this man's mastery of the moods and mannerisms of men makes a hearing assured.

Comparing these two men, Blanke knows more of literature, science and the practical arts than the other man ever will know, but he is too ignorant of men to tell of it even in a classroom; on the other hand, the man who can mix does not need Blanke's technical knowledge, however he might avail himself of it if it were his.

No man is in a position of too small consideration to need gumption. With enough of gumption assured on the part of a door opener, a business house would be glad to put upon the man the duty of dismissing its undesirable customers who might come in person. But as a rule gumption will insure a better job than door opener to almost any man possessing it in its homeliest garb. The fortunes of a business so frequently may hang by the thread of it.

Ask yourself if you have this quality. Ask yourself if you have it to the fullest degree possible in your makeup. Why was it that the last business interview you had seemed to bore the object of it in such a marked manner? Why was it on a certain occasion that you received such curt dismissal of your proposition seemingly without cause? Almost to a certainty you lacked a little gumption somewhere. There are two quotations illustrating the possibilities and the impossibilities of gumption and the lack of gumption.

"I'll speak to Jones about that deal the first time I see him," remarks one class of man, with emphasis.

"Just at the first opportunity I'll touch Jones up on that matter," is the expression of the other.

Which man would you rather have in your employ in an executive capacity? John A. Howland.

#### Making Fake Antiques.

There are plenty of old curiosity shops in New York where it would be difficult to find an article which is what it pretends to be. The persistent credulity of their customers must be a sore temptation even to honest dealers. Of old curiosity shops in general it may be fairly estimated that 45 per cent. of the objects offered are spurious, expressly manufactured for sale or "faked" in some way. The ingenuity of the forger is unlimited. Furniture, prints, china, pictures, plate, armor, ivory, bronze and tapestry—all are successfully imitated. "Antique" armor and metal work of all kinds are made in Bir-

mingham. Spurious antique china comes from France, Holland and Germany. The spurious print is perhaps the commonest trap of all. "The craze of the colored print" is just now with us, and the demand for examples of the celebrated engravers of the eighteenth century exceeds the supply a hundredfold. These are exceedingly scarce, consequently the market is flooded with reprints and reproductions. Several firms are engaged in producing them, and they cost the dealer in "objects of art" from seven and sixpence to a pound apiece. Usually the paper is manipulated to give it the appearance of age, or the print is put into an old frame.

It is certain that countless numbers of them are sold as originals. A reprint has this excuse, that, although subsequently "touched" by a more modern hand, it is an impression taken from the original copper plate, but it can not, of course, be compared with original prints from the graver of Bartolozzi, Ward, Schiavonetti, Valentine Green, Cipriani or John Raphael Smith. A reprint, however, still contains some of the original lines. A reproduction is merely a copy, every line of which, aided by photography, has been traced by a modern hand.—New York Herald.

#### Praying for Two Husbands.

"If your husband were to die would you pray for him?"

"Of course, but at the same time I'd pray for another."

Time knows nothing of a reverse lever.

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

## Do You Sell Flour Golden Horn Flour

### Gets the Business

It is made to invite and hold trade. When you sell flour of little merit you are inviting people to go elsewhere, for they do not continue dealing where unsatisfactory goods are sold. Good flour is the cheapest in the end and Golden Horn is the most satisfactory and profitable flour you can handle. We would like to prove it to you.

Manufactured by

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

Distributed by

**The Davenport Co., Grand Rapids, Mich**

## AFTER ALL—There's only one Sleepy Eye Flour



The same sterling quality and ever up-to-date advertising methods still prevail. It always has been and always will be easy for one live dealer in each town to sell SLEEPY EYE FLOUR—and lots of it—at a good profit—  
ON ITS MERITS.

If you want exclusive sale of the BEST and MOST DISTINCTIVE brand of flour in the world write us to-day. The proposition will please you and the price is right.

**Wykes-Schroeder Co., Grand Rapids, Michigan**

Distributing Agents





### Observations of a Gotham Egg Man.

There has been no recession from the high speculative bottom of the egg market during the past week. In fact, country prices have been fully sustained, or slightly raised, and storage buyers seem to have been found for most of the surplus. In this market the quotations for storage packings have been raised to 18½@ 19c—more nearly on a parity with country cost—but it is not easy to find free buyers at that range, although a moderate quantity has been engaged by local jobbers. Our storage accumulations up to this writing are perhaps 100,000 cases—fully five times as much as a year ago—but they are largely put away on Western account.

So far as I can judge the actual storage by local trade up to this time is very largely on account of jobbers; the wholesale houses, who depend upon the open fall markets for outlet, have very generally held aloof. If the storage surplus is as large, and the season as long, as present indications give reason to expect, the stocking up of jobbing trade with high priced April eggs will have an important and unfavorable bearing upon next fall's trade.

Local dealers in this market have lately been buying regular packings far in excess of their immediate needs. Most of them are already well supplied with a good stock of eggs for next week's Easter and Jewish Passover trade and there is little probability that our receipts will drop off enough to force values to any higher point on trade requirements.

I received a letter from a prominent egg packer the other day from which I take the liberty of printing a few extracts:

"Presuming you are the egg man who writes observations in your journal, would like to make a few criticisms for your consideration. It seems as though all the trade journals in our line have overworked themselves trying to depress prices on eggs this spring. The result has been, as usual, ineffective.

"Why should eggs not be 50 per cent. higher than in Cleveland's and McKinley's time when wheat, meats and almost every other product of the farm will average that much higher? Eighteen cents seaboard for storage compares favorably with 12c in 1895 to 1900. The area of country producing eggs is growing smaller as compared with the increased population of our cities and manufacturing towns. Consumption, both of eggs and poultry, grows larger as prices of meats and other eatables advance. The writer can remember when Northern and Central Ohio and Indiana towns, especially in the gas regions, were small villages; now they are large towns and cities, consuming, at some seasons, more than their immediate territory produces. Fifteen

years ago they were large factors in supplying New York every month in the year. Despised Southern Indiana and almost prohibited Kentucky, fifteen years ago, now are drummed to death to supply the shortage. Where will cheap eggs come from in the future?

"The fact that money was not made last year on eggs, sold previous to January 1, was not because they were too high, but owing to sentiment, that at times almost created a panic; still all were wanted and used. Without the depressing influence all would have been sold at 1 or 2c higher, resulting in reasonable profit."

In connection with this letter I submit also such portion of the reply thereto as may be of general interest:

"It is true that in my analysis of egg market experience and consideration of present conditions, I have felt obliged to take a very unfavorable view of the probable outcome of present speculative operations as a whole.

"I agree with you that prices of all produce—and of labor—are on a higher level now than formerly, owing partly to a change in the purchasing power of money and partly to an increase of consumption in relation to production; also in regard to eggs, the development and perfection of cold storage has favored a largely increased consumption of this commodity, taking the year as a whole; all of these elements combine to raise the value of the commodity during the flush season as compared with only a comparatively few years ago.

"It must be agreed, however, that the extent of this rise in value is a matter of uncertainty. We can not express it in a definite percentage and can not safely measure it by the rise of values in other commodities. It must be admitted that there is a point of storage value—varying more or less from year to year according to variations in conditions affecting trade and production—beyond which the storage of surplus must result in losses. And where this point is can only be judged in the light of the latest experience of the market and such knowledge of changed conditions as we can obtain.

"In my estimation of the chances of the egg market last spring I took the ground that the prices paid for storage were too high and likely to result in average loss. I believe the course of the market up to the middle or end of December justified this opinion, and that even although the holdings were very largely unloaded at mere cost or a slight loss, a large quantity remained unsold at a season when the final disposition at high or low prices is merely a matter of weather conditions which are as likely to result in comparatively low prices as otherwise.

"I do not agree with you that the prices obtained last fall could have been higher without affecting consumption and causing a greater quantity unsold January 1. And the fact that this might have been done profitably last fall, because of the exceptionally severe winter which followed, is no evidence that it would be

# The Empire Produce Co.

Port Huron, Mich.

Wants

## Butter, Eggs, Poultry and Separator Cream

Write us for quotations and location of  
nearest Branch House

Distributors of the  
Empire Cream Separator

# We Want 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.

# 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.



wise to do so upon another similar occasion.

"In my opinion it is exceedingly unwise for storage operators as a whole to accumulate goods this year at as high a cost as last year upon the supposition that unloading prices next fall can be safely advanced above the prices accepted last fall. The peculiarity of the season has caused an unusually large part of the country's production to occur after the first of March. The consumption of the year's production lost by the very unusual scarcity of fresh eggs from January 1 to March 10 can not be regained; but the loss of production resulting during this period from unusually unfavorable weather conditions is almost certain to be offset by increased production later.

"It seems to me entirely reasonable to suppose that with the storage price as high as last year, and the certainty of a phenomenally large production, the storage surplus will be the largest in the history of the egg trade; and if, after two remarkably severe winters, we should have a comparatively open one next year, so that the supply of eggs from the South (including Texas) should become liberal in January and February, there would be a most disastrous wind up.

"Of course there are possible conditions of weather during the summer and fall which would enable buyers at present prices to get out with a reasonable profit. But a careful observation of egg market conditions for many years induces me to believe that with average conditions the accumulations of eggs this spring and early summer will be greater than can be profitably sold next fall and early winter; and that if prices are then sustained, by reserved offerings, at a profitable point, the quantity to be carried past the regular storage season will be very large. As to the price to be realized for these no one can form a reliable idea because it depends upon winter weather; but no one ought to speculate on the chance that there will be a repetition of last year's weather conditions."—N. Y. Produce Review.

#### California Lemon Crop Largest Ever Recorded.

Los Angeles, Calif., April 15—It will probably be of interest to your readers to know the exact situation as to lemons in California at the present time. There is an enormous crop upon the trees, probably 50 per cent. in excess of anything that California has previously had, and the total shipments will probably reach between 4,000 and 5,000 carloads, as against 2,800 last season. The situation is different from what it has been in any other recent years in that there has not been a particle of damage from wind or frost in any section, and that the trees, generally speaking, in all localities are loaded with fruit of every size from the blossom to the mature fruit ready for picking. This will insure a steady, even supply of fresh cut lemons continuously throughout the summer, the quantity in sight to be picked during

the summer months being many times greater than anything that we have ever had before.

It seems to the writer that the trade generally realize the true situation in California, and they are taking our lemons freely in markets where they have not done so in other years. This is especially true throughout the South and in markets east of Chicago, some of the interior auctions especially paying good prices for California lemons regularly.

It would seem that the importers and the bankers who make advances on Sicily lemons ought to realize this condition of affairs and for the protection of their own interests regulate importations accordingly. The California crop in sight must be marketed regardless of price, and with a lower freight rate than has heretofore existed, applying to all markets, the California lemon will be found steadily throughout the season in the great centers of the East. With moderate importations the season may be made a profitable one for the handlers of both the California and the foreign lemons. With extremely heavy importations a repetition of conditions and results of last season will probably occur.

B. A. Woodford.

#### Pat's Valor.

Seeing no other way of earning a livelihood, Pat took to highway robbery. He bought a pistol, and, meeting a traveler, stopped him with the correct formula: "Yer money or yer life!" Seeing Pat was "green," the traveler said: "I'll tell you what I'll do. I'll give you all my money for that pistol." "Agreed!" replied Pat, who forthwith handed over the pistol and received the money in exchange. "Now," said the traveler, "hand back that money or I'll blow your brains out!" "Blaze away, my hearty!" responded the Irishman. "Niver a taste o' powder there's in it!"

