

# MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, APRIL 26, 1905

Number 1127

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

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

## Collection Department

R. G. DUN & CO.  
Mich. Trust Building, Grand Rapids

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

## We Buy and Sell Total Issues

of  
State, County, City, School District,  
Street Railway and Gas

## BONDS

Correspondence Solicited.

H. W. NOBLE & COMPANY  
BANKERS

Union Trust Building, Detroit, Mich.

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

## The William Connor Co.

WHOLESALE CLOTHING  
MANUFACTURERS

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

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

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

## The Tradesman Company Engravers and Printers

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

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## THE COMPETITIVE SYSTEM.

### Is Success at the Expense of Others Justified?

Not long ago a reader sent to me a clipping from a newspaper in which the startling high ground was taken that, after all, the successful people in this world had "reached success only at the expense of others." Therefore, by inference at least, it is an inhuman thing for one to strive for worldly preferment, no matter how honorably.

Sentimentality of this kind is mere twaddle in 99 per cent. of its possible application in the material world. The writer of it invariably assumes that such a condition is due to the evils of civilization, instead of its being one of the vital and vitalizing laws of all nature. Instead of civilization's being the mother of inhuman conditions, it is in the position of ameliorating them. One has a small idea of savagery, as the world has seen it in all climes, if he considers it as prompting greater good and greater opportunities to the greatest numbers; and he knows even less of the impossibilities of a community of sloven ease, where only good shall exist, without envy and ambition and all the milling processes of an adapted civilization.

Men have charged many of the ills of civilization to the fact that it tends to protect the weaklings at the expense of society; they receive too many considerations at the hands of the forces of civilization. The law of the survival of the fittest is not enforced as unhampered nature intended.

To be sure, no man ever rose to a height of success without crowding another or others. Indeed, these unfortunates may have been compelled to contribute more or less to the success that is denied to them; for all time thereafter they may be in the shadow of the one who has passed them to the heights. But when some one sits down with the philosophy that, because of these things no man may try to rise according to his merit and ambition, he is tinkering

with a law that is older than the pyramids and more indestructible.

When two primitive men in a desert met at the water hole, which had supply for only one of them, the strongest drank the precious water. When two men meet in competition for place in the civilized world of endeavor the one better qualified and stronger takes the prize from the other. How could it be otherwise? Even if between the two individuals the unselfish stronger one at all times were generous enough to yield to the other, could the world afford to have him do so? Would it submit to his sacrifices?

To-day the profession of medicine is overcrowded. The instructors in the medical schools admit as much, in spite of the fact that it costs \$5,000 to graduate a modern practicing physician, to say nothing of the increased number of years necessary in the courses. Supposing under these circumstances that the individual best material for medicine and surgery were the types of men who could best abandon the professions simply because they have a versatile adaptability, promising them a competence anywhere, would the world submit to seeing this best material for the healing arts sacrifice itself to the poorest, weakest and most inefficient?

The proposition holds as good in any one of the necessary arts and trades and businesses of the modern civilized world. If even the retail businesses of the country were in the hands of incompetents and weaklings, wholly, the country at large hardly could exist. In every one of the intricate divisions of the civilized world it is necessary to the best in that civilization that these community businesses be in the best hands. The better the hands in the true sense of "better," the better the welfare of the country and of the individual. And the only way to demonstrate the best in competition is by the competitive system which shows neither favors nor fraud in the tests.

Look at yourself in your present relation to the world. No matter whether you be an employee at \$9 a week, or whether you are a multi-millionaire, not knowing just how to dispose of an accumulating income, you may count upon it that you are envied of some one whom you have passed on the road. Pick out an individual or two of these and ask yourself why it was that you passed them. If by trickery or unfair means, you may expect the twinge of conscience which scarcely can be escaped by the most callous; if through an inherent ability and merit—by an application which others were too lazy to set themselves and maintain—you have no material or ethical apology

due any one in any walk of life.

In the first place, a world in which every human being in it had attained physical, mental and community perfection at once would defeat itself. Ennui would be the death of every person in it. There could be no sympathy, no forgiveness, no charity, no forbearance, no interest for any one in the dead perfection around him. It is forgotten by so many embryo reformers that most of our virtues have root in the evils of which many of our virtuous are so intolerant.

There is a homely phrase to the effect that the "back is made for the burden." The philosopher with his pedantic, academic reasoning is likely to forget that with tens of thousands of the world's undercrust the positions of responsibilities and duties and accountings have not the least attraction; to be compelled to move toward such a goal would necessitate the discipline of a state's prison at the least. Other tens of thousands would find something attractive in the general outlook, but discover impossible obstacles in the road to the necessary individual efforts. Shall the one with such a mission in brain and heart stand aside for these slovens? Shall he reach the limits of his ambitions and have as a burden on his conscience the fates of those who would not, or could not, have approached his accomplishments?

The idea is preposterous. The President of the United States is President at the expense of some one else; the president of a great railroad, rising from the position of a messenger boy in the service, has crowded out ten thousand others. But because of this shall there be no President of the United States or of the great railroad system?

The competitive system has been railed at by a thousand philosophers, but after all their talk and speculations we have the competitive system still. The young man or the young woman now in the world's work who overlooks this hard fact is in line for failure, whether he does so from a high philosophy or from lack of industry to enter the world's competitions. And as a failure in the competitive regime of modern civilization, no matter from which of the possible reasons suggested, that person is no less the failure. Honorable success as the goal of honest effort is one of the things making life worth the living.

And fortunately this will always be true, no matter what your material success: There will be tens of thousands of the world's failures who would not have your success as a free gift if they had to shoulder its responsibilities, duties and exactions.

John A. Howland.

## WINDOW TRIMMING

Exhibits Worth Inspection by Country Merchants.

The season next upon us is going to run riot with color, but the craze will take on the tints and shades of color rather than simply color itself. Those most observable are what might possibly be called "bright pastel," to coin an expression. That is, they are gay without so much as a hint of aggressiveness.

The window at the left of the entrance of the Herpolsheimer Co. contains suggestions of this idea in the dainty tones shown in the trimmings of the hats. Some are "all white," but most of them have a touch of color to brighten them up.

This Herpolsheimer Easter window is an admirable one of its class. There is not enough in it to weary the eye and yet it is not at all bare looking; there is just sufficient merchandise displayed to make a wonderfully pleasing exhibit.

The entire background is composed of a curtain of silk velours in a quiet green. Above this is a frieze of white dimity with unobtrusive groups of lavender colored flowers. This goods is put on plain—no fullness. In the center of this is the convex half of an enormous white egg, with an irregular opening, as if the shell were broken, in which leans forward a large curly-haired doll, dressed in a pretty white lace-trimmed slip. Besides the large egg, and also typical of Easter, are six silver-grey rabbits arranged at regular intervals on the frieze, three on each side. A double row of 3-inch heliotrope soft satin ribbon is festooned along the frieze, as if carried in the mouths of the little animals, the central ends of the ribbon terminating in yard-long streamers held in either hand by the handsome doll in the egg. Above and below the egg and also at each corner are immense flat bouquets of natural looking branches of apple blossoms. The branches themselves were broken from real trees, while the pink and white flowers are artificial, being wired on the twigs. One would think the pink of the apple blossoms would clash with the heliotrope ribbon, but the two harmonize, as there is a pinkish cast to the ribbon. The floor is covered with white cotton tightly stretched and neatly held in place by common pins. The entire space at the left is filled by a mirror eight or ten feet square, giving added size to the window.

The five dummies are all pretty-faced girls. One has brown hair, one is prematurely grey (you can tell that by her young face), two have light hair of the same shade, while the one occupying the center of the floor is a pronounced blond. This last is standing with her side to the window-gazer and appears to be just walking along and stopping a moment to smile on her admirers. All the young ladies are attired in white. The de-

cided blond has on a dress of net, embellished with tucks and tiny shir-rings. The skirt is of the so-called grandmother description. Festoons of half-inch baby-blue knife pleating ornament the skirt, waist and sleeves. The skirt flares at the feet, and reaching almost to the hem is an extremely wide sash—half a yard—composed of only one width of thin liberty silk just the shade of the half-inch pleating, with which it is edged. Little wheels of the pleating appear at equal distances on the silk belt and also on the yoke. The hat accompanying this airy gown is simple—all but the price—and very becoming to the wearer.

The brown-haired girl at her right, as you face the quintette, is costumed in a cream voile. This is trimmed with a scroll design of cream-white puffing about two inches wide. The waist is especially pretty, the small pointed bertha being made of rings of the puffing, fagoted together with embroidery silk of the same cream tint. The principal feature of the hat on this dummy is the cascaded lace arranged flat around the crown.

are in evidence aside from the millinery of the ladies.

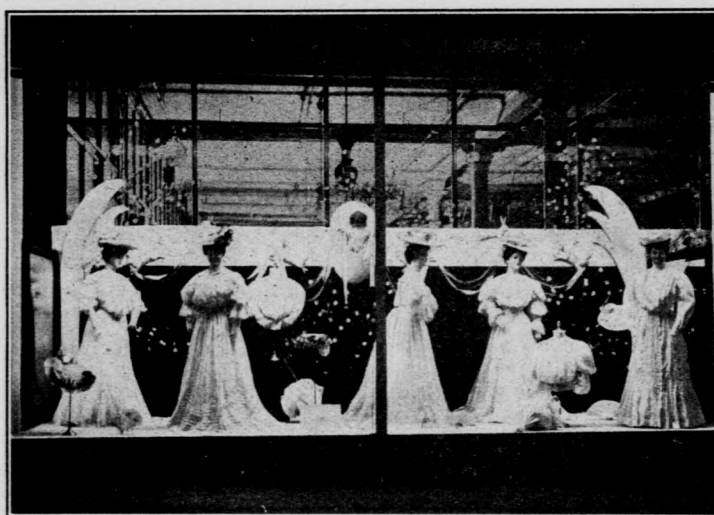
The one at the extreme right is on the shirt-waist order, a modified sailor in shape. The foundation is of polka-dotted smooth material, the only trimming being the pompon at the left of the front.

The large hat at the left in the foreground has a shirred crown and fine Neapolitan brim. The bow at the front of the crown is of light blue Louisine ribbon and a bunch of three small American Beauty roses is posed prettily at the back.

The last hat to be mentioned is a tam in shape as to crown, a wreath of white and pink "button" roses encircling the lace edge, interspersed with asparagus fern. A large rosette of cream satin ribbon is tucked under the lace at the back to rest on the hair.

Two "separate" modish white waists adorn the display. They have the new generous-proportioned sleeves as a prominent consideration.

Leaning on nickel racks of twisted wire are three as beautiful fans as one could wish to see or possess. They



The shirt-waist suit at the extreme right has a panel of embroidery apparently reaching from the pale blue lace-trimmed collar to the floor. Tucks are also employed in the make-up. The material of this dress is pearl-white Jap silk. A stylish toque is worn with this popular-style dress. It has two blue wings at the side.

She who stands directly back of the central blond rejoices in a dress of all-over lace. This costume, being of figured stuff, needs little trimming. The skirt falls in a graceful round-length sweep, the only decoration being two groups of three tucks each. The white hat attending this dress is of medium size, with a bent brim of tiny lace ruffles.

The lady dummy at the left hand corner boasts the prettiest frock of all the five. It is entirely of net, intricately trimmed with insertion and lace ruffles. The bertha is especially effective, the yoke above this continuing unbrokenly in the highest of high collars—to the ears, in fact. The hat matches the dress in daintiness.

Three other bewitching white hats

are all ornamented with steel spangles, the one on the left having three large butterflies outlined in the glittering spots.

Two white parasols introduced in the scheme of window decoration demonstrate the trend of fashion toward fluffiness of creation. Parasols were never so elaborate and so handsome as those shown this spring. There is no danger of inability to match any costume from the severest tailor-made to the dress of filmiest chiffony perishableness; but they must be selected with as careful discrimination as a chapeau.