There isn't much danger of fire in a lodging house—unless you pay extra for it.

Buyers and Shippers of

## POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

## Saves Oil, Time, Labor, Money

By using a

## Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

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



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.

## We Want Eggs and Poultry

We pay highest prices all the year around  
Phone or wire us.

GRAND RAPIDS PRODUCE CO., Grand Rapids, Mich.

40 S. Division St.,

Reference

5TH NATIONAL BANK

Citizens Phone 3083

Long Distance Phone 465

## 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

## Shippers Having Dressed Calves and Live Poultry

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

F. W. Brown, Detroit, Mich.

370 High St. East

Bell Phone Main 3979

Co-Operative 254

Eastern Market

## We 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





Michigan Knights of the Grip.  
President, Geo. H. Randau, 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.

#### Relation of Spurdy Horses To Spurdy Salesmen.

The spurdy horse is a poor sort of animal for a long hill. In salesmanship, the winner is the man who strikes a gait he can hold and keeps moving. Any owner of horses will verify this. Any employer of salesmen will admit the axiom as applied to his men. It must necessarily be so. As the horse physically can not continue the spurt indefinitely, so salesmen can not continue a spurt in securing orders. We make no comparison between man and horse, but only in its application.

The horse that is driven to cover a certain long distance, if the road is hilly, and roads generally are, if he's spurted every now and then, is frisky to spurt himself, must necessarily have resting periods or he "gives up" crossing one of those hills. The horse that strikes a certain natural gait keeps himself in good condition, and he can keep it up all day. It is always this kind of a horse that gets to his long destination before the spurdy horse can get there. Any driver knows this. Such a horse lasts longer—is more profitable.

The salesman starts out on a business trip for one day, the traveling salesman for weeks and months. En route he meets these hills of competition in goods and prices, delays in traveling, possible accidents, probable illness—many things that may perhaps entirely change his original plans and particular hopes. The strong willed salesman is undaunted by these unexpected occurrences. Such knocks frequently only make him more ambitious for decided accomplishments, and that sort of nature always succeeds.

But, there's the salesman who has spurts of success and spurts of failures, all coincident with familiar reasons. The spurts of success in securing signatures to orders never continue indefinitely. In the natural order of things they can not. If they did, and one's life was prolonged sufficiently, then eventually he would secure all the orders in his particular line and eliminate all competitions. Existing business conditions will not be rearranged by the spurdy salesman. He does his part in the commercial world, but one is only infinitesimal to the whole.

The spurdy salesman frequently rests on his what he considers well-earned laurels. Because he has had a spurt of good showing, he thinks his house is satisfied, and he becomes languid, unambitious, gets that tired feel-

ing, or he consumes time that naturally and legitimately belongs to his house by sitting in hotel lobbies, frequenting pool rooms, bowling alleys, horse races, base ball and various kinds and places of amusement. Stealing time is stealing money, because being paid for time is payment in money, and this time and money were not rightfully used.

This sort of a salesman forgets that spurts don't last, that good and bad go hand in hand, sunlight with darkness, so also spurts and failures in securing orders. When the rainy day of unsuccess comes he is not able to secure enough orders to make up for a sunshiny day of success. He becomes disheartened, he's not his natural self, the psychic phenomena of his construction are unbalanced and so he adds failure to failure. Some resurrect and get another spurt, but many spurts, as with the horse, wear out sometime. Others, by successive failures, fail entirely and eventually fall out of the ranks.

With other salesmen a spurt of success creates ambition, fosters all the essentials of producing in him the best salesmanship qualities, and hence he profits. He endeavors with all his might to continue the spurt, he is undaunted by failures, but works harder during those periods, lays good foundations, and prepares for another spurt, or he endeavors to even up, keeping up an even gait with an added effort to show a constantly growing increase.

The salesman who has a decided list of failing times should sit down and meditate, not discouragingly, but endeavor to fathom out the real reasons for such failures. Reasons must exist and they can be discovered. If they are personal reasons, such as inability to offer a proper presentation of his goods, has not sufficiently developed any of the essentials that go to produce successful salesmanship, he should strengthen those weak points by proper methods, cultivate daily these essentials and necessities, and he will soon discover a perceptible betterment which should be continually increased. If his goods have the proper merit, and his house is one of integrity, he should study his goods and those of others, locate convincing arguments of superiority, and this with the known integrity of his house will bring success.

If he discovers nature did not provide him with salesmanship qualities, and he can not develop them, he should in justice to himself change his occupation, and enter a field that his accomplishments are suited for and in which he can make a success. Too many men persist in endeavoring to succeed in one line, remain indefinitely in it, when all natural endowments continually fight against it—when not "cut out" for it. Too many remain in a line of work, or in a line of business, because they desire to be more than their capabilities allow, and because some friend is in it, or someone has prevailed upon their doing so. Change your occupation.

Concluding, let us learn the lesson

of even temperament in oneself, striking an even gait we can hold and keep up, because it wins customers and creates a winning personality—one of the chief sources of sales-success is to cultivate the habit of working with an even gait, never shirking duty, but working steadfastly and earnestly. Allow that increased results come through improving oneself, understanding his goods better, cultivating a better knowledge of them, better arguments. Studying human nature and profiting by it. Attain a gait in total orders that solidifies one's position, but striving always through better methods to increase the results. Not to strive for spurts that can't be continued, but striving for orders every day, working with a will and undaunted by failure. Remember, it's to strike a gait that you can hold and keep moving that wins greatest success at the end of any allotted period.

U. G. Case.

#### Wanted Medicine for Right Side.

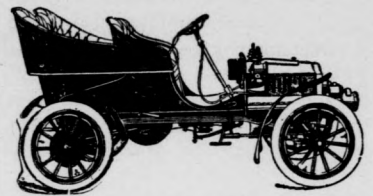
"A woman came into my store the other day," remarked the druggist, "and asked my assistant to give her something for a pain she had in her right side. While the young man was compounding the mixture, the woman approached me and said: 'Are you sure he will give me what I need? Tell him to be sure and make up the medicine for the right side.'"

#### LIVINGSTON HOTEL

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

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

## New Oldsmobile

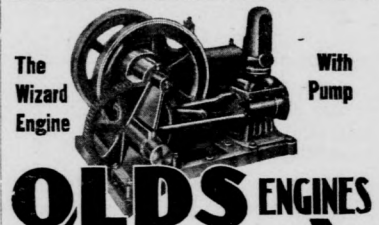


Touring Car \$950.

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.



With Pump

## OLDS ENGINES

#### Economical Power

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

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

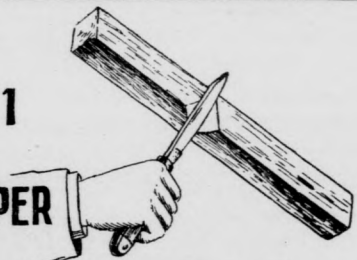
#### Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS,  
Lansing,  
Mich.

## TALLY 1

## FOR THE SHIPPER



#### The New Uniform Bill Lading Is Knocked Out

Have you ever seen the old form of Barlow's Pat. Manifold Shipping Blank? Used 25 years by best shippers, 3 copies with one writing, one for the R. R., one for your customer, one for yourself. Kept in stock or printed specially with your own firm name and list of your own goods. Send for samples and prices.

BARLOW BROS., 97-99 Pearl St., Grand Rapids, Mich.

## FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'  
**JAXON**  
Highest Grade Extracts.

Foot & Jenks  
JACKSON, MICH.

COLEMAN'S  
HIGH FOOTE & JENKS CLASS  
EXTRACTS

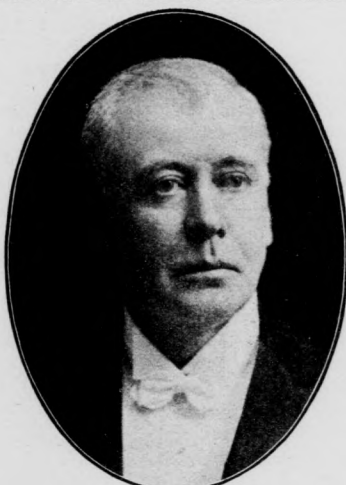


### Frank L. Day's Candidacy for the Secretaryship.

It is claimed by some that a proper biography of a man's life can not be written until several years after he has passed away. If a man's influence lives after him this would seem true, inasmuch as it is this feature of a man's life that has to have its full development before his life's work may be recorded.

To go into detail concerning the work and actions of one whom we all know, and meet often, whose life is lived openly and who holds nothing in secret from those who know and associate with him, would seem almost a waste of space and time.

When a man travels in our own



Frank L. Day

State for nearly twenty-two years and his territory has been, for a large share of this period, the most of the State; when he has been a member of the Michigan Knights of the Grip since the year of its inception, and also a prominent member of the United Commercial Travelers for eleven years, we take it for granted that he is pretty well known among the traveling men's fraternities of the State. So the object of this article is more especially to announce to the members of the Michigan Knights of the Grip that F. L. Day, of Jackson, having received the unanimous endorsement of Post B, of Jackson, is a candidate for the office of Secretary, at the annual meeting, to be held in Jackson next August. He, being a man of detail, never slighting any of the duties imposed upon him, fearless in his convictions but open to reason, with a respect for the opinions of others, full of interest for the welfare of traveling men and the organizations composed of them, will make a capable and efficient Secretary.

All members can not make big records or show their usefulness to the full extent, at the same time. Many members of the Knights of the Grip have established for themselves, in the years gone by, monuments in the way of achieving much for both the traveling man and those who employ him. F. L. Day has always taken delight in seeing these things accomplished, and has always labored unselfishly in supporting and placing in office those who have been

responsible for the success of the organization.

If he is elected next August to the office of Secretary, when his term shall have expired, it can truly be said that the office was bestowed upon one who performed its duties in such a way as to make it count for the best interests of each individual member as well as the organization of the Michigan Knights of the Grip as a unit.

### Condition of the David Holmes Fund.

Two hundred and seventy-three dollars has come into the hands of H. T. Stanton, who consented to serve as custodian of the fund contributed for the purpose of purchasing a cemetery lot to be the final resting place of the late David Holmes. Of this amount \$234.13 has been paid for the lot and its perpetual maintenance, and the remainder—together with such other sums as may be contributed later—will be applied on the purchase of a monument or marker. The contributors to the fund up to date are as follows:

R. B. Moore,  
J. H. Miller,  
P. H. Carroll,  
George Gotschell,  
E. A. Stowe,  
Geo. H. Reeder & Co.,  
S. M. Lemon,  
Foster, Stevens & Co.,  
S. A. Sears,  
W. H. Schrader,  
W. H. James,  
J. F. Lane,  
Ellis McDonald,  
Standard Oil Co.,  
W. W. McKean,  
G. M. Luce,  
W. R. Keasey,  
A. Lineaweaver,  
W. F. Bowen,  
J. F. O. Reed,  
Arch Cameron,  
F. M. Gardner,  
Sam Litt,  
Max G. Bowen,  
A. W. Peck,  
Mitchell Bros. Co.,  
Mitchell Bros. Store,  
O. A. Ball,  
H. T. Stanton,  
E. Fitzgerald,  
D. C. Smith,  
Jno. J. McHugh.

### Gripsack Brigade.

Philo Glaspie and H. H. Kessell, of Oxford, have taken positions as salesmen for the Pontiac Knitting Co.

Benjamin Hirsh (M. Wile & Co.) was in town with his fall line for a week, leaving Tuesday for Kalamazoo, whence he goes to Jackson and Detroit, where he expects to spend Sunday. Mr. Hirsh and his line are both irresistible.

David Strauss, who has been connected with the clothing establishment of M. Wile & Co. (Buffalo) for the past six years—two years as house salesman—has been promoted to a road position, having been assigned the trade of Southern Michigan. He will see his customers twice a year, making Buffalo his headquarters, the same as heretofore.

### Plans For the Third Annual Food Show.

The third annual food show held under the auspices of the Grand Rapids Retail Grocers' Association, which will be thrown open to the public on Monday, May 1, promises to be the most complete affair of the kind ever held in the State. Among those who have already arranged for booths are the following:

Grand Rapids Gas Light Co.  
H. J. Heinz Co.  
Judson Grocer Co.  
D. E. Lyzen.  
Minnesota Macaroni Co.  
Colonial Salt Co.  
American Cereal Co.  
Worden Grocer Co.  
H. Leonard & Sons.  
Battle Creek Breakfast Food Co.  
Lemon & Wheeler Co.  
Borden Condensed Milk Co.  
Clark-Jewell-Wells Co.  
Telfer Coffee Co.  
Jennings Manufacturing Co.  
Vinkemulder Co.  
Hill Domestic Bakery.  
Putnam Candy Co.  
Belknap Wagon & Sleigh Co.  
Chas. Chadwick.  
Voigt Cereal Co.  
M. C. Goossen Tiline Co.  
Geo. D. Herrick Co.  
Edwin J. Gillies.  
E. S. Burnham & Co.  
American Case & Register Co.  
Whaleback Cigar Co.  
G. J. Johnson Cigar Co.  
Commercial Credit Co.  
National Biscuit Co.  
Fleischman Yeast Co.

The show will open with a parade, participated in by both grocers and butchers, starting from the corner of Bridge and Canal streets at 8:30 Monday evening. All who participate in the parade will carry an empty basket suggestive of the free samples which will be given out by exhibitors.

The first night will be known as Grocers' evening and during the evening an address will be made by Mayor Sweet.

Tuesday evening will be known as Butchers' evening, on which occasion Mel Trotter will be the star attraction.

Wednesday evening will be Municipal evening, on which occasion every city officer and public official is expected to be present.

The Grand Rapids Gas Light Co. has donated a gas range, which will be presented to one of the city hospitals.

The Secretary has a list of demon-

strators which can be secured by the exhibitors on application.

### Transfers Himself from Detroit to Milwaukee.

Milwaukee, April 18—Albion F. Wixson, who for twenty-four years was connected either with Standart Bros. or the Fletcher Hardware Co., of Detroit, or the Laurium Hardware Co., Laurium, strayed away from the "honest hardware business," invested in and accepted the general management of the newly organized wholesale Milwaukee Paint and Varnish Co., of Milwaukee, a year ago, has recently induced his brother, Wm. W. Wixson, who for twenty years has also been an "honest hardware man," to resign his position with the Fletcher Hardware Co. and associate himself with him. W. W. Wixson has lived either at Bay City or Saginaw and covered the thumb of Michigan for fourteen years and enjoyed an enviable business.

W. W. Wixson becomes a stockholder and officer in the Milwaukee Paint and Varnish Co. and will act as general agent for Michigan as well as have charge of the growing Milwaukee city business. He will continue to cover his old territory several times each year.

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

Buffalo, April 19—Creamery, fresh, 28@32c; dairy, fresh, 22@30c; poor, 17@20c; roll, 22@25c. Eggs—Fresh, 18c.

Live Poultry—Chicks, 15@16c; fowls, 15@16c; 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@2.85; mediums, \$2.15; peas, \$1.75@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.

When you come to say good-by to old sins it is unwise to hold a farewell meeting.

A man may be solid on the time card and still miss the train.

Pessimism is the worst of all heresies.



If you are not satisfied with your income buy one or two

## American Box Ball Alleys

and operate them as a business enterprise. Everybody likes the game. In many places they are now making from \$5.00 to \$10.00 each per day net. No expense to operate. Portable. Good the whole year. No trouble to install. 30 to 48 ft. long. 2,000 already sold. Price, 30 ft. alley complete, \$125.

For full information address

AMERICAN BOX BALL COMPANY,  
Indianapolis, Ind., Dept. M.





#### Michigan Board of Pharmacy.

President—Harry Helm, Saginaw.  
Secretary—Arthur H. Webber, Cadillac.  
Treasurer—J. D. Muir, Grand Rapids.  
Sld A. Erwin, Battle Creek.  
W. E. Collins, Owosso.  
Meetings for 1905—Grand Rapids, March 21, 22 and 23; Star Is., 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.

#### Machine Puts Up Powders.

The business of putting up seidlitz powders has heretofore been done by hand, but it is now probable that the work will be done entirely by machinery. The first machines for the purpose have been recently introduced into a laboratory at Providence, R. I. There are two of them (and although they have been in operation but a short time, it was long enough to demonstrate their success.

One of these machines is used for the blue and the other for the white powder—and the intention is to build twelve more of nickel steel in some Providence shop. One machine does the work of thirty girls. The great saving, therefore, is in labor, and an idea of the capacity of twelve machines may be formed from the statement that if run eight hours a day they will turn out 68,000 gross of powders per year, or enough to supply the American market, if the estimate of annual consumption is approximately correct.

There is practically no variation in the weight of the powders. Several were weighed as they came from the machine and the greatest difference was only one-half of a grain. Therefore it may be said that one powder is exactly like another and, as it was practically impossible to secure uniformity in hand work, it is apparent that the machine promises to effect economy in material as well as by eliminating the cost of labor.

#### Reliable Method of Exterminating Cockroaches.

The following remedy for cockroaches is given in the Entomological Bulletin of the United States Department of Agriculture: A mixture of one part of plaster of paris with three or four parts of flour is placed on a saucer on the floor. Near at hand is a plate containing water, and both plate and saucer are supplied with a few bridges to facilitate access, while one or two thin slips of wood float on the water and touch the margin of the plate. The insects readily eat the mixture of plaster and flour, and, becoming thirsty, then drink, with the result that the plaster sets and clogs the creatures internally with fatal effect. This plan

has been tried with considerable success at a locality in South Australia, where cockroaches were very troublesome a few years ago, few complaints are made about them now. The method is so simple that it might easily be given a trial in kitchens and places infested with these pests.

Joseph Lingley.

#### The Drug Market.

Opium—Is weak and tending lower.  
Morphine—Is unchanged.  
Quinine—Is steady at decline noted last week.

Acetanilid—Has advanced and is tending higher.

Citric Acid—Is very firm and another advance is looked for.

Bayberry Wax—On account of scarcity has again advanced.

Bromides—There is no change in the situation since last week.

Cantharides, Russian—Are very scarce and higher.

Glycerine—Is weak and tending lower on account of lower price for crude.

Menthol—Has again declined.

Oil Wormseed—Is in small stocks and has again advanced.

Gum Camphor—Is steady at the decline of 4c previously noted. The lower price is said to be caused by competition of Japanesed refined.

#### Phone Tests for Wines.

One may well ask if the telephone has developed a conscience in connection with the discovery by Maneuvrier, the well known French chemist, of a means of detecting by its aid the adulteration of wines. In the method he has perfected two glasses, one filled with the wine to be tested and the other with a like quantity of wine known to be pure, are placed on an apparatus resembling a scale and telephonic connection is made with both liquids. If both wines are pure no sound is heard in the receiver; but if one contains water or other liquids or solids a noise is produced until a pointer moves to a given place on a dial plate. This movement renders the conductivity of the liquids uniform and the gradation of the dial where the pointer stops shows the extent to which the wine has been adulterated.

#### Harmless Green Coloring for Creme de Menthe.

Our correspondent writes that he has been making Creme de Menthe for some time, but learns that the green coloring he has been using is a coal tar product, which is prohibited by the food laws of his State. He is at present using a combination of blue and yellow, which doesn't satisfy his trade. It is green all right, but has a purple cast, and after standing a while it fades and becomes yellow. He has been using peppermint leaves, macerating them into the liquid, but it does not make a good green.

We think you might use pistachio green with good results, or a concentrated spinach green. Or, suppose you try a solution of indigo-carmine and tincture of grass.

H. W. Sparker.

The price of good health is right living.

#### Formula for a Soluble Laundry Blueing.

You might try the following process of making it: Water 60 parts, dissolve in this six parts of indigo-carmine, add three parts of gum arabic. Also this: Dissolve the "soluble blue" of commerce, which, when properly made, dissolves freely in water. The water employed in making the solution should be free from mineral substances, especially lime, or precipitation may occur. If rain water, or distilled water, and a good article of blue be used, a staple article ought apparently to result. As it is essential that the solution should be a perfect one, it is best to filter it through several thicknesses of fine cloth before bottling, or if made in large quantities it may be allowed to stand for several days to settle, when the top portion can be siphoned off, the bottom only requiring filtration. The "soluble blue" is said to be potassium ferri-ferrocyanide.

H. W. Sparker.

#### Artificial Musk.

The absolutely pure preparation known as artificial musk occurs in colorless, brilliant crystals, melting at 113 degrees C. The purer artificial musk is the more difficult to dissolve in alcohol. One hundred gm. of warm 95 per cent. alcohol dissolve 1 gm. of musk, which crystallizes again on cooling. The addition of other odorous substances, such as heliotropine, etc., or of fixatives, such as tincture of benzoin, to the alcohol renders the musk more soluble. Artificial musk is often adulterated with acetanilid; the presence of the latter may be shown by recrystallizing from boiling water and by testing with the indophenol reaction. A preparation which dissolves in boiling water is always adulterated.—Apotheker Zeitung.

#### Preliminary Standard in Arkansas.

The Arkansas Board of Pharmacy has decided that hereafter all applicants for examination as pharmacists must present evidence of having had sufficient general education to admit of their entrance into the accredited high schools of the State. This means an education which the average boy completes by the time he is 14 or 15 years old. To exact this amount is not to demand very much, but the gratifying thing about it is that it registers a beginning which can be built upon from time to time. The Ohio Board of Pharmacy took a similar step a month or two ago, and for these and other reasons there is much hope for the development of higher preliminary standards throughout the country.

#### Prevalence of Arsenic in Foods.

The investigation of an epidemic of arsenic poisoning in Manchester, England, recently brought out the fact that arsenic may be introduced into various common forms of food, such as beer, treacle and golden syrup, foods containing glucose, vinegar, "various extracts of malt, manufactured either for sale to individuals or for use by bakers, 'prepared' and 'infant' foods under a variety of

names, yeast cakes and foods to which certain coloring matters or preservatives have been added." From one-twentieth to one-twenty-fifth of a grain of arsenic per pound has been found in a so-called "chocolate powder," sold in London at a low price and composed largely of an arsenicated oxide of iron.

#### Fruit Syrup Men Organize.

A number of firms engaged in the manufacture of crushed fruits and fruit-syrups recently met in New York and formed a National Association for protection and advancement of their trade interests. The syrup men claim that it is impossible to market cold process fruit, or fruit syrups that will keep any time without the addition of an antiferment; that it is impossible to meet the requirements of the pure food laws passed by several states and that legislation must be introduced enabling them to add a harmless preservative or they will be compelled to withdraw their products from those states where the pure food laws are in force.