\* \* \*

Other dry goods stores also have fine windows, notably the Boston Store, which shows one elegant robe of sky-blue China silk, very dressy, with innumerable bands of Val lace set in the skirt.

\* \* \*

Foster, Stevens & Co.'s windowman, Mr. Arthur A. Haines, delights the public with an exquisite example of his acknowledged skill in the art of window dressing. It is essentially a "white window," as befits the Eas-

tertide, much cut glass being judiciously arranged. Two electroliers with square shades of crystal fringe are noteworthy—fit for a queen's boudoir. The window would compare favorably with any shown in Chicago.

### Problem of Advertising Cities and Towns.

The problem of advertising cities and towns is one of the most extensive. It is also one which is almost wholly neglected, relatively speaking, by chambers of commerce, boards of trade, employers' associations and citizens' alliances. Now and then a citizens' alliance or an employers' association has advertised "industrial peace guaranteed" in such a city. Good thing; couldn't be better! What consideration could so surely affect a manufacturer in deciding to build his new establishment there? If not all citizens' alliances and employers' associations find it advisable to try this, perhaps they can do something in the same line through their boards of trade and chambers of commerce. Why not? What have the merchants and shippers and bankers and agents and hustlers of all kinds connected with any up-to-date town to do with that town, and for that town, that can compare in value with helping (if nothing more) than to make it known that that town and that neighborhood is a good place for the manufacturer, and hence for all of the other kinds of business people who are so closely dependent for their success upon his own?

It is the actual facts that talk. There is the benefit of agreeable and clinching correspondence carried on extensively by the secretary. That can be developed wonderfully in a hundred different communities which "need the business." There are the local papers; who should be more interested to boom the town than they? There is not a chamber of commerce, or board of trade, or citizens' alliance, or employers' association in the country that can not well afford to have all of the newspapers of their cities and towns working for those cities and towns by working for the local business organizations. There is not a paper that could afford to resist the seductive promotion work of the local business body or bodies.

The new alloy called invar, consisting of steel mixed with about 36 per cent. of nickel, which is practically invariable in volume with ordinary changes of temperature, has recently been adopted by Swiss watchmakers for making balances in the majority of their best time-pieces. The compensation for temperature thus obtained is superior to any hitherto known. For many years watchmakers have struggled with an outstanding trouble in the best compensated chronometers, known as "Dent error," due principally to the nonlinear variation of the elasticity of the steel of the hair spring. By the use of invar Dent's error may be practically eliminated.

Happy is the man who marries a woman with both dollars and sense.



# Buy a Seller

The point we wish to emphasize is that Quaker Flour is made to conform to the highest standard of purity and excellence and offers an opportunity to sell a good article at a fair price and maintain a profit.

The increased sale is the best argument.

**Buy-Sell**

## Quaker Flour

**WORDEN GROCER COMPANY**

Distributors

Grand Rapids, Michigan

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

# Ben Hur Cigar

Is the best and most popular  
five cent cigar on the  
market

Increase your cigar business  
by selling the brand that  
Wise Men Smoke  
Wise Merchants Sell

**WORDEN GROCER COMPANY**

GRAND RAPIDS, MICH.

Distributors for Western Michigan

Gilt Edge Baby Corn  
Gilt Edge Cream Corn  
Gilt Edge Green Lima Succotash  
Gilt Edge Marrowfat Sifted Peas  
Gilt Edge Early June Sifted Peas  
Gilt Edge Telephone Peas  
Gilt Edge Champion Eng. Sifted Peas  
Gilt Edge Little Gem Sifted Peas  
Gilt Edge Little Sweet Cham. Sifted Peas  
Gilt Edge Sweet Wrinkled Sifted Peas  
Gilt Edge Tom Thumb Sifted Peas  
Gilt Edge Extra Sifted Sweet Peas  
Gilt Edge Pettit Pois  
Gilt Edge Custard Pumpkin  
Gilt Edge Hubbard Squash  
Gilt Edge Marrow Squash  
Gilt Edge Solid Packed Tomatoes  
Gilt Edge Garden Spinach  
Gilt Edge Strawberry Baby Beets

Having carefully examined other well known lines of canned goods we beg leave to announce that we will continue to handle the

## Gilt Edge Brand

### Canned Fruits and Vegetables

Packed by the

**United States Canning Co.**

Buffalo, N. Y.

For the next few days we have a special proposition to make you on this line, an inducement that we believe merits your consideration, one that we think you can ill afford to ignore. You owe it to yourself to ask us about this before you purchase elsewhere. Talk to our salesman or write us; your inquiries will have our usual prompt attention.

Gilt Edge Beet Greens  
Gilt Edge Cauliflower  
Gilt Edge Fancy French Beans  
Gilt Edge Refugee Stringless Beans  
Gilt Edge Golden Wax Beans  
Gilt Edge Green Lima Beans  
Gilt Edge Red Kidney Beans  
Gilt Edge Horticultural Beans  
Gilt Edge Boston Baked Beans  
Gilt Edge Crawford Peaches  
Gilt Edge Bartlett Pears  
Gilt Edge Royal Blue Plums  
Gilt Edge Red Pitted Cherries  
Gilt Edge Strawberries  
Gilt Edge Red Raspberries  
Gilt Edge Black Raspberries  
Gilt Edge Blackberries  
Gilt Edge Kored Dumpling Apples

## WORDEN GROCER COMPANY

Grand Rapids, Michigan

## AROUND THE STATE

### Movements of Merchants.

Saginaw—A. T. Baker succeeds Thos. A. Downs in the boot and shoe business.

Clifford—Edward J. Van Sickland is succeeded by M. J. Ryan in the drug business.

Kalamazoo—James F. Hoonan is succeeded in the restaurant business by Wm. C. Cotter.

Montague—A. Wurtzler, boot and shoe dealer, has filed a voluntary petition in bankruptcy.

Ossineke—Frederick Pechette succeeds Julien Mauseau, who formerly conducted a general store.

Big Rapids—Wm. Garnett has opened a bakery under the style of the East Side Home bakery.

Petoskey—Samuel Schilling, formerly engaged in the feed business here, has re-engaged in the same business.

Vassar—Chas. N. Brett will continue the business formerly conducted by Brett & Beach, plumbers and gas fitters.

Jackson—Glasgow Bros. have purchased the C. H. Bennett stock of dry goods and removed same to their store to dispose of.

Detroit—The grocery business formerly conducted by Frederick J. Klein will be continued in future by the F. J. Klein Co.

Mancelona—Frank Priest is making preparations to start a cigar factory, which will be located in rooms in the old bank building.

Vandalia—Freer & Lavenberg have sold their general stock to H. A. Snyder, who will continue the business at the same location.

St. Johns—The creditors of Abner Furtney, who formerly conducted a boot and shoe business, have filed a petition in bankruptcy.

Hastings—Frank G. Beamer has sold his confectionery stock to Fred. Wolcott, who will continue the business at the same location.

Big Rapids—H. S. Tenny has sold his interest in the grocery firm of Tenny & McFarlane to G. R. Turk and the business will be continued under the style of Turk & McFarlane.

Lansing—The business formerly belonging to A. Bagley has been transferred to the Capital City Paint & Wall Paper Co. Mr. Bagley will act as manager of the concern for the present.

Onaway—Jacob Muskatt, who conducted a dry goods, clothing, jewelry and boot and shoe business, with a branch at Ontonagon, is succeeded in business in both places by Henry Leipshild.

Battle Creek—Local business men are planning a series of cheap excursions into the city on certain days from various small towns in the immediate neighborhood. They will not be Sunday excursions, however, but on week days, when the stores are open.

Belding—W. W. Case has severed his connection with Belding Bros. & Co., where he has been employed for a number of years as foreman of the spooling room, and will attend to his grocery business, finding that the constantly increasing business needs his attention more closely.

Oxford—A corporation has been formed under the style of the Handy Baggage Truck Co. for the purpose of manufacturing and selling baggage trucks. The company has an authorized capital stock of \$20,000, \$10,020 of which has been subscribed and \$20 paid in in cash and \$10,000 in property.

Ludington—Chas. Nelson, of the firm of Weatherley & Nelson, and P. F. Bowns, of Buttersville, have formed a partnership for the purpose of carrying on a general produce buying and shipping business. The old firm of Wheatley & Nelson has been dissolved, as Mr. Wheatley expects to soon move to California.

Frankfort—F. A. Watson has removed to this place from Charlevoix and engaged in the wood turning business under the style of the Frankfort Turning Co., employing about a dozen hands. The new company has taken possession of the building formerly occupied by the Benzie County Canning Co.

Lansing—The Brackett Clothing Co. has been incorporated for the purpose of retailing clothing, with an authorized capital stock of \$16,000, of which amount \$10,000 has been subscribed and \$8,020 paid in in property. D. E. Brackett holds 401 shares, M. C. Huggett (Grand Rapids) holds 401 shares and N. P. Lewis, trustee (Grand Rapids), holds 198 shares.

Fowler—Albert Martin, who has been in the employ of the Sturgis Drug Co. as pharmacist for the past eighteen months, has severed his connection with that firm and will open a drug store for himself in the near future. He will occupy the building now occupied by Frank Ulrich as soon as Mr. Ulrich completes his new brick block, which is now in course of construction.

Grand Ledge—T. B. Robinson has sold his grocery stock to C. A. Smith, who, in turn, has disposed of part of the goods to other grocers about town. Mr. Robinson's object in retiring from the grocery business is that he may give his entire attention to his dry goods store. The Rossman building, which he recently purchased and which was used for the grocery, will be occupied by Frank Elsie.

Nashville—McLaughlin & Munroe have dissolved partnership by mutual consent. The business will be continued at the same place by O. M. McLaughlin. In January Mr. McLaughlin purchased the stock of the Star Clothing house and sold a one-half interest to Mr. Munroe, who purchased the remainder of the stock in February. Mr. Munroe assumes all the outstanding indebtedness of the old firm of McLaughlin & Munroe and will continue the business of the Star Clothing house.

Belding—The Belding Gas Company has been organized with Henry

J. Leonard as President and General Manager, and Walter S. Lambertson, Secretary and Treasurer. The company is capitalized at \$50,000 and considerable stock has already been taken. Mr. Leonard has purchased a piece of ground across the railroad track north of his warehouse and the plant will be located there in a building 40x85 feet, which is to be built of cement blocks. The plan now is to begin work soon so that the plant may be in operation by fall if possible. The latest improved machinery, pipes and apparatus and methods of conducting and utilizing gas will be used in installing the plant. The services of Edward J. Gallagher, of Ionia, who is Superintendent of the Ionia Gas Works and an expert engineer, have been engaged to superintend its construction. The mains will be so laid that gas for heating and cooking purposes may be easily obtained.

### Manufacturing Matters.

West Branch—The sawmill of the Gale Lumber Co. is undergoing repairs and will resume operations in two weeks.

Menominee—The Menominee Sand & Investment Co. has increased its capital stock from \$10,000 to \$25,000 and changed its name to the Menominee Sand Co.

Ford River—The Ford River Lumber Co. is installing new boilers and repairing its sawmill. A large tug has been ordered to take the place of the Bruce, which was burned last year.

St. Ignace—The Muskegon Paper Co. is building a mill plant at Delf, on the Carp River, for the purpose of preparing pulpwood for shipment to its manufacturing point, Muskegon.

Tawas City—The sawmill of the Ottawa Hardwood Co. is being overhauled and fitted out for the season and will start next week. The company has a full stock for the season.

Kenton—The Sparrow-Kroll Lumber Co. cut at its mill last week a tamarack butt log that yielded four 16-foot lengths, 12x12. This is the largest tamarack log ever seen in this section.

Cheboygan—The Embury-Martin Lumber Co. has started its mill at this place with a stock of over 20,000,000 feet and also has started the mill at Indian River, on the Mackinaw division.