#### Company Makes Papa Clever.

When a certain well known humorist first started newspaper work he took a house near Cincinnati, and one day an actor friend went to dinner with him. The humorist told some new stories, and the actor, turning to his host's little girl, said:

"Clever papa you've got, my dear."  
"Yes," responded the demure little miss, "when there's company."

#### DRUGGISTS AND MERCHANTS

Selling drugs as a side line. Watch your business grow. I have a booklet called "50 Ads for Small Space." Ads. that are bound to create business for you, the same as they have for others. You never saw such trade pulling ads. before. Entirely different from those usually seen. Those who are using them are having great success with them. And all they cost is 50 cents, think of it. Worth 10 times that. Send for it NOW. Don't wait. P. H. Robinson, 31 Revere St., Boston, Mass.

## Base Ball Supplies

Croquet

Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.

29 N. Ionia St.

GRAND RAPIDS, MICH.

You will make no mistake if you reserve your orders for

**Hammocks  
Fishing Tackle  
Base Ball Supplies  
Fireworks and Flags**

Our lines are complete and prices right.  
The boys will call in ample time.

**FRED BRUNDAGE**

Wholesale Druggist

Stationery and School Supplies

32-34 Western Ave., Muskegon, Mich.



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum		Evechthitos		Tinctures	
Aceticum	60	Erigeron	1 00 1 10	Aconitum Nap's R	50
Benzolium, Ger.	70 17	Gaultheria	2 25 2 35	Aconitum Nap's F	50
Boricum	10 17	Geranium	1 00 1 10	Aloes	50
Carbolicum	20 29	Goessippi Sem oz	50 60	Alumina	50
Citricum	42 45	Hedeoma	40 41 50	Aloes & Myrrh	50
Hydrochlor	30 5	Juniperia	40 41 20	Asarotida	50
Nitricum	80 10	Lavendula	30 22 75	Atropine Belladonna	50
Oxalicum	100 12	Limonis	30 21 10	Aurant Cortex	50
Phosphorium, dil.	40 15	Mentha Piper	3 75 4 00	Benzoin	50
Salicylicum	42 45	Mentha Verid	5 00 25 50	Benzoin Co	50
Sulphuricum	15 40	Morrhuae gal.	1 25 2 00	Barosma	50
Tannicum	75 50	Myrcia	3 00 23 50	Cantharides	50
Tartaricum	35 40	Olive	75 23 00	Capicum	50
Ammonia		Picis Liquida	10 12 10	Cardamon	50
Aqua, 18 deg	40 6	Picis Liquida sal	2 25 2 35	Cardamon Co	50
Aqua, 20 deg	60 8	Ricina	92 25 00	Castor	1 00
Carbonas	18 15	Rosmarini	1 00 1 00	Catechu	50
Chloridum	12 14	Rosae oz	5 00 6 00	Cinchona	50
Aniline		Succini	40 45	Cinchona Co	50
Black	2 00 2 35	Sabina	50 1 00	Columba	50
Brown	30 1 90	Santal	2 25 4 50	Cubebae	50
Red	45 50	Sassafras	30 1 00	Cassia Acutifol	50
Yellow	2 50 3 00	Sinapis, ess. oz.	6 65	Cassia Acutifol Co	50
Baccae		Tigil	1 10 21 20	Digitalis	50
Cubebae	15 18	Thyme	40 50	Ergot	50
Juniperus	50 6	Thyma, opt	1 60 80	Ferri Chloridum	35
Xanthoxylum	30 35	Theobromas	15 20	Gentian	50
Balsamum		Potassium		Gentian Co.	50
Copalba	45 50	Bi-Carb	15 12	Gulaca	50
Peru	1 50	Bichromate	13 15	Gulaca ammon	50
Terabin, Canada	60 65	Bromide	25 30	Hoccyamus	50
Tolutan	35 40	Carb	12 15	Iodine	75
Cortex		Chlorate	12 14	Iodine, colorless	75
Abies, Canadian	18	Cyanide	34 35	Kino	50
Cassia	30	Iodide	30 32	Lobelia	50
Cinchona Flava	18	Potassa, Bitart pr	30 32	Myrrh	50
Buonymus atro.	30	Potass Nitras opt	7 10	Nux Vomica	50
Myrica Cerifera	18	Potass Nitras	6 8	Opil	75
Prunus Virginl	18	Prussiate	23 26	Opil, camphorated	50
Quillaja, gr'd	12	Sulphate po	15 18	Opil, deodorized	50
Sassafras	12	Radix		Quassia	50
Ulmus	12	Aconitum	20 25	Rhatany	50
Extractum		Althae	30 33	Rhel	50
Glycyrrhiza Gla.	34 30	Anchusa	10 12	Sanguinaria	50
Glycyrrhiza, po.	34 30	Arum po	20 25	Serpentaria	50
Haematox	11 12	Calamus	20 25	Stromonium	60
Haematox, 1s	13 14	Gentiana po 15	12 15	Tolutan	60
Haematox, 1/2s	14 15	Glycyrrhiza pv 15	16 18	Valerian	50
Haematox, 1/4s	14 15	Hydrastis, Canada	1 90	Veratrum Veride	50
Haematox, 1/8s	14 15	Hydrastis, Can. po	2 00	Zingiber	20
Ferru		Hellebore, Alba.	12 15	Miscellaneous	
Carbonate Precip.	15	Inula, po	15 22	Aether, Spts Nit 3/4	30 35
Citrate and Quina	3 00	Ipecac, po.	2 00 2 10	Aether, Spts Nit 4/4	34 38
Citrate Soluble	55	Iris plex	35 40	Alumen, gr'd po 7	30 4
Ferrocyanidum S.	10	Jalapa, pr	25 30	Annatto	40 50
Sulphate, coml	45	Maranta, 1/2s	30 35	Antimon, po	40 5
Sulphate, coml, by	70	Podophyllum po.	15 18	Antimon, et po T	40 50
Sulphate, pure	7	Rhel	75 1 00	Antipyrin	25
Flora		Rhel, cut	1 00 1 25	Antifebrin	20
Arnica	15 18	Rhel, pv	75 1 00	Argent Nitras oz	48
Anthemis	22 25	Spigella	30 35	Arsenicum	10 12
Matricaria	30 35	Sanguinaria, po 24	50 55	Balm Gilead buds	60 65
Folia		Serpentaria	50 55	Bismuth S N	20 2 85
Barosma	30 33	Senega	85 90	Calcium Chlor, 1s	9
Cassia Acutifol	15 20	Smilax, off's H.	40 45	Calcium Chlor, 1/2s	10
Timnevelly	15 20	Smilax, M.	40 45	Calcium Chlor, 1/4s	12
Cassia, Acutifol	15 20	Scillae po 35	10 12	Cantharides, Rus.	1 75
Salvia officinalis	15 20	Symplocarpus	25 30	Capicel Fruc's af	20
1/2s and 1/4s	15 20	Valeriana Eng	15 20	Capicel Fruc's po	22
Uva Ursi	15 20	Valeriana, Ger	15 20	Cap'li Fruc's B po	15
Gummi		Zingiber a	12 14	Carophyllus	20 22
Acacia, 1st pkd.	40 45	Zingiber j	12 14	Carmin, No. 40	25
Acacia, 2nd pkd.	40 45	Semen		Cera Alba	50 55
Acacia, 3rd pkd.	40 45	Anisum po. 20	40 45	Cera Flava	40 42
Acacia, sifted sts.	40 45	Aplum (gravel's)	13 15	Crocus	1 75 1 80
Acacia, po	45 50	Bird, 1s	40 45	Cassia Fructus	35
Aloe, Barb	12 14	Carui po 15	10 12	Centraria	35
Aloe, Cape	12 14	Cardamon	70 90	Catechu	35
Aloe, Socotri	12 14	Coriandrum	12 14	Chloroform	42 52
Ammoniac	50 55	Cannabis Sativa	50 55	Chloro'm, Squibbs	95
Asafoetida	35 40	Cydonium	75 1 00	Chloral Hyd Crst 1	35 1 60
Benzoinum	50 55	Chenopodium	25 30	Chondrus	20 25
Catechu, 1s	18	Dipterix Odorate	80 1 00	Cinchonidine P-W	38 48
Catechu, 1/2s	18	Poeniculum	70 90	Cinchonid's Germ	38 48
Catechu, 1/4s	18	Poenugreek, po.	70 90	Cocaine	4 25
Camphorae	89 95	Lini, gr'd. bbl. 2 1/2	30 6	Corks list d p ct.	75
Euphorbium	40	Lobelia	75 80	Creosotum	45
Galbanum	40	Pharlaris Cana'n	90 10	Creta	2
Gamboge	40	Rapa	50 6	Creta, prep	9 11
Gualacum	40	Sinapis Alba	70 9	Creta, Rubra	8
Kino	40	Sinapis Nigra	90 10	Crocus	1 75 1 80
Mastic	40	Spiritus		Cudbear	24
Myrrh	40	Frumentl W D.	2 00 2 50	Cupri Sulph	60 8
Opil	40	Frumentl	1 25 1 50	Dextrine	70 10
Shellac	40 50	Juniperis Co O T.	1 65 2 00	Emery, all Nos.	6
Shellac, bleached	45 50	Juniperis Co	1 75 2 30	Emery, po	6
Tragacanth	70 1 00	Saccharum N M.	1 90 2 10	Ergota, po. 65	60 65
Herba		Spt Vini Gall	1 75 2 50	Ether Sulph	70 80
Absinthium oz pk	25	Vini Oporto	1 25 2 00	Flake White	12 15
Eupatorium oz pk	25	Vina Alba	25 2 00	Galla	23
Lobelia oz pk	25	Sponges		Gambler	8 9
Majorum oz pk	25	Florida Sheeps' wl	3 00 3 50	Gelatin, Cooper	60
Mentha Pip oz pk	25	Nassau sheeps' wl	3 50 3 75	Gelatin, French	35 60
Mentha Ver oz pk	25	carriage	3 50 3 75	Glassware, fit box	70
Rue oz pk	25	Velvet extra shps'	2 00	Less than box	11 13
Tanacetum V oz pk	25	wool, carriage	2 00	Glue, brown	15 25
Thymus V oz pk	25	Extra yellow shps'	2 1 25	Glue, white	15 20
Magnesia		wool carriage	2 1 25	Glycerina	15 20
Calcined, Pat	55 60	Grass sheeps' wl,	2 1 25	Grana Paradisi	25
Carbonate, Pat	18 20	carriage	2 1 00	Humulus	35 60
Carbonate K-M	18 20	Hard, slate use	2 1 00	Hydrarg Ch Mt.	95
Carbonate	18 20	Yellow Reef, for	1 40	Hydrarg Ch Cor	90
Oleum		slate use.	1 40	Hydrarg Ox Ru'm	1 05
Absinthium	40 45	Syrups		Hydrarg Amm'l	1 15
Amygdalae, Dulc.	50 60	Acacia	50 50	Hydrarg Ungue'm	50 60
Amygdalae Ama.	50 60	Aurant Cortex	50 50	Hydrargyrum	75
Anisi	1 45 1 50	Zingiber	50 50	Iochthyobolla, Am.	90 1 00
Aurant Cortex	2 20 2 40	Ipecac	50 50	Indigo	75 1 00
Bergamit	2 85 3 25	Ferri Iod	50 50	Iodine, Resubi	4 85 4 90
Calyputi	85 90	Rhel Arom	50 60	Iodoform	4 90 5 00
Caryophilli	80 85	Smilax Om's	50 60	Lupulin	40
Cedar	80 90	Senega	50 60	Lycopodium	1 15 1 20
Chenopadii	3 75 4 00	Scillae	50 60	Macis	65 75
Cinnamon	1 00 1 10	Scillae Co	50 60	Liquor Arsen et	25
Citronella	60 65	Tolutan	50 60	Hydrarg Iod.	10 12
Conium Mac	80 90	Prunus virg	50 60	Liq Potass Arsnit	20 3
Copalba	1 15 1 25			Magnesia, Sulph.	20 3
Cubebae	1 15 1 25			Magnesia, Sulph bbl.	1 14