Saginaw—The sawmill of Bliss & Van Auken began running day and night last week. The firm is having a good trade in hemlock and maple particularly. Its stock is received by rail from up the Mackinaw division.

Deckerville—The Union Creamery Co. has been incorporated for the purpose of making butter and cheese. The authorized capital stock of the company is \$6,000, all of which has been subscribed and \$1,000 paid in in cash.

Munising—The C. H. Worcester Co. operated heavily during the past winter, getting out a large quantity of cedar timber, cedar posts, ties and poles. The Superior Cedar & Lumber Co., of this place, also got out more timber than usual.

Detroit—The Acme White Lead and Color works has completed its

new storage warehouse and has materially added to the power plant. The company has erected two oil tanks of 50,000 gallons capacity, and is now fencing in four acres of additional land.

Battle Creek—The Walker Hose Clamp Co. has been incorporated for the purpose of manufacturing hose clamps. The corporation has an authorized capital stock of \$15,000, of which \$14,000 has been subscribed and \$300 paid in in cash and \$13,000 in property.

Monroe—The Hanson & Root Lumber Co. has filed articles of association with the county clerk. The capital stock is \$20,000, of which amount \$7,000 has been paid in in cash and \$13,000 has been paid in in other property. Arthur Hanson, of Detroit, holds 115 shares in the corporation, Jason P. Root, of this place, 50 and Charles R. Wing, of this place, 5.

Detroit—The Morehead Manufacturing Co., taking over the business of John Morehead, manufacturer of beer pumps, has filed articles of association with the county clerk, capitalizing for \$60,000, of which \$30,000 has been paid in in cash and the balance in other property. The stockholders are David Stett, John Morehead and Samuel E. Thomas.

Gladstone—New rolls and other equipment are being installed in the Gladstone flour mill by A. A. Freeman, of Minneapolis, who has leased the plant. The new machinery will bring the capacity of the mill to about 200 barrels daily, double the former production. It is expected that manufacturing operations will be started the first of next month.

Tustin—Negotiations are being conducted between the Tustin Manufacturing Co. and the Dennis Bros. Salt & Lumber Co., of Grand Rapids, for removal of the latter's planing mill outfit at Stronach to this place. If the deal should go through the cut of the Dennis Bros. Co. at Dighton will go through the Tustin mill and about twenty men will be employed at the new plant.

Detroit—A capital stock of a full half-million dollars, of which only \$2 was in real money, was the principal feature of the incorporation of the Manna Cereal Co., according to I. L. Wood, trustee in bankruptcy for the concern. He has begun suit against Morris H. Sloman, Mrs. Hattie O. Franklin, H. J. Boerth and other stockholders, to get an assessment paid on their stock sufficient to settle the debts of the company, amounting to \$23,883.

Sleepy Eye is money back flour.



**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. Fairly good stock may still be had for immediate sale. Prices on the remaining varieties of apples are gradually stiffening, but the stock will, in all probability, hold out as long as needed. With the coming of strawberries the call for apples diminishes.

Asparagus—\$1 per doz. bunches.

Bananas—\$1 for small bunches and \$1.50 for large. There is no change in the market since last week. Supplies are fairly liberal, but prices are high.

Beets—40c per bu.

Butter—Creamery has taken a downward turn, being now quotable at 29c for choice and 30c for fancy. The high price is not due to speculation, but is based on the law of supply and demand. The supply is short. The grass is backward and the flow of milk is not as large as it ought to be. This may increase suddenly any day, however, and then look out for a drop. Three years ago this week the market was at the same point and in one week following had dropped to 24c. Whether history will repeat itself to this extent or not, it is impossible to tell, but there is a chance of it. Dairy grades are coming in more freely, giving ground for the belief that the price will soon begin to recede. No. 1 is still steady at 25@26c and packing stock is firm at 18@20c. Renovated is slightly lower, being held at 25@26c.

Cabbage—45c per doz.

Cheese—Receipts of new are increasing. A few dealers have fair quantities of old on hand, but no one has any great quantities of last year's cheese in stock.

Celery—90c for California.

Cranberries—Jerseys, \$7.25 per bbl.

Cucumbers—The market is steady at \$1.25 per doz.

Eggs—Local dealers have reduced their paying prices to 14c and meet no difficulty in obtaining all they require at that price. The receipts of eggs have been large, but the storage men have steadily absorbed the surplus, keeping the market from becoming glutted. That the market has eased off is possibly due to the withdrawal from the market of some of the storage men, who have all the eggs they want. The Easter demand did not apparently have much effect on the market. The retailers made a feature of eggs the last half of the week, but the sales were not increased enough to change the price. The future of the market is uncertain, as usual, but as long as the storage buyers are busy the fluctuations are not likely to be great.

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

Green Onions—15c per doz. bunch-

es 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 10c per lb.

New Potatoes—\$2.50 per bu. Second crop Southern stock is offered on the market for new potatoes, but there is little doing in this line, with prices of the old so low and the stock so good.

Onions—Dry stock is strong and steady at \$1 per bu. Bermudas fetch \$2.50 per crate.

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 coming in freely, commanding \$3@3.25 per box. The demand holds up very well, and although the market is firming up, there does not seem to be much change in the consumption.

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 looking a little better, the feeling being stronger in many localities. The price ranges from 10@12c at primary buying points to 15@20c at city consuming points. It is not unlikely that the low price of the tubers now will work toward a smaller acreage this year, but this is all guess work so far.

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—20c per doz. bunches for either round or long.

Sweet Potatoes—\$4 per bbl. for kiln dried Illinois.

Strawberries—Louisiana stock commands \$1.75 for 24 pints and \$3.75 for 24 quarts. The stock coming now is showing up well and indicates a satisfactory early strawberry season.

Tomatoes—\$4.50 per 6 basket crate.

Turnips—40c per bu.

A corporation has been formed under the style of the Annable-Fitzgerald Engineering & Manufacturing Co. to carry on a general engineering business. The authorized capital stock of the company is \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash and \$4,000 in property. Warren W. Annable holds one-half the stock and J. Watson Fitzgerald the other half.

Hopkins & Pierce succeed W. J. Withey & Co. in the wall paper and paint business at 1163 South Division street.

Price & Snell have engaged in the grocery business at Ionia. The Musselman Grocer Co. furnished the stock.

**The Grocery Market.**

Sugar—The demand shows some slight improvement, but not much. Raws are very weak abroad. The bottom seems to have dropped out of the situation over there, partly because of the great decrease in consumption and partly because of the prospective heavy acreage for the next crop. The Cuban situation is rather unfavorable. Unquestionably present conditions are restricting the sale of refined sugar very materially. No jobber is making any money out of it and for that reason is forcing it to the background. A concerted movement of this sort invariably has results. As to the general disinclination to sell sugar, it is a question whether it has not largely been caused by the refiners' withdrawal of guarantees. Instead of being protected in their purchases, as they were before, jobbers now paddle their own canoe, and they are consequently going very slowly and cautiously.

Coffee—The option market continues to fluctuate without having much effect on the spot goods. The latter are difficult to obtain at quotations, especially if a good roasting coffee is wanted. Locally the trade is excellent. Roasters and jobbers say the trade is buying coffee with great confidence, although there is little loading up. Stocks seem low and the retailers are buying round lots to replenish them.

Tea—There have been no developments of any character. The business, while fairly active, is for wants only, and there is no disposition on anybody's part to anticipate the market. Prices show no change for the week in any line.

Canned Goods—Salmon continues a very interesting line. The stocks are being cleaned up rapidly and before the summer season is over there will evidently be a scarcity in all varieties. In fruits there is no change. The demand for the standard lines keeps up well and stocks are apparently large enough to cover all requirements. Reports from California say that the pack will probably not be a record one, to say the least. Reports from Maryland as to the acreage of corn and tomatoes are beginning to come in. They are very much along one line and that is that the acreage will be much smaller in both these commodities than last year. How much these predictions are worth time alone will tell. They evidently have not had any appreciable effect on the spot market, anyway, for prices of both of these commodities hold about where they have been, or even a shade easier.

Dried Fruits—Prunes are in fair demand at the same prices that have ruled for months. No change seems likely. Peaches are still dull, scarce and high. Currants are slow and unchanged, the market being steady. Seeded raisins are still in bad shape, sales having been made this week on spot which show a heavy loss to the seller. Loose raisins are in light demand and unchanged price. Apricots are selling in small lots. The demand for new cots is fair. Delivery will probably not be made before August.

Nectarines are unchanged and quiet.

Fish—Cod, hake and haddock are unchanged and in moderate demand. Salmon is unchanged in price and dull. Lake fish and whitefish are both in fair demand at firm prices. Mackerel is unchanged for the week and the demand is high. There are almost certain to be further advances, however, particularly in Norway 1s, 2s and bloaters. These are particularly scarce and can hardly help but go higher. In fact, the whole mackerel line is strong and reasonably certain to advance if any demand develops. Sardines show no change for the week. Mustard sardines seem likely to advance within the next few weeks, owing to great scarcity. Oils remain unchanged but are firm. The demand is still light.

O. C. Gunther and Geo. Fettig, who formerly transacted business under the name of the Fame Knitting Co. at 468 South Division street, have sold out to the Saranac Knitting Co., of Saranac.

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

Buffalo, April 26—Creamery, 26@30c; dairy, fresh 27c; poor, 17@20c; roll, 24c.

Eggs—Fresh, 17c.

Live Poultry—Chicks, 15@16c; fowls, 15@16c; ducks, 15@16c; 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.

Ed. Mosher, formerly engaged in the grocery business at Luther, has opened a grocery store in the new store building recently erected at the intersection—the flatiron corner—of Cherry street and Lake avenue. The Judson Grocer Co. furnished the stock.

It is probably true that the cold wave has done considerable damage to the fruit crop, but the report that "the Georgia peach crop has been ruined" will fail to excite any alarm, for it is regularly "ruined" every year.

The W. C. Hopson Co. will continue the business formerly conducted by the Hopson-Haftencamp Co., manufacturer and wholesale dealer in tin and roofers' supplies at 25 and 29 Campau street.

Plamandon & Son have engaged in the shoe business at Provemont. Hirth, Krause & Co. furnished the stock.

J. C. Holiday has opened a grocery store at Potterville. The stock was furnished by the Worden Grocer Co.

Amos S. Musselman, who has been in California for a fortnight past, is expected to return home Friday.

Sleepy Eye is money back flour.

## REAL UNIVERSITIES.

## Where All Things Worth Knowing Are Taught.

Written for the Tradesman.

It is possible that when Marcus Aurelius wrote: "Love the little trade which thou hast learned and be content therewith," it was advice that was needed, was not capable of qualification and was very valuable. Indeed, there are thousands of men to-day whose hairs are more or less silvery who will distinctly remember that, as boys, they were almost constantly urged to learn a trade and so possess themselves of the only sure bulwark against ultimate poverty and despair.

More recent, even, than the urgings of our parents, is the present day pedagogic theory as to manual training in commendation of the possession of a trade. Yet the precept by Marcus Aurelius is as potent to-day as it was when first uttered, more than eighteen hundred years ago, and upon the one condition which is specified in the mandate. There are few—very, very few—results attainable by men more satisfying and more delightful than the perfect achievement of a trade, and every man who has won absolute mastery over a trade has done so because he loves that particular department of mechanics; because, in his own individual case, he has, almost intuitively, centered his pride, his hopes and ambition upon that trade. In no such instance has the desire for pecuniary gain been a dominant factor. They have truly loved their little trade and were content therewith.

For this reason a very large majority of the very high grade mechanics of the past, while frequently they have acquired material wealth, have not demonstrated marked business ability. It is somewhat of a hackneyed phrase but none the less true, as a rule, that such or such a man is "too good a mechanic to be a good business man." The same thought holds good as to the musician or the painter artist, the scientist or the scholar in any department of mental endeavor.

Very largely because of this record and its concomitant by-products, the learning of a trade is practically prohibited to a majority of mankind, because it is only the mechanic who is a positive slave to the admonition to "love his little trade" who can earn a livelihood by following a trade as an entity. Such a man is unable to become a detail specialist in these times of specialization, while, in turn, the man who works away at a single detail never becomes the possessor of a trade.

The shifty man who can wield a piece of iron, handle saws, chisels and planes, lay brick after a fashion, do a job of outside painting, run a stationary engine and hang paper, while he may be always able to find employment, is not a mechanic. He is, in a sense, a skilled workman, but not a skilled mechanic. The original shifty man and perhaps the most skillful is the good, all 'round farmer, who can mend a wagon or windmill, tap a shoe, build a chimney, mend a

harness, run an engine, steam or gasoline, shingle a roof, lath, plaster, paint and paper—do all of these and many other things in addition to looking after crops, stock, politics, religion and his family. He is all this because his farm becomes truly and almost exclusively his world, and the world in which he centers all of his ambition, pride, hopes and love. Your good all 'round farmer is a shifty man perforce, and, being driven to it by his environment, becomes the closest and most accurate observer among men. Always near to nature and more or less alone with her he learns how and why, and stores this knowledge for use whenever necessary.

When, fifty or 100 years later, the story of the origin, development and perfection of a public school system of manual training is written, that system will be found to consist of three leading practices. First will be shown a speedy, accurate method for ascertaining the pupils who are sure to become absolute masters of certain branches in mechanics; and next will be shown the complete, comprehensive and very best method of developing the shifty man. Finally, as a correlative feature, the future skilled mechanic and the future skilled workman will be taught the highest standard principles of business and the very best methods for applying those principles practically.

With such a grounding for the battle that must be fought by every man will come a love for greater knowledge, so that there will be Universities of Technology all over the land, and they will be filled with students at all times; the number of universities devoted to the so-called polite occupations will become smaller and finally unknown, out of deference to those who, newly established or because of changes in the long-established curriculum, are everywhere known as real universities where all things worth knowing are taught thoroughly and well.

When such conditions exist there will be no appreciable portion of those who are mechanics who will be ignorant; there will be very, very few among the shifty skilled workmen who will be ignorant, while those who become practical business men will be there because that is what they are best fitted for and they will not be ignorant. And so labor troubles will become obsolete and labor unions and employers' associations unnecessary.

Yes, even under such conditions, there will be lazy men, indifferent and incompetent, irresponsible and helpless, as there are to-day, as there will be forever. But there will be this difference: Such men will be unable to live by their wits because all others will be their superiors in knowledge and will refuse to accept their pretense and impositions. Truly the days of the shell-game worker, the three-card man and the walking delegate are numbered.

Karl H. Seymour.

A girl never thinks of her father as being a man.

## Rich Woman's Trade Retained by Yard of Ribbon.

Written for the Tradesman.

Sometimes such seemingly trivial things—and they are trivial—influence store patronage of different individuals that they appear beneath the effort of practical, common sense employees. But, so long as men and women and children are constituted as they are, so long will there be the utmost need, on the part of those serving a capricious public, to cater to all the idiosyncrasies they run up against. Competition in commercialism is so strong, in this age, the fight for business supremacy so fierce, that nothing is of too little consequence to be given consideration if it will contribute a moiety toward helping to ensnare that for which so many are giving up the best part of their lives—the Almighty Dollar and his brothers.

I know a very wealthy woman who has her stingy streak, the same as very many others financially conditioned like herself. At one store, of one clerk, she always buys her ribbons. How it came about is this: One day the rich lady in question happened to have a couple of inches over-measure thrown in with her purchase. That delighted her so that she told the girl she would always buy her ribbons of her. And she does. The clerk consulted the Manager.

"By all means humor her whim for over-measure in your department," he said. "Even occasionally make her a present of a yard or so of ribbon. Don't take the most expensive, of course, but still, select good quality. Tell her I allow you to use your discretion and make a little concession in this manner to a few of our choicest trade. Why, girl," the Manager exclaimed, "that woman's influence and goodwill are worth hundreds of dollars to us in a twelve-month. She has a great deal of company—a houseful all the time—and the strangers she brings in with her make a goodly showing on our books when counted up at the end of the year. Be just as nice to her as you know how, for her trade is most valuable to us."

So this wise little clerk exercises discretion and carries out the suggestion of the Manager to once in a while bestow upon the lady mentioned the little gift of a yard or two of pretty, not-the-most-expensive ribbon from her stock, explaining that she is allowed to do this upon occasion by the Manager, but only to their "most valued customers!"

Pleased? Well, I should say so! The wealthy lady never sees through the little artifice, no harm is done and this particular clerk at the ribbon counter is "solid" with this customer for all time.

Certainly, these tactics could not be employed in all stores, by everyone, for obvious reasons, but in this special instance the "game is worth the powder"—yea, many times over.

J. Jodelle.

## New Fuel from Pulp Refuse.

From the refuse of paper pulp mills an Indiana glass worker has invent-

ed a new fuel which is said to possess more heat units per pound than either coal or wood and which can be manufactured and sold at a profit at one-half the cost of coal. The refuse, a combination of soda and lime, is mixed with crude oil until the finished product has a consistency of putty, being manufactured much as a plasterer makes mortar. In this state it may be cut with a spade and thrown into the furnace or beneath the boiler, no kindling being necessary, as the material ignites readily from the flame of a match and burns with an intense heat and without smoke, except when under a strong draft. Its success as a fuel for domestic purposes was determined some time ago, but not until recently, when it was used beneath an engine boiler, has its value for manufacturing purposes been demonstrated. In this test a bushel basket of the fuel beneath a sixteen horsepower boiler kept steam up for eight hours, no clinkers and little ash remaining after the fire had burned down. Aside from the possibility of a cheaper fuel, the invention is of importance in converting the thousands of tons of refuse which every pulp mill in the country turns out annually into a valuable byproduct.

Those who make most of knowing men do their best to convince us that men are hardly worth knowing.—Morley.

Every real scepter of power comes from some suffering in the past.

Established 1872



# Jennings'

## Flavoring Extracts

Natural Fruit Flavors

Packed in Popular Sizes and Sold at Popular Prices

Quality Always Guaranteed

The Jennings Brand is Worth 100 Per Cent. all the Time

We Solicit Your Orders Direct or Through Jobbers

Jennings  
Flavoring Extract Co.  
Grand Rapids



# Cereal Letter of Importance to Retail Grocers

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**T**HIS is the season when cereals begin to have their larger sale. We are pleased to call your attention to the fact that the sales of EGG O-SEE have more than doubled during the past year. There must be a cause for this. The reason is plain: We have always put out in EGG-O-SEE the very highest grade of flaked wheat food possible to make. We have never spared pains or expense to make EGG-O-SEE the very highest standard of food excellence, and we have always given the retailer a good margin of profit upon the sale of our goods, namely 26 per cent. These facts easily explain the largely increased sale of EGG-O-SEE.

The sale of competitive brands has fallen off, until to-day EGG-O-SEE is the only brand of flaked wheat food carried by many of the retail grocers of the country. Our competitors have all along claimed that we were unable to place, successfully, on the market, a good food to sell to the consumer at 10 cents per package. We are sure that we have thoroughly refuted this argument, and established EGG-O-SEE so firmly in the favor of the consumer and retailer, that where a few years ago the grocer had upon his shelves a number of brands of food—many of them having but little sale—today it is only necessary for him to carry EGG-O-SEE, as it fills the requirements of his trade, and makes it possible for him to utilize his room and capital for other purposes.

**Be Careful**, and do not be taken in by the fact that some of the defunct brands are being offered to you at low prices. We believe that you have learned the lesson, that a **cereal failure** is a **failure**, at whatever price offered, and that you will leave the marked-down, bargain-counter brands severely alone. A word to the wise is sufficient.

EGG-O-SEE is sold upon its merit, coupled with the right kind of advertising to the consumer. We have never attempted to subsidize the trade or consumer by offering coupons or premiums in packages of our goods. At the present time, several Companies are attempting to market an inferior quality of food, by placing in the packages Crockery, Dishes, etc. We believe that this practice is one of the worst methods of merchandising that can be used, and is so considered by a majority of the retail grocers. Keep up your stock of EGG-O-SEE, and it will not be necessary for you to carry other brands of flaked food, and you will soon learn that it is a very profitable solution of the breakfast food question.

EGG-O-SEE is sold to the retailer in single case lots at \$2.85 per case; five case lots, \$2.75. Until July 1st, 1905, we will prepay or allow the freight upon all five case drop shipments of EGG-O-SEE to the retail trade.

Thanking you for past favors, we remain,

Yours truly,

**Egg-O-See Cereal Company**



DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, April 26, 1905

**A DENATIONALIZED CANAL.**

Although the Panama Canal is to be constructed with American capital and is to be entirely controlled by the Government of the United States, it is the desire of Congress, as well as President Roosevelt's understanding of the matter, that the canal should be a highway of international trade, open to all nations desiring to use it.

In order to emphasize the international character of the canal, the President has requested the governments of Great Britain, France and Germany to appoint each an engineer of note to act in a sort of advisory capacity on the Canal Commission. It is probable, also, that other countries will be invited to name eminent engineers.

The British government has been the first to respond to the invitation by submitting the name of an eminent engineer. The British Ambassador has informed the Government that Chief Engineer Hunter, who built the Manchester ship canal, has been selected to act on the Commission at the invitation of this Government. Judged by his work on the great Manchester canal, there could be no better selection than Mr. Hunter. While the conditions are undoubtedly different, in the case of the Panama canal, from what Mr. Hunter found in building the Manchester canal, his great success in that work will render his advice and opinions of value.

It is understood that both France and Germany will shortly announce the names of the eminent engineers they have selected to serve in an advisory position on the Panama Canal Commission.

But the question which arises in this connection is, why should foreign engineers be invited to participate in planning the canal for any purpose unless we have no confidence in the ability of American engineers? As to internationalizing the canal, that can have no connection with its construction. It must rest wholly with the regulations under which the traffic shall be conducted and the terms upon which the ships of other nations are admitted to use it.

The construction of the waterway is entirely a problem of practical hy-

draulic and mechanical science. If we have not in our own country sufficient engineering knowledge and talent to plan and execute the canal, let us acknowledge it, which apparently we do when we call in foreign scientists and constructors to show us how to make a proper channel of commerce.

The first canal commission was able, in a year of vain discussion and of trivial experiment, utterly to destroy all the respect and confidence that the American people were ready in the beginning to bestow upon it. Let the second commission take warning. If we are to have an American canal constructed by American genius and skill, and paid for with American money, then let us go about the accomplishing of the enterprise without delay. If, however, we are to depend on European skill and talent for the planning and execution of the work, while the American people are to have only the satisfaction of paying for it, then let it be made or not, as our foreign advisers may decide, and upon such terms as they may dictate, and this great Republic, should there ever be a canal, will doubtless be permitted to use it along with the other nations.

**FIGURING ON WAR.**

Although this great Republic of the West is at peace with all the world, there is always present more or less danger of its being precipitated into war.

There are several reasons for this. One is the fact that this country is so rich and powerful as to material resources that it constitutes, no matter how unintentionally, a menace to other nations whose interests are antagonized by it.

By reason of its enormous natural wealth, its great population and its immense industrial production, it competes powerfully with all the other industrial nations and makes heavy inroads upon their trade. Moreover, while shouting lustily in favor of the open door to its trade in all other countries, it virtually, by means of its high tariff levied on foreign goods, closes its doors to imports from all other countries.

In addition to this, the great Republic, dominating a great part of the Western Hemisphere, has assumed practically a protectorate over all the balance of the hemisphere which does not belong to European governments, and it forbids them to acquire any more of the territory of this hemisphere than they already possess.