# 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		B	
Axle Grease		Bath Brick	
B		Brooms	
C		Brushes	
D		Butter Color	
E		Candies	
F		Canned Goods	
G		Carbon Oils	
H		Catsup	
I		Cheese	
J		Chewing Gum	
K		Chicory	
L		Chocolate	
M		Clothes Lines	
N		Cocoa	
O		Cocoa Nut	
P		Cocoa Shells	
Q		Coffee	
R		Crackers	
S		Canned Goods	
T		Fish and Oysters	
U		Flour	
V		Flouring Extracts	
W		Fly Paper	
X		Fresh Meats	
Y		Fruits	
Z		Gelatin	
AA		Grain Bags	
AB		Grains and Flour	
AC		Herbs	
AD		Hides and Pelts	
AE		Indigo	
AF		Jelly	
AG		Licorice	
AH		Lye	
AI		Meat Extracts	
AJ		Molasses	
AK		Mustard	
AL		Nuts	
AM		Olive	
AN		Pipes	
AO		Pickles	
AP		Playing Cards	
AQ		Potash	
AR		Provisions	
AS		Salad Dressing	
AT		Saleratus	
AU		Soda	
AV		Soda	
AW		Soda	
AX		Soda	
AY		Soda	
AZ		Soda	
BA		Soda	
BB		Soda	
BC		Soda	
BD		Soda	
BE		Soda	
BF		Soda	
BG		Soda	
BH		Soda	
BI		Soda	
BJ		Soda	
BK		Soda	
BL		Soda	
BM		Soda	
BN		Soda	
BO		Soda	
BP		Soda	
BQ		Soda	
BR		Soda	
BS		Soda	
BT		Soda	
BU		Soda	
BV		Soda	
BW		Soda	
BX		Soda	
BY		Soda	
BZ		Soda	
CA		Soda	
CB		Soda	
CC		Soda	
CD		Soda	
CE		Soda	
CF		Soda	
CG		Soda	
CH		Soda	
CI		Soda	
CJ		Soda	
CK		Soda	
CL		Soda	
CM		Soda	
CN		Soda	
CO		Soda	
CP		Soda	
CQ		Soda	
CR		Soda	
CS		Soda	
CT		Soda	
CU		Soda	
CV		Soda	
CW		Soda	
CX		Soda	
CY		Soda	
CZ		Soda	
DA		Soda	
DB		Soda	
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EG		Soda	
EH		Soda	
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<b>MUSTARD</b> Horse Radish, 1 dz. . . 1 75 Horse Radish, 2 dz. . . 3 50 Bayle's Celery, 1 dz. . . <b>OLIVES</b> Bulk, 1 gal. kegs. . . 1.00 Bulk, 2 gal. kegs. . . 95 Bulk, 5 gal. kegs. . . 90 Manzanilla, 8 oz. . . 90 Queen, pints . . . 2 35 Queen, 19 oz. . . 4 50 Queen, 28 oz. . . 7 00 Stuffed, 8 oz. . . 1 45 Stuffed, 10 oz. . . 2 30 <b>PIPES</b> Clay, No. 216 . . . 1 75 Clay, T. D., full count . . 60 Cob, No. 3 . . . 85 <b>PICKLES</b> Medium Barrels, 1,200 count . . 5 50 Half bbls., 600 count . . 3 25 Small Barrels, 2,400 count . . 7 25 Half bbls., 1,200 count . . 25 <b>PLAYING CARDS</b> No. 90 Steamboat . . . 85 No. 15, Rival, assorted . . 20 No. 20, Rover, assorted . . 1 20 No. 572, Special . . . 1 75 No. 98, Golf, satin finish . . 00 No. 808 Bicycle . . . 2 00 No. 632 Tourist, whist . . 25 <b>POTASH</b> 48 cans in case . . . 4 00 Penna Salt Co's . . . 3 00 <b>PROVISIONS</b> Barreled Pork Mess . . . 13 00 Fat Back . . . 14 25 Back fat, average . . . 10 25 Short Cut . . . 13 00 Bean . . . 12 50 Pig . . . 18 00 Brisket . . . 15 00 Clear Family . . . 12 00 <b>Dry Salt Meats</b> S P Bellies . . . 9 Bellies . . . 9 <b>Extra Shorts</b> . . . 8 1/2 <b>Smoked Meats</b> Hams, 12lb. average . . 10 1/2 Hams, 14lb. average . . 10 1/2 Hams, 16lb. average . . 10 1/2 Hams, 18lb. average . . 10 1/2 <b>Skinned Hams</b> . . . 10 1/2 Ham, dried beef, sets . 13 Shoulders, (N. Y. cut) Bacon, clear . . . 9 1/2 California Hams . . . 7 1/2 Picnic Boiled Ham . . 11 1/2 Boiled Ham . . . 16 Berlin Ham pr'd . . . 8 Alince Ham . . . 10 <b>Lard</b> Compound . . . 5 1/4 Pure . . . 5 1/4 50lb. tubs, advance . . 7 1/2 50lb. tubs, advance . . 7 1/2 50lb. tins, advance . . 7 1/2 20lb. pails, advance . . 7 1/2 10lb. pails, advance . . 7 1/2 5lb. pails, advance . . 7 1/2 3lb. pails, advance . . 7 1/2 <b>Sausages</b> Bologna . . . 5 Liver . . . 6 1/2 Frankfort . . . 7 Pork . . . 6 1/2 Veal . . . 8 Tongue . . . 8 1/2 Headcheese . . . 6 1/2 <b>Beef</b> Extra Mess . . . 9 50 Boneless . . . 10 50 Rump, new . . . 10 50 <b>Pig's Feet</b> 1/4 bbls. . . 1 10 1/2 bbls., 40lbs. . . 1 75 1/2 bbls. . . 3 75 1 bbl. . . 7 75 <b>Tripe</b> Kits, 15 lbs. . . 1 50 40 lbs. . . 2 50 80 lbs. . . 3 00 <b>Casings</b> Hogs, per lb. . . 28 Beef rounds, set . . 16 Beef middles, set . . 45 Sheep, per bundle . . 70 <b>Uncolored Butterine</b> Solid, dairy . . . 10 Rolls, dairy . . . 10 1/2 <b>Canned Meats</b> Corned beef, 2 . . . 2 50 Corned beef, 14 . . . 17 50 Roast Beef . . . 2 00 Potted ham, 1/4s . . . 45 Potted ham, 1/2s . . . 45 Deviled ham, 1/4s . . . 45 Deviled ham, 1/2s . . . 45 Potted tongue, 1/4s . . . 45 Potted tongue, 1/2s . . . 45 <b>RICE</b> Screenings . . . 2 24 Fair Japan . . . 3 1/4 Choice Japan . . . 4 1/4 Imported Japan . . . 4 1/4 Fair Louisiana hd. . . 3 1/4 Choice La. hd. . . 4 1/4 Carolina ex. fancy . . 6 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint . . 2 25 Columbia, 1 pint . . 4 00 Durkee's large, 1 doz. . 5 50 Snider's small, 2 doz. . 2 35 Snider's small, 1 doz. . 1 35 <b>SALADATUS</b> Packed 60lbs. in box. Arm and Hammer . . 3 15	<b>Deland's</b> . . . 3 00 <b>Dwight's Cow</b> . . . 3 15 <b>Emblem</b> . . . 2 10 <b>L. P.</b> . . . 3 00 <b>Wyandotte, 100 1/4s</b> . . 3 00 <b>SALT SODA</b> Granulated, bbls . . . 85 Granulated, 100lb cases . 00 Lump, bbls . . . 75 Lump, 145lb kegs . . . 95 <b>SALT</b> 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 <b>Warsaw</b> 56 lb. dairy in drill bags . 40 28 lb. dairy in drill bags . 20 56lb. sacks . . . 20 <b>Common</b> Granulated, fine . . . 80 Medium fine . . . 85 <b>SALT FISH</b> Cod Large whole . . . 7 Small Whole . . . 6 1/2 Strips or bricks, 7 1/2 @ 11 Pollock . . . 3 1/2 <b>Halibut</b> . . . 14 Chunks . . . 14 1/2 <b>Herring</b> Holland White Hoop, bbls 8 25 @ 9 25 White Hoop, 1/2 bbl 14 25 @ 50 00 White Hoop, keg. 60 @ 70 White Hoop mch. 60 @ 75 Norwegian . . . 75 Round, 100lbs . . . 3 75 Round, 40lbs . . . 1 75 Scaled . . . 15 <b>Trout</b> No. 1, 100lbs . . . 7 50 No. 1, 40lbs . . . 3 25 No. 1, 10lbs . . . 90 No. 1, 8lbs . . . 75 <b>Mackerel</b> Mess, 100lbs. . . 13 50 Mess, 40lbs. . . 5 80 Mess, 10lbs. . . 1 35 Mess, 8lbs. . . 1 65 No. 1, 100lbs. . . 12 00 No. 1, 40lbs. . . 20 No. 1, 10lbs. . . 1 55 No. 1, 8lbs. . . 1 28 <b>Whitefish</b> No. 1 No. 2 Fam 100lb. . . 9 50 50lb. . . 5 00 10lb. . . 1 10 8lb. . . 90 <b>SEEDS</b> 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 Cattle Bone . . . 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. . 50 Handy Box, small . . . 25 Bixby's Royal Polish . . 85 Miller's Crown Polish . . 85 <b>SNUFF</b> Scotch, in bladders . . 37 Maccaboy, in jars . . . 35 French Rapple, in jars . 43 <b>SOAP</b> 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 . . . 3 75 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 car- tons . . . 3 85 Assorted Toilet, 100 cartons . . . 7 50 Cocoa Bar, 6 oz . . . 3 25 Cocoa Bar, 10 oz . . . 2 25 Senate Castle . . . 3 50 Palm Olive, toilet . . . 3 50 Palm Olive, bath . . . 11 00 Palm Olive, bath . . . 11 00 Rose Bouquet . . . 3 40 <b>J. S. Kirk &amp; Co.</b> American Family . . . 4 05 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6oz. 3 80 Jap Rose, 50 bars . . . 3 75 Savon Imperial . . . 3 10 White Russian . . . 3 10 Dome, oval bars . . . 2 15 Satinet, oval . . . 2 15 Snowberry, 100 cakes . 4 00 <b>LAUTZ BROS. &amp; CO.</b> Acme soap, 100 cakes 2 85 Naptha soap, 100 cakes 4 00	<b>Big Master, 100 bars</b> 4 00 <b>Marseilles White soap</b> 4 00 <b>Snow Boy Wash P'wr</b> 4 00 <b>Proctor &amp; Gamble Co.</b> Lenox . . . 2 85 Ivory, 6 oz. . . 4 00 Ivory, 10 oz. . . 6 75 Star . . . 3 10 <b>A. B. Whisley</b> Good Cheer . . . 4 00 Old Country . . . 3 40 <b>Soap Powders</b> Central City Soap Co. Jackson, 16 oz . . . 2 40 <b>Gold Dust, 24 large</b> . . 4 50 <b>Gold Dust, 100-5c</b> . . 4 00 <b>Kirkoline, 24 4lb.</b> . . 3 80 <b>Pearline</b> . . . 3 75 <b>Soapine</b> . . . 4 10 <b>Babbitt's 1776</b> . . . 3 75 <b>Roseine</b> . . . 3 50 <b>Armour's</b> . . . 3 70 <b>Wisdom</b> . . . 3 80 <b>Soap Compounds</b> Johnson's Fine . . . 5 10 Johnson's XXX . . . 4 25 Nine O'clock . . . 3 35 Rub-No-More . . . 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots . . . 9 00 Sapolio, half gross lots . 50 Sapolio, single boxes . . 25 Sapolio, hand . . . 25 Scouring Manufacturing Co. Scourine, 50 cakes . . 1 80 Scourine, 100 cakes . . 3 50 <b>SODA</b> Boxes . . . 5 1/2 Kegs, English . . . 4 1/2 <b>SOUPS</b> Columbia . . . 3 00 Red Letter . . . 90 <b>SPICES</b> Whole Spices Allspice . . . 12 Cassia, China in mats. . 12 Cassia, Canton . . . 16 Cassia, Batavia, bund. . 28 Cassia, Saigon, broken . 40 Cassia, Saigon, in rolls . 55 Cloves, Amboyana . . . 18 Cloves, Zanzibar . . . 12 Mace . . . 55 Nutmegs, 75-80 . . . 45 Nutmegs, 105-110 . . . 35 Nutmegs, 115-120 . . . 30 Pepper, Singapore, blk. . 15 Pepper, Singp. white . . 23 Pepper, shot . . . 17 <b>Pure Ground in Bulk</b> Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 48 Cloves, Zanzibar . . . 16 Ginger, African . . . 15 Ginger, Cochiti . . . 18 Ginger, Jamaica . . . 25 Mustard . . . 18 Pepper, Singapore, blk. . 17 Pepper, Singp. white . . 23 Pepper, Cayenne . . . 20 Sage . . . 20 <b>STARCH</b> 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 <b>Common Corn</b> 20lb packages . . . 5 40lb packages . . . 4 1/2 @ 7 <b>SYRUPS</b> Corn Barrels . . . 22 Half Barrels . . . 