The sum and substance of all this is that this Republic, towering over a hemisphere of the globe and constantly growing in material power, becomes by its very conditions a menace to all the weaker nations, and the facts of the situation counsel the other nations, if they are not actually driven to it, to form a coalition for their own defense. No matter how loudly we may proclaim our desire for peace and amity with the other powers, we are, nevertheless, a subject for unfriendly suspicion.

These are facts that have long claimed the attention of other na-

tions, and while, just as long as we maintain an attitude of amity and peace toward the other nations, nobody is going to attack us, we will always be regarded with more or less jealous watchfulness, and any aggressive action on our part will put the rest of the world on guard, and we will find other nations organized for defense or resentment.

Naturally, the officers of the Army and Navy spend much time in considering the possibilities of war with other nations, and the United States Naval Institute offered prizes to naval officers for essays upon the subject. One of these, by Commander Bradley H. Fiske, was recently published in the proceedings of the Institute by the Naval Academy.

It sets forth that "the fertile parts of the West Indies and Central and South America hold out a temptation to the crowded monarchies of Central Europe not unlike that which the long coast line of Corea held out to coast-hungry Russia; so it is not impossible that war will come between the United States and some European power or powers, the cause of which will be like that which brought on the war between Russia and Japan."

Continuing, it is held that the wonderful success of Japan in the present war with Russia is a revelation, but still it only confirms Captain Mahan's doctrine of the influence of sea power. Japan's success is due entirely to her having gained command of the sea, and as long as she retains that sea power she will continue to win victories over the Russians. The appearance of this formidable naval power in the Far East necessarily disturbs the world's balance of power, and it is no longer possible for the United States to ignore these conditions, with the new power our next-door neighbor in the Pacific.

If Japan comes triumphant out of the war she will be so confident, so possessed of a belief in her own power, and, withal, so really strong that she may be led at the least provocation to resent it by force. If it should happen that Congress were to pass a law excluding the Japanese, as it now excludes the Chinese, from immigrating to this country, there would be grounds for a serious controversy. At the present time, while the Chinese are prohibited from emigrating to the United States, the American people claim the right to go to China and reside and do business at their pleasure. China submits to this, but the Japanese, flushed with victory, would not. In case of war with Japan over such a question, the Philippines would afford ready points of attack for the enemy.

The conclusion which the naval men draw from the conditions and possibilities are that this Republic needs a powerful navy to protect its vast coast line and its far-off dominions. The argument is not devoid of soundness, and it discloses conditions which can not safely be disregarded.

Religious persecution is the effect of an exaggerated vanity rendered ferocious by the best intentions.

**GENERAL TRADE REVIEW.**

The reactive tendency in Wall Street speculation continues in evidence, with a rally at the latest, however, which promises to restore the upward movement unless other unexpected complications develop. The industrial situation is so uniformly favorable to continued advance that it is difficult to conceive of any possible hindering influences that can cause more than a temporary disturbance. The break in the wheat corner, with its developments in criminal bank mismanagement, can hardly fail to help the general situation in that the fictitious values placed on the commodity have long been cutting it out of the export list. There is no significance in the bank troubles further than the bringing to light of a case of idiotic mismanagement and criminal recklessness in an official which will operate to cause more caution and watchfulness in any possibly similar cases. Of course a man's business standing is a most valuable factor in all trade, but there is too little scrutiny in a great number of cases, which makes such catastrophes possible. Increased caution and closer watching of credits can but have a healthful influence.

In the industrial situation there is no break in the tide of activity. Railroad earnings continue heavy and increasing, bank clearings are large and crop reports all favorable. Reports from trade centers show an increasing volume of production in response to a similar demand for consumption and all conditions in the industrial world look toward the continued development of activity, certainly an anomalous condition for any material reaction in securities.

It is long since conditions in the iron and steel industries have shown more assurance than is now apparent. Production and consumption are both steadily increasing and orders are being placed far ahead, in some cases well into next year. Reports from footwear factories are notably encouraging. Duplicate orders for spring goods have been so numerous and urgent that work has had to be postponed on fall orders, which are now coming in freely. A favorable feature of this demand is that prices are being fully maintained, dealers and buyers coming to realize that the advance in materials was based on permanent conditions. Woolen mills are kept well employed on current orders and no uneasiness is felt for the future. Domestic markets are steadily developing in the cotton goods trade, while foreign demand gives further assurance in the situation.

The success of the Japanese arms has been in considerable degree due to the powder used by them, invented by Dr. Shimose, a Japanese scientist. The process of its manufacture has been carefully guarded, and is a secret entrusted to specially chosen officials. While the inventor has not personally participated in the war, the government recognizes the value of his discovery, and will honor him equally with the generals who have been conspicuous in the field.



## NO LONGER TRUE.

**"Early To Bed" Works Lasting Harm To Men.**

If you wish to do good, hard, mental work of any kind, eschew all of the old adages concerning the early bird, the wisdom of the ant, the "early to bed and early to rise" philosophies, and light up the midnight oil, or turn on the equally late incandescent lamp. Within the last 100 years the perfecting of artificial lights has overturned all the virtues of early rising in order to do mental work and the students of the most intricate problems everywhere are converted to the advantages of night work.

Virtually the whole student body in the universities of the country is pledged to night study and almost universally the professors are devoted to the same late hours for investigation and research. The early morning hours as a time for mental efforts have been eliminated from the possibilities of university life; they have been tried and are found wanting, no matter how hard this practical reaction from orthodoxy may hit old philosophy of daylight industry.

Dr. John A. Scott, of Northwestern University, recently took up the subject of night study and commended it to his class regardless of all that has been thought, written and voiced in epigram concerning the virtue of early rising. As a graduate of Johns Hopkins, as a student in Germany and as a professor at Northwestern, the doctor is assured of the advantages of night effort, taking both his own and his fellows' experiences so far as he has been able to tabulate.

It must be remembered that the philosophy of early rising was established in those days when decent people went to bed because they had no satisfactory light whereby to sit after dark. There were pine knots, wicks floating in uncertain, smoky grease, and later the tallow candle, but with most of these makeshifts it was impossible properly to light a room and at the same time ventilate it as it should be. In the days of the ancient Greeks the theaters were open only between sunrise and sunset, as in such a necessity it would have been impossible to light and ventilate these places of amusement.

The Persians congregated at daylight in order to pursue their studies, and, while the Arabians for centuries knew of petroleum and used it, they could not adapt the crude, smoking oil to illuminating purposes indoors.

Out of these conditions, for a man to be abroad after dark implied a certain something akin to lawlessness unless he had explanation of it. That literal "time for all good citizens to be in bed" approached a moral significance. The owl might still be regarded as the embodiment of wisdom, and the nightingale, because of her singing by night, might thus alone prove herself a "better singer than the wren," yet in man's relation to night the question of morality was closely involved.

Within the last 100 years the night worker at desk and table has developed. He came in with the lamp

chimney and with the refining of petroleum. There is some question as to the best reason for this, as several reasons may be given. It may have been that, driven to the quiet of the lighted room in the night, he discovered his mentality was at floodtide; or that, accidentally discovering his mental "rhythm" to be at the highest by lamplight, he resolved to confine his mental efforts to a night period.

That there is a mental flood and ebb tide has been established in a general way for the day worker at least. It will be highest in the morning for the greater number of day workers; there is likely to be a sharp decline about the noon hour, and another between 3 and 4 o'clock in the afternoon. The "peak" in his mental rhythm, however, is not likely to be extremely early in the forenoon; it is the experience of most mental workers that work before breakfast is not satisfactory, and that work immediately after it is little better. In all probability his period of highest mental activity will be after digestion of breakfast has progressed toward its finish in the stomach, at least.

From the point of view of the psychologist the acceptance of night work and the recognition of its advantages are mere force of habit. The psychologist, however, recognizes that, from whatever cause, the mental worker takes to the midnight oil he has made a good choice.

It is recognized by the man disposed to night work that after the conventional 6:30 o'clock dinner his brain begins to get into working order about 8:30 o'clock, and at 11:30 o'clock he may be wider awake and more active in his mentality than at any other period in the twenty-four hours. Yet, if he be in normal health, he will find that in going to bed under such conditions, sleep will follow easily and soundly. It is only when insomnia is the sequence of such work that he should call a halt.

In this "peak" of mental rhythm that occurs late at night the psychologist has observed that the man employed at brain work at such a time of night appears always to "flatten out" in the garish light of the next day. In this the night worker suffers as the man who has his highest mentality in daylight is not disposed to do.

Environment has been credited with the fact. The man who may be working at even a sentimental bit of poetry in daylight, with the noises of the day in his ears and the outlook upon the daylighted world outside his window, is more likely to keep to a pitch standing daylight tests than is the man of the same temperament who may be shut into a small study by the dark and silence, working by the light of his solitary lamp. But as the pitch of inspiration in the night worker is higher than it is in the worker by day, the night man may afford the flattening out next morning.

The person of nervous temperament is more likely than any other to find night work inspirational. Or-

dinarly the phlegmatic man becomes heavy after dinner. His digestive processes draw heavily upon his blood supply; he has no nerve activity spurring him to wakefulness on general principles; the closing in of the dark veils the things in which he might have an idle interest commensurate with a slow working brain. Just as in all the lower orders the disposition is to sleep after the fullness of a meal, his animal nature prompts him to close his eyes.

In the case of the man of nervous type nothing is more awakening to his susceptibilities than to be alone. The dark segregates him. The confines of a lighted room lend impetus to his mental activities. He has the concentration that at all times serves him to the best advantage, unbroken by the petty irritations that otherwise may be disturbing beyond all measure. Under such conditions he finds himself doing more work and better work than in daylight would be possible to him.

It is the experience of most persons, not of the distinctly phlegmatic type, that they awaken in the early morning just a little less clear in brain than they were in retiring, no matter if they were sleepy at bedtime. The slant daylight is not the best angle of light to fall upon the page, and for the man who takes only seven or eight hours as the measure of his sleep, the eyes are not in condition for a close application in early morning. In at least three seasons of the year, too, the early morning prospects may be more attractive to out of doors than to brain work inside.

The noonday siesta of the Southern latitudes is suggestive of the mental ebb at that period of the day. The heat of the tropics has been credited with the custom, but under the conditions of the North temperate zone this mental lassitude and disposition to sleep at noon are marked in many walks of life. Recess at 3 o'clock in the afternoon in the public schools of the country marks the necessity which the teacher finds to awaken the average pupil's wits.

All the old truths based upon the desirability to go early to bed and arise early came of a period when the world had no light after nature shut down that light. Scriptural passages bearing upon the subject were

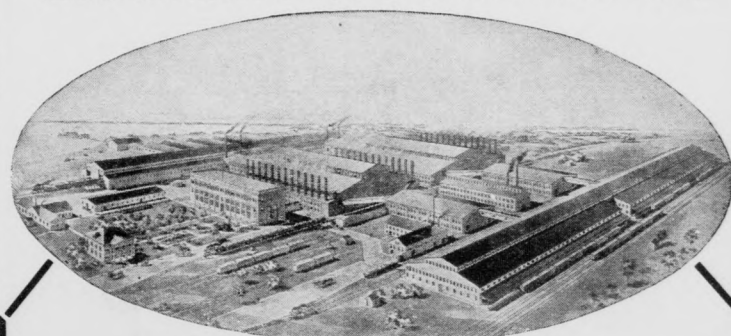
written when artificial light was of the crudest and when, in order to avoid sluggishness and its ills, man got out of bed with the breaking day. One of the articles in the Methodist discipline urges the observance of early rising, with its foundation in old aphorisms as dead as the laws of the Medes and Persians.

A literal "early to bed and early to rise" nowadays would result in an overturning of every institution of civilization. It is a good motto for the milkman and the plowman, but an insistence upon its observance by the world's thinkers would work lasting harm to the world's best thought. H. W. Field.

**Traveling Banks.**

A new idea for encouraging thrift is being developed in Italy. It is nothing more or less than an automatic bank. In a cast iron pillar there are three slits. In the top one the coin is inserted—a ten centime piece. If it is false it is promptly rejected and falls out of a lower slit. If it be good the receipt instantly drops from the third opening at the bottom of the box. As soon as the depositor has collected five or more of these receipts he can exchange them for a bank pass book at the regular savings bank, and on his savings he will be paid by the government interest at the rate of 4 per cent. By means of this excellent little invention the laborer is able to place a fraction of his daily wages at interest without the trouble or time incident on making a journey to the nearest postoffice—a great convenience, seeing that such banks are open only at certain hours, and those not suited to the man who works with his hands.—New York Herald.

Possibly as an aid to the man who is looking for trouble comes the invention of an electric light attachment to revolvers by means of which the user may illuminate the object at which he is pointing his revolver and at the same time screen himself in darkness. The inventor places a miniature dry coil in the handle of the revolver, while a hood provided with a reflecting surface and containing an incandescent bulb electrically connected with the cell is located at the under side of the barrel of the weapon.

**Great Northern Portland Cement Co.'s Plant**

Covered with Torpedo Ready Roofing.

For Sale by

H. M. Reynolds Roofing Co., Grand Rapids, Mich.



### Some Unique Window Trims Noted in Boston.

Written for the Tradesman.

On April 19 Massachusetts celebrated Patriots' Day, the anniversary of the famous "midnight ride of Paul Revere." One firm made advertising capital out of this event by announcing a big sale for the following day, and exhibiting in the back of a window filled with the goods a strip of painted scenery, draped with flags, showing the sparsely settled road to Concord and Lexington of the pioneer days, and the dim outlines of the flying horse and rider. A catchy placard read, "Paul Revere no doubt rode very fast to warn the sleeping towns of the approach of the British soldiers, but not so fast as Mrs. Paul Revere would travel, were she alive to-day, to reach our great bargain sale on Thursday."

A very beautiful window, given to a display of children's suits, showed a May dance. Childish wax figures, beautifully attired in boys' and girls' suits, were formed in a circle around a Maypole, each holding one of the red, white and blue ribbons attached to the pole. The floor, sides and back of the window were all in white, trimmed with green vines and bunches of trailing arbutus. Suspended from the ceiling by broad pink satin ribbons were huge baskets of the beautiful flowers. When lighted in the evening this window formed a rarely attractive sight.

A lace display seen in one window was certainly original, and drew much attention. It was in the form of a spider's web, the center being a lace collar fixed to the glass, from which strands of lace radiated in all directions, stretching back to a distance of about two feet from the glass, to the top, sides and floor of the window. Many people stepped into the store just to tell the proprietor how well his window looked, and the sales on laces, while the display lasted, were very materially increased.

Their spring showing of fancy waists was given an unique showing by another firm. Five large oval frames were arranged in semi-circular form in the window, the one in the center being the largest, each covered with white material, puffed, and wreathed about in front with vines and most natural looking American Beauty roses, thickly clustered. The frames had a depth of about 6 inches, like picture frames, and set in each was a wax figure wearing a handsome waist. The waist on the central figure was a delicate pink chiffon, and all were artistic creations, delicate and harmonious in coloring and material.

Placed over mirrors in the back of the window was a succession of arches, trimmed like the oval frames. There were trailing vines on the floor and tall, slender glass vases held bunches of the roses. The effect of

## Tourist Caps

for Misses' and Ladies' wear are the big sellers this spring—fact is, it's the fad of the day. We have them in black, white, brown, tan, navy and red at \$4.50 per dozen. Aside from that style we are showing other nobby shapes for



Children's, Misses' and Ladies' wear at \$2.00, \$2.25, \$4.00 and \$4.50 per dozen. We will gladly make up a sample assortment of the best sellers if you say so. Order to-day before the stock is broken.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids  
Michigan



PURITAN GIRL

## Next in Value

To a sweet, pure, lovable woman is the corset which will preserve the graceful lines with which nature has endowed her, give support where it is needed and not detract from but add to the beauty of a stylish figure and graceful appearance.

## Puritan Corsets

accomplish all this not only with perfect ease but with great comfort to the wearer.

## Puritan Corset Co.

Kalamazoo, Mich.



these frames in showing off the figures was quite indescribable, and was greatly enhanced by the soft, rosy lights turned on the window in the evening.

An unique and pretty idea for a showing of spring millinery is to have a window filled with a number of huge artificial flowers, Easter lilies, roses, tulips, etc., made expressly for this purpose, with blossoms from 12 to 18 inches across, all apparently growing in tubs, with a spring hat or toque rising from the center of each flower. These flowers can be fashioned, by a skilful worker in tissue paper flowers, with the metal hat stands run through the stems, and placed in tubs covered with white crepe paper, tied about with broad violet satin ribbon. Place mirrors in the back, covered with a lattice work of violet and white satin ribbons and suspend little white cupid figures from the ceiling by invisible wires, holding festoons of the ribbons, and a very catchy window is the result.

Four unique ideas to draw attention to store windows and the special goods displayed therein were noticed recently in as many different lines of business. The first window, in a drug store, had a log of wood in the center with an axe stuck in it, and a placard bearing the legend: "A big split in prices on our Toilet Goods."

The second was designed to call attention to a Monday bargain sale, and had in the center a huge broom and dustpan, three or four times the ordinary size, with a placard reading: "Sweeping reductions in every department."

The third idea was seen in a cigar store window, but might be made applicable to the dry goods line. It showed a pick-axe and shovel, the broad blade of the latter loaded with cigars, and a sign reading: "We are shoveling out these fine cigars at 7 cents each. Take your pick while they last."

The last of the quartette, seen in the window of a clothing store, showed to the startled passerby a big stick of wood, apparently thrust right through one of the big plate-glass panes. A careful inspection, however, disclosed the hoax, one-half of the stick being glued to the outside of the glass and the other half to the inside, with rays, apparently of shattered glass, radiating from it. The whole was very skilfully done and would easily deceive the casual observer. A placard inside was headed, "Smashed!" and proceeded to tell how the prices on their clothing had been shattered all to smithereens.

Bertha Forbes.

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

Angola—Paul A. Croxton, of the Angola Wire Mattress Co., manufacturer, is dead.

Anderson—M. I. Masters succeeds Masters & Schackelford in the grocery and bakery business.

Bloomfield—The Southern Indiana Coal Co. has purchased the property of the Hoosier Coal Co. as well as that of the Midland Coal Co.

Cyclone—N. S. Emley succeeds L. G. Bolt in the general store business.

Etna Green—D. N. Melick, undertaker, has removed to Canal Dover, Ohio.

Kendallville—Jas. R. Baker, of the firm of Jas. R. Baker & Sons Co., manufacturer of specialties, is dead.

Ligonier—N. A. Lung has sold his sawmill and lumber plant and will retire from trade.

Linton—The property of the Linton Semi-Block Coal Co. has been sold to the Southern Indiana Coal Co.

Loogootee—R. H. Gibson will continue the general merchandise business formerly conducted by Patterson & Gibson.

New Albany—The Capital Millinery Co. succeeds Mrs. E. C. Jones.

Ossian—Beaty & Doan, dealers in lumber, hardware and grain, have merged their business into a stock company under the style of the Beaty & Doan Co.

Richmond—H. C. Bullerdeck will continue the harness business formerly conducted by the Wiggins Co.

Sheridan—N. E. Cox, grocer, is succeeded by Ed. Richard.

South Bend—Steele & Huely will continue the grocery business formerly conducted by Hicks Bros.

Wingate—Sayers & Hatton are succeeded by Sayers & Shaffer in the harness and boot and shoe business.

Lebanon—A petition in bankruptcy has been filed by the creditors of Samuel R. Moore, retail baker.

Wadesville—The creditors of J. A. Miller, dealer in agricultural implements, have filed a petition in bankruptcy.

It takes a burnt child to appreciate a blaze.

Sleepy Eye is money back flour.

## 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.

## 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.

## Hot Weather Goods



We still have a large assortment of  
GINGHAMS,  
DIMITIES,  
LAWNS,  
PRINTS,

MADRAS CLOTHS, VOILES and a full line of  
WHITE GOODS, LINEN AND COTTON SUITINGS.

Ask our Agents to Show  
you their Lines

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods



The Start  
Is the Finish!

The Beginning  
Is the End!

If you sell a customer several different articles, you certainly write the order on a piece of paper or book of some kind. If he Pays Cash, you put the money in the till or cash register. You still want that memorandum to put up the goods by; also to check out for delivery.

With the McCaskey System, you take the order on The Celebrated Multiplex Sales Pad, if it's Paid, mark it "Paid," and put it on the pin file for reference and to prove your cash. If it's a credit sale, step to the register, put the previous balance at top of slip, add it to the Present Purchase, file the original in Register, give customer the duplicate, and the ACCOUNT IS POSTED TO THE MINUTE and ready for settlement **without making another figure**, and the Credit Sale has been Taken Care of just as Quick as the Cash Sale. Remember, it's **all done with only one writing**—The first is the last.

Your Accounts can be Protected from Fire.

WRITE FOR CATALOGUE.

THE McCASKEY REGISTER CO.

ALLIANCE, OHIO

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

## NO LONGER NECESSARY.

## The Lawyer To Be a Thing of the Past.

I am asked "whether a young man should enter the law, if he has desires in that direction, and whether there are compensations in the choice to justify him." I am forced to answer this by appropriating the reply which Socrates made to Thersites when the young man—after obtaining from the sage advice as to the different things he should do—propounded his final query: "Shall I marry, sire?" To which Socrates replied, "As to that, whether you do or not, you will regret it."

I answer that in this day whether the man who desires the law shall enter it or not he will regret it. And, answering whether there are compensations, I reply in as equal a paradoxical manner, the compensations are of the highest the hopes of man could long for, also the compensations are the lowest and insufficient that a man could endure and survive under.

You will see from this that I mean to indicate that all depends upon the reasons which animate the ambitious applicant. It all depends upon the object to be achieved by the entrance to the bar. I not only say that the law is the most uncompensatory calling of the day, in proportion to the labors given as measured by dollars and cents and that it is the most compensating of all callings, as measured by the fleeting honors of the world, but I add to that a prophecy. It is, that the next generation will behold the gradual abolishment of the law as a business calling. There is no longer a necessity for the existence of the lawyer under the present conditions of society or in the modern organization of the world of commerce and business. The next century will behold no lawyers. The present century is disclosing that they are only incidentally necessary. These necessities are few in number, the majority of them being an obstruction between the ends which should meet in the harmony of economic arrangement.

Referring to the question of compensation in money, it is interesting to recall that, at the outset, the lawyer was but an adviser to the source of justice. He was not expected to seek compensation and was never to accept any. Under the old Roman system—from which we derive much of our form of law—he was but the adviser to the pretor. It was dishonorable and, indeed, an offense for him to take money. There was passed a decree known as the Cincia law, which forbade the lawyer or the orators to either accept fees or presents from those for whom they pleaded. Livy did not hesitate to charge that this law was passed by the tribunes to protect the people against the influence of money upon the course of justice, but Hortensius, the Roman lawyer, made brave to say that the law was passed to prevent poor men or men of lowly birth from aspiring to the legal profession.

After this was the beginning of that

system followed, as we have followed thousands of others without asking the reason of their existence. We have pursued blindly that English law which Tennyson describes as—

That wilderness of single instances.  
That codeless myriad of precedent,  
That lawless body of laws,

Then came the honorarium, as a fee that was a gift which might be left on the outer table of the ante-room, or a present sent through unidentified sources. Latterly this was left with the clerk. Later it was sent to a member of the family; then to the solicitor—as we had then under the English system—and he transferred it to the barrister, finally, to the counselor direct.