24 20lb cans 1/2 dz in case 1 55 10lb cans 1/2 dz in case 1 50 5lb cans 1/2 dz in case 1 65 2 1/2lb cans 2 dz in case 1 70 <b>Pure Cane</b> Fair . . . 16 Good . . . 20 Choice . . . 25 <b>TEA</b> Japan Sundried, medium . . . 24 Sundried, choice . . . 32 Sundried, fancy . . . 36 Regular, medium . . . 24 Regular, choice . . . 32 Regular, fancy . . . 36 Basket-fired, medium . 31 Basket-fired, choice . . 38 Basket-fired, fancy . . 43 Nibs . . . 22 @ 24 Siftings . . . 9 @ 11 Fannings . . . 12 @ 14 <b>Gunpowder</b> Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 40 Pingsuey, medium . . . 30 Pingsuey, choice . . . 30 Pingsuey, fancy . . . 40 <b>Young Hyson</b> Choice . . . 30 Fancy . . . 36 <b>Oolong</b> Formosa, fancy . . . 42 Amy, medium . . . 25 Amy, choice . . . 32 <b>English Breakfast</b> Medium . . . 20 Choice . . . 30 Fancy . . . 40 <b>India</b> Ceylon, choice . . . 32 Fancy . . . 42	<b>TOBACCO</b> Fine Cut Cadillac . . . 54 Sweet Loma . . . 34 Hiawatha, 5lb pails . . 56 Hiawatha, 10lb pails . . 54 Telegram . . . 30 Pay Car . . . 33 Prairie Rose . . . 49 Protection . . . 40 Sweet Burley . . . 44 Tiger . . . 40 <b>Plug</b> Red Cross . . . 31 Palo . . . 35 Hiawatha . . . 41 Kilo . . . 35 Battle AX . . . 37 American Eagle . . . 33 Standard Navy . . . 37 Spear Head 1 1/2 oz. . . 47 Nobby Twist . . . 55 Jolly Tar . . . 39 Old Honesty . . . 43 Toddy . . . 34 J. T. . . . 38 Piper Heidsieck . . . 66 Boot Jack . . . 80 Honey Dip Twist . . . 40 Black Standard . . . 40 Cadillac . . . 40 Forge . . . 34 Nickel Twist . . . 52 Mill . . . 32 Great Navy . . . 36 <b>Smoking</b> Sweet Core . . . 34 Flat Car . . . 32 Warpath . . . 26 Bamboo, 16 oz. . . 25 I X L, 5lb . . . 27 I X L, 16 oz. pails . . 31 Honey Dew . . . 40 Gold Block . . . 40 Flagman . . . 40 Chips . . . 33 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 20-32 Silver Foam . . . 24 Sweet Marie . . . 42 Royal Smoke . . . 32 <b>TWINE</b> Cotton, 3 ply . . . 20 Cotton, 4 ply . . . 20 Jute, 2 ply . . . 14 Hemp, 6 ply . . . 13 Flax, medium . . . 20 Wool, 1lb. balls . . . 6 <b>VINEGAR</b> Malt White Wine, 40gr 8 Malt White Wine, 80gr 11 Pure Cider, B & B . . 11 Pure Cider, Red Star . 11 Pure Cider, Robinson . 10 Pure Cider, Silver . . . 10 <b>WICKING</b> No. 0 per gross . . . 30 No. 1 per gross . . . 40 No. 2 per gross . . . 50 No. 3 per gross . . . 75 <b>WOODENWARE</b> 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 . 00 Willow Clothes, med m . 00 Willow Clothes, small . 50 <b>Bradley Butter Boxes</b> 2lb size, 24 in case . . 72 3lb size, 16 in case . . 68 5lb size, 12 in case . . 63 10lb size, 6 in case . . 60 <b>Butter Plates</b> 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 <b>Churns</b> Barrel, 5 gal., each . . 2 40 Barrel, 10 gal., each . . 2 55 Barrel, 15 gal., each . . 2 70 <b>Clothes Pins</b> Round head, 5 gross bx . 55 Round head, cartons . . 75 <b>Egg Crates</b> Humpty Dumpty . . . 2 40 No. 1, complete . . . 32 No. 2, complete . . . 18 <b>Faucets</b> Cork lined, 8 in. . . . 65 Cork lined, 9 in. . . . 75 Cork lined, 10 in. . . . 85 Cedar, 1 in. . . . 55 <b>Mop Sticks</b> Trojan spring . . . 90 Eclipse patent spring . . 85 No. 1 common . . . 75 No. 2 pat. brush holder . 85 12lb. cotton mop heads 1 40 Ideal No. 7 . . . 90	<b>Pails</b> 2-hoop Standard . . . 1 60 3-hoop Standard . . . 1 75 3-wire, Cable . . . 1 70 Cedar, all red, brass . . 1 25 Paper, Eureka . . . 2 25 Fibre . . . 2 70 <b>Toothpicks</b> Hardwood . . . 2 50 Softwood . . . 2 75 Banquet . . . 1 50 Ideal . . . 1 50 <b>Traps</b> Mouse, wood, 2 holes . . 22 Mouse, wood, 4 holes . . 45 Mouse, wood, 6 holes . . 70 Mouse, tin, 5 holes . . . 65 Rat, wood . . . 80 Rat, spring . . . 75 <b>Tubs</b> 20-in., Standard, No. 1 . 17 00 18-in., Standard, No. 2 . 6 00 16-in., Standard, No. 3 . 5 00 20-in., Cable, No. 1 . . 7 50 18-in., Cable, No. 2 . . 6 50 16-in., Cable, No. 3 . . 5 50 No. 1 Fibre . . . 10 80 No. 2 Fibre . . . 9 45 No. 3 Fibre . . . 8 55 <b>Wash Boards</b> Bronze Globe . . . 2 50 De-way . . . 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 <b>Window Cleaners</b> 12 in. . . . 1 65 14 in. . . . 1 85 16 in. . . . 2 30 <b>Wood Bowls</b> 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 <b>WRAPPING PAPER</b> Common Straw . . . 1 1/4 Fibre Manila, white . . . 2 1/4 Fibre Manila, colored . . 4 No. 1 Manila . . . 4 Cream Manila . . . 3 Butcher's Manila . . . 3 Wax Butter, short cut . 13 Wax Butter, full count . 20 Wax Butter, rolls . . . 15 <b>YEAST CAKE</b> 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 <b>FRESH FISH</b> Jumbo Whitefish . . 11 @ 12 No. 1 Whitefish . . . 9 Trout . . . 10 Halibut . . . 10 Clasces or Herring . . . 5 Bluefish . . . 10 1/2 @ 11 Live Lobster . . . 25 Boiled Lobster . . . 25 Cod . . . 12 1/2 @ 14 Haddock . . . 8 Pike . . . 9 No. 1 Pickerel . . . 9 Perch, dressed . . . 7 Smoked White . . . 12 1/2 @ Red Snapper . . . 8 Col. River Salmon . . 11 Mackerel . . . 15 @ 16 <b>OYSTERS</b> Cans F. H. Counts . . . 40 Extra Selects . . . 35 Selects . . . 30 Standards . . . 20 Anchors . . . 22 <b>Bulk Oysters</b> F. H. Counts . . . 2 00 Extra Selects . . . 1 75 Selects . . . 1 50 Perfection Standards . . 1 25 Clams . . . 1 25 <b>Shell Goods</b> Clams . . . 1 25 Oysters . . . 1 25 <b>HIDES AND PELTS</b> Hides Green No. 1 . . . 9 Green No. 2 . . . 8 Cured No. 1 . . . 10 Cured No. 2 . . . 9 Calfskins, green No. 1 . 13 Calfskins, cured No. 1 . 13 1/2 Calfskins, cured No. 2 . 12 Steer Hides, 60lbs, over 10 1/2 <b>Pelts</b> Old Wool . . . . . Lamb . . . . . 90 @ 2 00 Shearlings . . . 25 @ 80 <b>Tallow</b> No. 1 . . . . . 4 1/2 No. 2 . . . . . 3 1/2 <b>Wool</b> Unwashed, medium 22 @ 27 Unwashed, fine . . 14 @ 20	<b>CONFECTIONS</b> Stick Candy Standard . . . 8 Standard H. H. . . . 8 Standard Twist . . . 8 1/2 Cut Loaf . . . . . cases Jumbo, 32lb. . . . . 8 Extra H. H. . . . . 9 Boston Cream . . . 10 Olde Time Sugar stick 30lb case . . . . . 12 <b>Mixed Candy</b> Grocers . . . . . 6 1/2 Competition . . . 7 1/2 Special . . . . . 7 1/2 Conserve . . . . . 7 1/2 Royal . . . . . 7 1/2 Ribbon . . . . . 10 Broken . . . . . 8 Cut Loaf . . . . . 8 1/2 Leader . . . . . 9 Kindergarten . . . 9 Bon Ton Cream . . . 9 French Cream . . . 10 Star . . . . . 11 Hard Made Cream . . 15 Premio Cream mixed 13 O F Horehound Drop 11 <b>Fancy-In Pails</b> Gypsy Hearts . . . 14 Coco Bon Bons . . . 12 Fudge Squares . . . 12 1/2 Peanut Squares . . . 9 Sugared Peanuts . . . 11 Salted Peanuts . . . 11 Starlight Kisses . . . 11 San Blas Goodies . . . 12 Lozenges, plain . . . 11 Lozenges, printed . . . 11 Champion Chocolate . . 11 Eclipse Chocolates . . . 13 Eureka Chocolates . . . 12 Quintette Chocolates . . 12 Champion Gum Drops 8 1/2 Moss Drops . . . . . 11 Lemon Sours . . . . . 11 Imperial . . . . . 11 Ital. Cream Opera . . 12 Ital. Cream Bon Bons . . 20lb pails . . . . . 12 Molasses Chews, 15lb. cases . . . . . 12 Golden Waffles . . . . 12 Topazolas . . . . . 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours . . . . . 60 Peppermint Drops . . . 60 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 35 H. M. Choc. Lt. and Dark No. 12 . . . . . 1 00 Bitter Sweets, ass'd . 1 25 Brilliant Gums, Cryso . 60 A. A. Licorice Drops . . 80 Lozenges, plain . . . . 60 Lozenges, printed . . . 60 Imperial . . . . . 60 Mottos . . . . . 60 Cream Bar . . . . . 55 G. M. Peanut Bar . . . 55 Hand Made Cr'ms. 80 @ 9 Cream Buttons, Pep. and Wintergreen . . . 66 String Rock . . . . . 60 Wintergreen Berries . . 60 Old Time Assorted, 25 lb. case . . . . . 2 75 Buster Brown Goodies 30lb. case . . . . . 3 50 Up-to-Date Assnt. 32 lb. case . . . . . 3 75 Ten Strike Assort- ment No. 1 . . . . . 6 50 Ten Strike No. 2 . . . 6 00 Ten Strike No. 3 . . . 8 00 <b>Kalamazoo Specialties</b> Hanselman Candy Co. Chocolate Malice . . . 18 Gold Medal Chocolate . Almonds . . . . . 18 Chocolate Nugatines . . 18 Quadruple Chocolate . 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails . . . . . 13 1/2 <b>Pop Corn</b> Dandy Smack, 24s . . . 65 Dandy Smack, 100s . . . 2 75 Pop Corn Fritters, 100s . 60 Pop Corn Toast, 100s 50 Cracker Jack . . . . . 3 00 Pop Corn Balls, 200s . 1 2 <b>NUTS-Whole</b> Almonds, Tarragona . . 15 Almonds, Avica . . . . 13 Almonds, California sft shell, new . . . . . 15 @ 16 Brazil . . . . . 13 @ 14 Filberts . . . . . 13 Cal. No. 1 . . . . . 14 @ 15 Walnuts, soft shelled . Walnuts, Chili . . . . 12 Tahiti nuts, fancy . . . 13 Pecans Med. . . . . 10 Pecans, ex. large . . . 11 Pecans, Jumbos . . . . 12 Hickory Nuts pr bu Ohio new . . . . . 1 75 Cocacnuts . . . . . 4 Chestnuts, New York State, per bu . . . . . Shelled Spanish Peanuts 6 1/2 @ 7 1/2 Pecan Halves . . . . . 42 Walnut Halves . . . . 24 Filbert Meats . . . . . 25 Alcant Almonds . . . . 33 Jordan Almonds . . . . 47 <b>Peanuts</b> Fancy, H. P. Suns . . . 6 Fancy, H. P. Suns, Roasted . . . . . 7 Choice H. P. J. Jum- bo, Roasted . . . . . @



## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

## BAKING POWDER

**JAXON**  
1/4 lb. cans, 4 doz. cases 45  
1/2 lb. cans, 4 doz. cases 85  
1 lb. cans, 2 doz. cases 60

**Royal**  
10c size. 90  
1/4 lb. cans 135  
1/2 lb. cans 190  
1 lb. cans 250  
1/4 lb. cans 375  
1 lb. cans 480  
1 lb. cans 1300  
1 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-DeRoe 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

Worden Grocer Co. brands  
Perfection . . . . . 35  
Perfection Extras . . . . . 35  
Londres . . . . . 35  
Londres Grand . . . . . 35  
Standard . . . . . 35  
Puritans . . . . . 35  
Panatellas Finas . . . . . 35  
Panatellas, Bock . . . . . 35  
Jockey Club . . . . . 35

## COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case. 2 60  
85 1/2 lb. pkg. per case. 2 60  
98 1/2 lb. pkg. per case. 2 60  
16 1/2 lb. pkg. per case. 2 60

## FRESH MEATS

**Beef**  
Carcass. . . . . 7 @ 9 3/4  
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

**Pork.**  
Loins . . . . . @ 10 3/4  
Dressed . . . . . @ 6 1/2  
Boston Butts . . . . . @ 8 3/4  
Shoulders. . . . . @ 8  
Leaf Lard. . . . . @ 7 1/2

**Mutton**  
Carcass . . . . . @ 9  
Lamb's . . . . . @ 13 1/2

**Veal**  
Carcass . . . . . 5 1/2 @ 8



24 10c cans . . . . . 1 84  
12 25c cans . . . . . 2 30  
6 50c cans . . . . . 2 30

## COFFEE

Roasted  
Dwinell-Wright Co.'s Bds.



White House, 1 lb. . . . .  
White House, 2 lb. . . . .  
Excelsior, M & J, 1 lb. . . . .  
Excelsior, M & J, 2 lb. . . . .  
Tip Top, M & J, 1 lb. . . . .  
Royal Java . . . . .  
Royal Java and Mocha. . . . .  
Java and Mocha Blend. . . . .  
Boston Combination . . . . .  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Melsel & Goeschel  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek  
Fielbach Co., Toledo.



## CONDENSED MILK

4 doz. in case  
Gall Borden Eagle. . . . . 6 40  
Crown . . . . . 5 90  
Champion . . . . . 4 52  
Daisy . . . . . 4 70  
Magnolia . . . . . 4 00  
Challenge . . . . . 4 40  
Dime . . . . . 3 85  
Peerless Evap'd Cream 4 00

## SAFES



Full line of fire and 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 Food Co.,  
Ltd.  
\$.50 carton, 36 in box. 10.80  
1.00 carton, 18 in box. 10.80  
12 1/2 lb. cloth sacks. . . . . 84  
25 lb. cloth sacks. . . . . 1.65  
50 lb. cloth sacks. . . . . 3.15  
100 lb. cloth sacks. . . . . 6.00  
Peck measure . . . . . .90  
1/2 bu. measure. . . . . 1.80  
12 1/2 lb. sack Cal meal. . . . . 39  
25 lb. sack Cal meal. . . . . 75  
W. O. B. Plainwel, Mich.

## SOAP

Heaver 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

Trad-sman 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

We sell more 5 and 10  
Cent Goods Than Any  
Other Twenty Whole-  
sale Houses in the  
Country.

## WHY?

Because our houses are the recog-  
nized headquarters for these  
goods.

Because our prices are the lowest.  
Because our service is the best.

Because our goods are always  
exactly as we tell you they are.

Because we carry the largest  
assortment in this line in the  
world.

Because our assortment is always  
kept up-to-date and free from  
stickers.

Because we aim to make this one  
of our chief lines and give to  
it our best thought and atten-  
tion.

Our current catalogue lists the most com-  
plete offerings in this line in the world.  
We shall be glad to send it to any merchant  
who will ask for it Send for Catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only  
New York Chicago St. Louis

## Duplicate Sales Books

Or Counter Check

Special Price  
On  
First Order

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

Duplicate Credit  
Books and Cabinets  
for Grocers.

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

L. H. HIGLEY, Printer  
Butler, Ind.

The Kent County  
Savings Bank

OF GRAND RAPIDS, MICH

Has largest amount of deposits  
of any Savings Bank in Western  
Michigan. If you are con-  
templating 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

Leading the World, as Usual

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CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

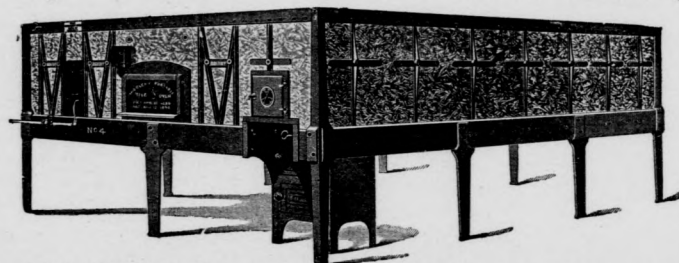
Gold Medal for Coffees.

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.

To Exchange—For small stock of hardware or country grocery, good seven-room house and lot. Address W. Smith, 10 Grand Ave., Battle Creek, Mich. 486

For Sale—Stone quarry, at Pipestone, Minn.; 52 acres of land and two houses go with it; has switch; three blocks from postoffice. Address State Bank, Gentry, Ark. 484

For Sale—Nice clean stock of groceries, Grand Rapids, West Side. Good locality. Cash trade, well established. Invoice about \$800. Must be sold this week for good reasons. F. R. Fletcher, 311 Michigan Trust Bldg., Grand Rapids. 485

For Sale—Good clean bazaar and crockery stock and fixtures, for cash only. Lively town, fine location, low rent, small competition. Particulars, address No. 483, care Michigan Tradesman. 483

For Sale—Strictly 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 12,000 inhabitants. County seat. Best of personal reasons for selling. Address No. 481, care Michigan Tradesman. 481

For Sale—Clean stock of dry goods, shoes and millinery, invoicing \$4,000. Can be reduced. Hustling business. Best location in town of 1,300 Southern Michigan. Strictly cash. Sickens, reason for selling. Address No. 477, care Michigan Tradesman. 477

Wanted to buy small stock of general merchandise. Address Box 55, Bancroft, Kan. 480

For Sale—Stock of general merchandise at a bargain. Bought new last August; good condition. Unless disposed of by May 1st, will be sold at auction. Address No. 471, care Michigan Tradesman. 471

For Sale—A Dayton Computing Scale in first-class order, \$35 cash. O. G. Korb, Ely, Minn. 479

Wanted—Location for exclusive shoe and gents' furnishing store. Population 1,000 to 3,000. Box 33, Capac, Mich. 478

For Sale—\$4,500 hardware stock in a county seat town, surrounded by a splendid farming country. Address Wm. Fleming, Greensburg, Ind. 470

For Sale—Grocery store, up-to-date and doing a splendid business, in county seat town. Will invoice \$4,000. Address Wm. Fleming, Greensburg, Ind. 469

Wanted—To exchange for drug store, one of the best brick business blocks, free and clear, all rented, located on Main street, best block and corner in progressive Southern city. Address George W. Hunter, Woodbury Falls, N. Y. 475