Does the fee or compensation justify the lawyer from the standpoint of money value? At the outset, for basis, I assume the highest paid counselors of our country. Eminent railroad lawyers receive from \$25,000 to \$50,000 a year. They give their brains, toil, science, invention and capacity, to say nothing of incidental political influence. The result of this is to produce a system or a result which confers upon the owners of the stock and to the principal proprietors of the corporation a return of millions. In the meantime the President and under-executive officers of the road receive from two to five times the amount of compensation that that lawyer does who made the legality and strength of their positions possible. Here it will be observed that had that lawyer invested the same amount of capacity in a financial undertaking or corporate venture he would have inherited the millions which the others took who were a part of the system, and who became millionaires as a result of the genius of the lawyer, the lawyer being compensated with but 1 per cent. of the

100 per cent. he made for each man around him. The same reasoning applies in this age to the counselor for any other large corporate enterprise. We will assume the medium lawyer of general practice, known as the lawyer connected with estates or

commercial law. The real estate lawyer contrives through ingenuity to extricate property from a perilous confusion, or to resuscitate from an apparently dead situation a new estate or a property to new claimants. In either event, his success in the

## FREE FLOUR

Satisfaction

or

Money Back

*"Fold 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.



## Sleepy Eye Agents Say

to their customers when selling

## Sleepy Eye Flour



"This is money back flour. If it is not the best you have ever used I will refund your money and you may keep the flour"—and they send their bills to

Wykes-Schroeder Co., Grand Rapids, Michigan

What Do You Say?



vesting of a new estate to those who formerly had nothing, or saving it to one from whom it was slipping away, becomes the origin and cause of their independent enrichment. Up to this point they have contributed nothing. The lawyer obtains a small percentage of this great value as his fee. Had he exercised the same amount of ingenuity in purchasing the outstanding title which he discovered, taken it to himself, and then brought its ownership in himself and his heirs, he would have become the millionaire owner of the property, or endowed himself and his children with a permanent estate, where to the contrary he but obtains a few hundred dollars or a small percentage of the land, when he has been the origin and the creator of the whole of the endowment for others.

I now refer to the general practitioner in small and large towns alike. I take up the most common form of litigation, the damage suits. Under the present system, by which the burden is put on the plaintiff or injured person, depriving him of any right of recovery, if he has been guilty of any conduct that a judge sitting in cool judgment can assume was negligent—overlooking the zeal of the workman or the whip and spur of the overmaster—the injured can not recover at all. Nor, if incidental with the work it was a risk with which he must be thrown, sufficient to create the idea that he understood the risk, can he recover; although he was wronged by the co-operating conduct or neglect by some fellow workman. Thus we will see the chances, at the outset, are against the plaintiff. The lawyer for the plaintiff may win one out of five cases. He may have 50 per cent. contingent fee. The client is invariably poor and without means. The lawyer must pay all the expenses through the many appeals and all the expenses of the court. In the end he has absolutely no net result, measuring the causes which must be lost and others where the compensation is insignificant. Therefore, if that counselor turned the same amount of ingenious ability along mechanical lines—which he invented as the essentials for basis of his client's recovery—he would have been a millionaire patentee, or he would have made a successful superintendent and manager of any line of mechanical business and thus become independently rich. As to the commercial lawyer, he who rescues from bankrupt estates assets through manipulation and contrivances under different forms of business, he obtains 1 or 10 per cent. of the result. But for this lawyer creditors would have had nothing. Therefore, where they receive 100 per cent. he receives 1 to 10 per cent. The exceptions to this are rare.

In any event, the same ability, the same skill, which is brought to bear along the lines of commercial shrewdness and financial manipulation would have brought that lawyer millions as a promoter or as the head and financial guide of banking or commercial establishments.

It is true 90 per cent. out of every 100 per cent. of lawyers are unfitted to the demands of the perfect lawyer. Thus the percentage of failures to those of success. One of two elements makes the great lawyer—either great talent or great industry. The first succeeds with suddenness and display, the second with slowness and reward. There is many a good plowman lost in the poor lawyer. Which also proves that many poor plowmen can become great lawyers. All of this concludes in the final opinion upon this branch, that he who enters the law for the purpose of money compensation, if he have the elements in him which can make a success in the law, could, by converting the same exertions into any line of commercial or mechanical pursuit, make 100 to 500 per cent. more in such undertaking than he can at the law. Therefore, from the financial standpoint there are no compensations in the law commensurate with the labors given.

I turn to the second, in which there are all compensations—compensations greater than are afforded by any other form of calling or any other altitude of elevation. The conscientious lawyer, anxious to be an agent in the cause of right to the citizen and of justice to the state, can reap a noble reward. He enters the law for the purpose of aiding the rights of man, because these rights are the natural property of a man. These are: His life, unfettered by the persecutions of the powerful; his liberty, untrammelled by the arrogance of government; and his happiness, undismayed by the threat of aristocratic or autocratic discrimination. The lawyer who has for his professional life this object finds the compensation in seeing the benefits realized and knowing that he was in some degree the author of the joyous lot of his fellow man. In this comes the duty to the state, in seeking to execute the munificent purpose of the founders of a free government to the end of its object, which is to secure the greatest liberty and the greatest justice to the society of mankind. For these he may hope the approval of his fellow citizens, the elevation to place, from which ascent his children and posterity may for generations look down in pride and delight. To this one comes the final consciousness of the servant who has done well, with the knowledge of the law, in guiding state and man along the lines of peace and equal justice. To the lawyer, by an unwritten custom, has ever been accorded the first place in the race of these opportunities. This custom comes from the early idea that he was the best educated as to what were the rights of man and the limitations of government, both of these being prescribed by law. No man, in our form of society, or no calling is given such place and such privilege to guide the affairs of state and nation to either glory or dishonor as is ever vouchsafed by society to the lawyer.

Thus, in this last place, the lawyer finds his compensation in the salutation of Cicero, in the trial of Milo:

## Your Customers

expect you to look out for their interests. They are convinced that you are doing so when you enable them to buy

### New Silver Leaf Flour

THE FLOUR THAT'S ALL GOOD FLOUR

You will be surprised at your growing trade and increased profits after putting this flour in stock.



MUSKEGON MILLING CO.,

MUSKEGON, MICH.

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

Now Is the Time

to buy

## Golden Horn Flour

The market has undergone a remarkable change and you can now buy right.

We offer EXCEPTIONAL QUALITY, MODERATE PRICES, PROMPT SHIPMENT and RIGHT TREATMENT. We solicit your confidence and patronage. Give us a portion of your patronage and we will soon obtain your entire confidence.

Manufactured by

**Star & Crescent Milling Co., Chicago, Ill.**

**The Finest Mill on Earth**

Distributed by

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

"If to his country a man give all he becomes entitled to what all money can not buy—the eternal love of his fellow man."

Finally I return to my prophecy that the lawyer is soon to be a thing of the past. I mean as a professional calling for hire. I pause to note what his present position is.

The lawyer is no longer the first citizen of the community because he is a lawyer. No longer is the profession of law the "open sesame" to polite society. No longer is the lawyer regarded the leading citizen, to be looked up to as the author of reforms, the leader of undertakings.

The general expansion in the opportunities for riches has produced many men of wealth, and much wealth among many men. The result is that wealth purchases place and first recognition, as it did in the days of Solomon and Croesus. Education in belles letters or in histrionic statecraft is of no avail as against money. The lawyer who is but a lawyer, however talented, learned and refined, must take second place beside the director of the company for which he is counsel or beside the client who is rich. Both of the latter regard the lawyer as an incident. In great corporations the lawyer is but an auxiliary, something of a seamstress in the house of industry, to patch up the broken places. His employers no longer regard him with reverence and respect, as was once their wont; to the contrary, it is assumed that he should be grateful that he receives employment and he is expected to cringe with much obeisance in the presence of those who can make him or unmake him. This is rapidly leading to where, through the enlightenment of the age produced by books and newspapers, men of great affairs settle their disputes among themselves, or have begun to learn that the difference involved in the dispute—if won by either combatant—seldom is paid for when measured by the expense of the litigation necessary to the result.

Therefore, the modern age is rapidly disclosing that there is no necessity for the lawyer. The lawyer began when a few men had learning and when some men had to be skilled in the knowledge of law and in the rules of human conduct, as laid down by the state, that he might present this knowledge in behalf of the litigant and the client. Nowadays the ordinary client knows as much about general law as in former years was known by the ordinary lawyer. The execution of the law is based upon the assumption that all men know the law. This assumption is now being realized through the newspapers and magazines, colleges and educational opportunities. What is the use of education if it shall not serve the purpose of eliminating obstructions and burdens which have existed as the result of ignorance?

As the lawyer was necessary as a middleman and advocate in order that the rights of the ignorant might be presented by one learned in what those rights should be, why shall it not be that, when the ignorant be-

comes learned of his own rights, he should present those rights himself? He certainly understands them best and feels them keenest. Therefore, where is the reason, in the progress of enlightenment and learning, for the intermediate man, who possesses no more knowledge than the client, generally speaking, to be called in and paid a sum of money to do that of which the client is equally capable? Next, in these days when clients mutually, instead of being clients, can present between themselves as combatants their respective rights and reach a conclusion, the lawyer is unnecessary. But if they can not reach a conclusion, conscious of their rights, having knowledge of the laws and of their respective duties to each other, equipped with the ordinary capacity of expressing their wants and rights and their contentions, what is the necessity of having some one do it for them? Therefore, as a man no longer needs the intermediate broker to sell him goods from the wholesale house, or the contractor needs no agent to buy material from the manufacturer, neither will the lawyer, whose business heretofore has been to advocate the rights of those who were too ignorant to know their own, be any longer necessary in the age where men know their rights and are able to advocate them in their own manner and to the full necessity of the occasion.

There is no longer an age of eloquence. Eloquence may be an entertainment, but it is not a necessity, seldom a compensation and is in the present age regarded as an evidence, in its indulgence, of the want of material sense and solid judgment. In this process of the elimination of all middlemen the next generation—certainly the next century—will behold the following course as one of the processes of the evolution of civilization: The profession of the law, as a calling and form of occupation for compensation, gone. In its place the whole system of our method of obtaining justice revolutionized. In different localities men who are presumed to know the law will be selected by popular ballot as arbiters. Disputants upon any question or right will present from their own mouths—accompanied with such record as they may possess—their respective claims, and before this particular officer, chosen by the people, this arbiter will announce what the law is, what the respective rights of the contestants are, and give judgment accordingly.

From this either person will be allowed to take his appeal, and he will be permitted to go before three men or more representing the final tribunal, and these disputants will have their say over again, and this final board will state what the law is and what is just to the contestants, and there the matter will end. This was the theory of the early Persian government, and the construction of caliph and cadi, and in Rome, as intended, under the praetor. It will be realized in its highest accomplishment when the law, as a profession for money, is abolished and the lawyer becomes a creator in the society

## 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.**

## Quality===Uniformity



These two most essential points for absolute satisfaction will always be found in Millar's Coffees

**E. B. Millar & Co.**  
Chicago



## Superior Stock Food

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

**Superior Stock Food Co., Limited**  
Plainwell, Mich.



and civilization of man instead of a mere absorbing drone, existing, as he necessarily must, upon the honey produced by the bees of industry.

Finally, I say that with the future as I see it I advise no man to enter the law who does not go to it stimulated as a first principle with a desire to use the law as a method to aid the citizen and elevate the state. I discourage any man who seeks to enter it as a means of financial reward.

James Hamilton Lewis.

#### Business World Full of Men Who Stand Still.

The statement made in a recent article by the writer that "the laboring man has a better chance for success than the man with a trade" has prompted much comment on the subject of "getting into a rut" in general.