For Sale—The New Walloon Hotel, modern in every respect, electric light plant, water works, fine view of lake, 60 rooms, good trade established; anyone wishing fine hotel business cannot find better location. A. E. Hass, Walloon Lake, Mich. 474

For Rent—New two-story brick, double store building. Finest store in city and best location. Fine opening for dry goods store. Apply to John Smith, Manistee, Mich. 487

Wanted—Buyer for good shoe business. Good location in good live town of 20,000 in Western Michigan. Owner going into other business. Address "Retailer," care Michigan Tradesman. 491

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

One 100 H. P. Wesunghouse; 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

For Sale or Trade—A clothing stock, inventorying about \$15,000. Will take in trade as part payment, stock of hardware, dry goods, shoes, or groceries, or part of each. Address P. J. Houlihan, South Bend, Ind. 424

For Sale—Stock 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

For Sale—Drug store, the best suburb location in South Bend, Ind. Full particulars on application. Address No. 440, care of Michigan Tradesman. 440

Wanted—To buy a meat market in a good town of not less than 400. Address Box 219, Wayland, Mich. 450

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—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 \$3,000. 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—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

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

For Sale—Drug and grocery store, in best inland town in Southern Michigan; reason for selling, other business. L. B. Shannon, Camden, Mich. 457

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

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

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

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—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

For Rent—Forty-barrel water mill, best country Michigan. Splendid opportunity for practical miller. Address Busch & Cooper, Cambria, Mich. 410

## POSITIONS WANTED.

Wanted—Position as registered pharmacist in city or country town, 22 years' experience. References. Address Box 9, Bronson, Mich. 488

Salesman—Now employed. Season closes May 1. Hustler, 31 years old, wants road position, Michigan preferred. R. J. B., 1007 Madison Ave., Grand Rapids, Mich. 472

Wanted—At once by first-class clothing and furnishings salesman, position with first-class retail house. Decorator and advertiser. Best of references furnished. Address No. 489, care Michigan Tradesman. 489

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; A1 references; for particulars address Lock Box 51, Wilbur, Wash. 453

## HELP WANTED.

Salesman: Side line of specialty. Sample or circulars. \$10 a day. Little Giant \$20 soda fountain. Write quick. Grant Mfg. Co., Pittsburgh, Pa. 294

Wanted—A drug clerk with two or three years' experience. Edw. L. Marcoux, 103 Ottawa St., Muskegon, Mich. 451

Wanted—Traveling salesmen to cover all parts of the United States and for foreign countries, to carry our line of art leather goods and novelties on commission. We manufacture the largest line in all sorts of art leather work made in America. First-class references required; send for catalogue and full information to the American Art Leather Co., 228 Mercantile Place, Los Angeles, California. 482

Wanted—Salesmen in every state to handle sheet music as side line, on commission. In reply, state territory covered, also references. Pillsbury-Dana Co., Minneapolis, Minn. 473

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

## AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers, The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us. 1414 Wabash Ave., Chicago, Ill. 490

## MISCELLANEOUS.

To Exchange—80 acre farm 3½ 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. 591

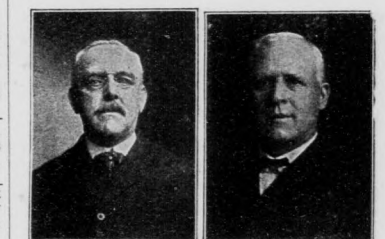
Want Ads. continued on next page

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### Creditors Rejected an Offer of Forty Per Cent.

Flint, April 18—Sixty of the ninety-seven creditors of E. O. Pierce & Sons responded to the request to attend a meeting here to consider an offer of compromise. Several of the creditors were in favor of an adjustment of the matter on a compromise basis, but when an offer to pay 40 cents on the dollar on all approved claims was made it met with opposition on the part of some of the larger creditors and was rejected on a roll call in which a majority of the claims in amount were voted adversely on the proposition.

A second offer was then made that if some creditor present would buy the bankrupt stock for \$18,000 spot cash the claims would be settled at 50 cents on the dollar. This proposition was accepted by Adolph Fixel, representing A. Krolik & Co., of Detroit, providing it should be made to include the store fixtures and book accounts. Negotiations that might have resulted in this direction, however, were intercepted by the referee in bankruptcy, who said that he would not consider the sale of a stock of goods at \$18,000 which had inventoried in the neighborhood of \$40,000 unless the proposition was made at a meeting of all the creditors.

The election of a trustee was then proceeded with and developed a spirited contest between Adolph Fixel of Detroit, and Charles L. Bartlett, of this city. After the vote had been taken it was found that Mr. Fixel had a majority in the number of creditors voting, while Mr. Bartlett had a majority in the amount of the claims represented, providing the First National Bank of this city was allowed to vote its claim of \$7,000. This claim, together with that of Wolf Bros. & Co., of Cincinnati, for \$1,178.28, had been objected to for the alleged reason that the claimants had been shown preferences by the bankrupts with four months of the time of the filing of the petition in bankruptcy and were therefore not eligible to vote on the question of the selection of a trustee.

Under this objection testimony was taken relative to the claim of the First National Bank and, as it appeared to the satisfaction of the referee in bankruptcy that the indebtedness of the bankrupts to the bank had been reduced in the sum of \$4,000 during the four months immediately preceding the filing of the petition in bankruptcy without any knowledge on the part of the bank that the bankrupts were not solvent, he decided that the objection had not been sustained and that the bank was entitled to vote its claim on the selection of a trustee. The vote of the bank was then cast for Mr. Bartlett and, as that gentleman had a majority in amount of the claims represented and Mr. Fixel had a majority in the number of claims, it was up to the referee to decide as to which should take charge of the bankrupt stock as trustee. His decision was in favor of Mr. Bartlett, but on the request of the supporters of Mr. Fixel he granted a stay of pro-

ceedings until the latter could take an appeal from the decision admitting the claim of the First National Bank to a voice in the proceedings. The appeal will be taken to the United States Court at Detroit and will be heard by Judge Swan.

Pending the determination of the controversy as to who will finally be appointed trustee, the creditors voted in favor of having the bankrupt stock advertised and sold in bulk for cash to the highest bidder at as early a date as possible after the settlement of the question as to who shall act as trustee.

Another meeting of the creditors was appointed for Wednesday, April 26.

### New Closing Schedule Adopted.

Negaunee, April 15—One of the most enthusiastic meetings the Negaunee Business Men's Association has held to date occurred last evening. The attendance was larger than usual and a number of important matters were discussed. The question of observing the holiday and the closing of business houses week day evenings was considered, and a schedule finally adopted. A committee consisting of George J. Haupt, Isaac Rosen and Nicholas Laughlin, Sr., was named to call on every merchant in the city to secure their signature to an agreement. The Association decided by a unanimous vote that the stores shall close at 6 o'clock on Tuesday and Friday evenings of each week, except when paydays or the eve of holidays occur on these days; at 8 o'clock Monday, Wednesday and Thursday evenings, and on Saturday and pay nights, any time to suit the convenience of the individual merchant.

The holiday schedule has never been in force here. Some days a part of the merchants would close for a half day, and others would remain open. Business will henceforth be suspended all day Christmas and New Year's, and a half day, closing at 12 o'clock, on Washington's birthday, Good Friday, Decoration Day, Fourth of July, labor day and Thanksgiving day. For the past few years the stores have closed two evenings a week at 6 o'clock, but no regular hour has been set for closing at any other time. It is expected that the agreement will be accepted by all the members.

### Will Keep Open a Half Hour Longer.

Ann Arbor, April 18—The grocers, butchers and lakers held a meeting last evening and signed an agreement to close their places of business at 6:30 o'clock, standard time, in place of 6 o'clock as at present. The new arrangement is to go into effect about the first of next month, possibly before if arrangements can be completed to that end sooner. Every business man has signed the agreement and all express themselves as well satisfied.

The clerks are also agreed upon the arrangement and will accept the new hour of closing without a murmur, thereby restoring perfect har-

mony to the business men and their employes.

The meeting of the business men last evening was a quiet one, the arrangement having been practically decided upon Monday through a canvass of the proprietors and all that was needed last evening was a formal ratification of the agreement. The business men assert that the new hour will give the working men of the city an opportunity of making necessary purchases after working hours and will also give the dealers a better opportunity of accommodating the country trade during the busy summer months.

### Tendered a Free Trip To Milwaukee.

Manistee, April 18—The Business Men's Association at its meeting last evening received an invitation from the Michigan Salt Transportation Co. to its members to take a free trip to Milwaukee. The invitation was made good for any Friday or Saturday in April or May. As many members as care to accept will be taken to Milwaukee, given two days' time there and brought home, all at the expense of the transportation company.

The invitation was well received by the Association and Friday, May 5, was chosen as the time of the excursion. A vote of thanks was tendered the Michigan Salt Transportation Co., which was represented at the meeting by Gus Kitzinger, Capt. John Smith and B. P. Barnes.

It was proposed by one member of the Association that a dead-beat list be prepared for the protection of Manistee merchants. President Kirster said that the plan had been tried some years ago and had not worked satisfactorily. The trouble was that disputes would arise between merchants and customers, resulting in the listing of customers who were in reality good pay. Hard feelings would result. Others commented on the proposal, but nothing was done, the majority appearing to believe that the plan is not feasible.

### The Grain Market.

The price of wheat has held quite firm throughout the week in the face of the bearish Government crop report and continued favorable weather for the growing winter wheat crop. Spring wheat seeding has progressed finely and the bulk of the crop is planted, the weather being more favorable and the outlook generally was never better. Notwithstanding all this there seems to be an inclination on the part of certain large handlers of wheat to hold on to the May option. It makes little difference what the outlook for the growing crops may be, none of this wheat can be figured for delivery in May, or July for that matter. There has been a slight improvement in the flour situation, and this principally for the straight grades; no particular demand for low grades and patents, except that the export demand from the Western coast is reported as practically being all for low grades and clears.

Cash corn continues in good demand, and price is strong although

the option has shown some weakness. There have been large receipts of corn at country points, stocks generally are large, and while trade in domestic markets is good, the future of corn depends largely on the export demand, which by the way has been rather light of late.

There has been a very fair trade in oats, but prices are practically unchanged for the cash article. Options are dull and dragging heavily. There is evidently a heavy line of long oats held by country speculators costing from two to four cents per bushel above present values, and until this line is practically closed out, the writer does not look for any material change. L. Fred Peabody.

Negaunee—Ed. Clark, the dry goods merchant of Ishpeming, has purchased the stock of men's furnishings, dry goods, notions, etc., formerly owned by William P. Kinsman. At the time Mr. Kinsman retired from business a few weeks ago only the groceries and other perishable goods were sold and removed from the Johnson building.

The money must be measured by the man.

## Business Wants

### BUSINESS CHANCES.

For Sale—Drug store in good manufacturing town of 5,000 inhabitants in Missouri; expenses light; full prices for patients. E. W. Gallenkamp, Washington, Mo. 492

For Sale—One hardware stock, vehicles, implements and harness business, in Northern Michigan town of 1,000 inhabitants, with good farming country surrounding same. Stock will inventory about \$8,000 to \$9,000. For further information, enquire of No. 493, care Michigan Tradesman. 493

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

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—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

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

For Sale—Farm implements, flour, feed and general store. Trade well established, about \$25,000 per year. Address "Farmers' Store," care Michigan Tradesman. 417