The head of one of the large city offices, where nearly 1,000 clerks are employed, says: "Getting into a rut is a danger imminent not only to the man with a trade but to every worker in every line in the world. It makes no difference what may be one's occupation, how high one's position or how low, how hard one may work or how little, there is always the danger that a man will fall into 'the rut.' When this happens, and it does happen with appalling frequency, it is near time to write a man's business epitaph unless he bestirs himself mightily and gets out of the rut in a hurry."

The completeness with which a man may fall into a rut was shown the writer recently in an indirect but decisive manner. It was on a trolley car just a few minutes after the regular evening rush of workers had died down and vacant seats and plenty of room had taken the place of the tightly packed mass of men and women going home after the day's work. A man got on at a downtown street who, at the sight of the empty car, was filled with amazement. He was surprised, nearly shocked. He took one of the cross seats and reveled in the luxury of a whole double seat to himself.

"I've been going home on this line for three years," he confided, "and this is the first time that I ever knew there was any room in these cars."

This is the condition of the man in the rut in epitome. Walking day after day, month after month, year after year, in the same narrow circle, seeing only the immediate day's work before him, having eyes for nothing outside of his own work, he is a spectacle to be pitied much, were it not that for the most part his condition is his own fault. Sameness of duties and the necessity for a man to perform these duties in order that he may earn a livelihood for himself and those dependent upon him undoubtedly are responsible for placing many men in the rut, but likewise hundreds and thousands place themselves there through a slothfulness of easily falling into fixed ways, even when knowing that these ways are apt to be fatal to one's chances for success.

Thousands of men to-day are work-

ing for small salaries in minor positions where there is little hope for them to rise to anything better, because they have carelessly allowed circumstances to set them down to a disadvantage without making the least attempt to struggle against them, without "bothering to take the trouble" of an effort at self-improvement.

Who has not seen the man in the rut? Who can not look over his acquaintances and find some man who has allowed himself to settle into one position with never a fight for anything better? The offices, sales-rooms and workshops of every city in the country are full of these men, men who might have amounted to something, but did not.

A well known employer, whose force is one of the largest in the country, has a system of "weeding out dead timber" among his employees. This man is a philanthropist. He helps more men to find themselves, possibly, than any dozen training schools. His system is philanthropy elevated to the highest plane. When he notices that a man begins to show signs that he is falling into a rut at one kind of work, he promptly changes him to some other kind of employment. If there also his disposition is to become mechanical in his work, he is shifted again. Two or three changes will either put him in a place where he can expend his energy to the best advantage of himself and the house, or show decisively that his sphere of activity, if he has any, is somewhere else. Then he is discharged.

"I absolutely will not have men in my employ who fall into a rut," is the way this employer puts it. "I don't want machines in my office. I want men who know enough to improve themselves as the years go on, and who are progressive enough to be just a little ahead of their jobs, so that if I need a man to fill the position 'just ahead' I will have a man to take and promote. The man who stands still is a detriment to any business."

Yet the business world is full of men who "stand still." It is full of men who have given up the struggle for success long before it really began. The road ahead looked hard, so they sat down where they were, and have remained there. Others have not "bothered" to improve themselves with a view to self-advancement. Their duties are easy, and they make money enough to live comfortably. Why should they trouble about the future?

But the most unfortunate of them all is the man who was "going to do something in a while." He is the most numerous, also, of the men who are in a rut. Always he is going to strike out after something better than he has; always the future holds promises to him. But these promises, he soon discovers, are only valid to the man who acts.

Jonas Howard.

Some people worry because they are unable to find out things that would worry them still more.

Sleepy Eye is money back flour.

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

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

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

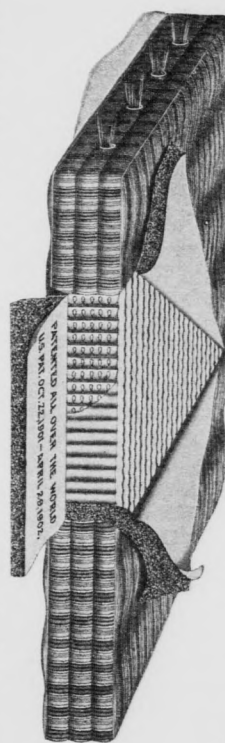
Made in all sizes and will be sent entirely free on 30 days' trial to any responsible business man. For full particulars address

The Marshall Ventilated Mattress Co.

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

## The Marshall Ventilated Mattress

A touch of science applied to mattress-making has produced



### SAFETY ACCURACY AND ECONOMY

ARE COMBINED IN  
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## BOWSER OUT-DOOR CABINET

FOR

OIL OR GASOLINE

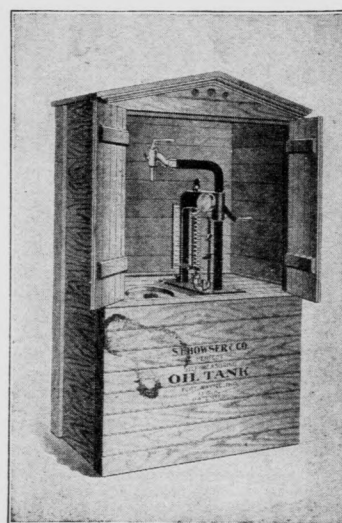
IT IS FITTED WITH OUR  
LATEST IMPROVED  
COMPUTING

### SELF MEASURING PUMP

BUILT ENTIRELY OF METAL  
AND MEASURES AN ACCU-  
RATE GALLON, HALF GALLON  
OR QUART AT A STROKE....

### GUARANTEED EVAPORA- TION PROOF

LET US GIVE YOU FULL IN-  
FORMATION. IT'S FREE.  
WRITE TODAY FOR CATALOG  
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OUR

### OUT DOOR CABINET

FOR

OIL OR GASOLINE

CABINET EXTENDS UP OVER TANK SO  
AS TO ENTIRELY ENCLOSE THE PUMP.  
IT IS FITTED WITH METAL ROOF AND  
DOUBLE SWING DOORS PROVIDED WITH  
"STAPLE AND STRAP" FOR PADLOCK.

BOY AND THIEF PROOF

S. F. BOWSER & CO. FORT WAYNE, IND.

### Market Conditions in Underwear and Hosiery.

Business in winterweight underwear with first and second hands continues heavy. And it is now evident that the very satisfactory records of a year ago will be surpassed. Retailers were still ordering winterweights for immediate requirements up to April. And these orders came from as far east as Ohio, so that they were not limited to extreme northern regions. Throughout the country a very heavy winter trade was had on underwear, the consumptive demand having been unusually active during December, January and February, so that retail stocks everywhere were exhausted. Travelers now out for jobbers report that wherever they go they find their customers in need of merchandise. Even in the cotton section of the country, where business is supposed to be in a bad shape, stocks are reduced to infinitesimal quantities and merchants are ordering in new supplies.

As retail stocks have been sold down to the shelves it is but natural that wholesalers should be doing well for the new season. Retailers are buying general lines, and ordering more heavily than ever before. One feature gratifying to the makers and handlers of cotton undersuits is that jobbers are selling more medium-weight cottons for fall than ever before. We have previously referred to this growing consumption of mediumweight cotton goods, and present indications point to a still larger business for retailers next fall than was had last year. Solid colors are in request. Of course, wools and worsteds are not neglected, and merinos, naturals, sanitary unshrinkables and silk and wool mixtures are all selling in goodly quantities, as depleted stocks have to be replenished for next season. Thus we find the outlook not only good, but dealers actually realizing on their expectations that big business would follow the long winter season and exhausted retail stocks.

Although some business has been done at retail in lightweight undersuits, and earlier than is usual, owing to the warm weather in March and this month, yet the weather is not yet stationary enough for normal trade in lightweight goods. However, there is no lack of confidence in an exceptionally good season. Wholesalers have already had their first half of the season trade, and if heavy duplicating comes early some will be found short of supplies. Mercerized goods, for instance, have sold so well that some of the best stocks are sold up and the mills are unable to take additional orders. This speaks well for the growing popularity of mercerized underwear in summerweights. The agents representing standard makes report that their business thus far has tripled that of last year, and they are now in a quandary because they have no reserve stock from which to supply a floating demand.

Evidently some people interested in the promotion of combination suits have done effective missionary work in the interest of the one-piece line.

Formerly the demand for this style of garment was almost exclusively confined to the West. It is gaining more popularity in the East every season, and union suits may now be found in all good furnishing and dry goods stocks. Dealers report their customers increasing, and it is evident that the suggestion made in these reports some time ago, that there should be at least one salesman in the store who can talk the combination suit from actual experience, has been acted upon in many stores, as we are continuously discovering salesmen who have but recently taken to wearing combinations with a view to getting experience, and from their knowledge of the merits of the garment do the underwear business of the store.

Like the combination suit, athletic suits of knee drawers and sleeveless shirts are also gaining in popularity. While taken up at first by furnishers only, they are now to be had in all first-class department stores.

The hosiery business of the season is ahead of last year by a month in volume, with an unprecedented demand for black gauze lisle and tans, plain and in neat embroiderings. Yet there is improvement also in fancies, for furnishers are doing more business on 50 and 75 cent and dollar grades than they had done up to this time last spring. Especially desirable are iridescent and solid colors in neat clocks and front embroiderings, separate figures and verticals.—Apparel Gazette.

### Don't Forget To Saw.

The principle of saying nothing and sawing wood has won many victories. No doubt of it. The only trouble with some of these say-nothing fellows is that they forget to saw. They imagine that silence is wisdom, and they keep on being mum until they dry up and blow away. There is a good deal of nonsense about this keeping still and sawing wood business, anyhow. The active part is all right, but a man who is sawing wood has got to make sawdust; he has to stir up more or less discussion as to his ability as a sawyer. He just can't keep still and properly advertise his business, and the man who is really at heart interested in his avocation just doesn't know how to keep still about it. Keeping still and lying low may be all right for some politicians who hesitate to open their mouths for fear of getting mixed up and compromising themselves, but for a business man with goods to sell and trade to build up, we would suggest that a much better motto would be, Toot your own horn, and never stop sawing wood.

There is one thing will warm up the man who preaches in an ice box, and that is to see people looking for a more genial climate.

Much of life's sorrow is but grieving over the chips when God is carving character.

Some people weep vinegar and then complain about their bread being sour.

## 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.

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

Line of Union Made

## Men's Clothing

For Fall 1905

Ranging in Price from \$6.50 to \$13.50

### Special Leaders

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

Write for Samples

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



**The Package That Leaves the Shop.**

One would imagine that the first thing a young man would learn in beginning as a retail salesman would be how to wrap a parcel. Yet, not one in a thousand thinks it worth while to make an art of this little thing. To sell merchandise seems to be his sole aim. When that is done, and the money handed over, any old kind of a package is thought to be good enough for the customer to carry away.

Take the parcels that leave the collar counters of shops and note the difference in them. In one place they are neatly rolled into a small compass and wrapped securely in paper heavy enough to stand the strain, the ends being tucked into the hollow made by rolling. When half dozens or dozens are sold surplus boxes are secured and the collars placed in them and wrapped.

It is much easier to wrap a carton into a neat parcel, and the customer appreciates the box as a receptacle in which to keep the collars until required. This collar department is doing a markedly increased business over another the writer has in mind. Here the collars are wrapped in flimsy paper that will tear when the slightest pressure is brought to bear upon it, and a parcel is not infrequently handed to the customer with a point of the collar sticking out through the wrapper. It is not every man who will carry a parcel of this kind about the streets for all men to note that he has just come from the haberdasher's.

Cravats are not necessarily hard to do up into neat parcels, but very often they are crushed into shapelessness by an unskilled or thoughtless wrapper. Small paper sacks are coming into more general use for small wares now and fill the bill better than sheets of paper. Sacks are used by many firms in the shirt department and so used for stiff bosomed shirts are all right. They should be perfectly plain and not contain the firm's card in letters large enough to be read across the street. Men do not care to make walking advertisements of themselves for any shop no matter how pleased they may be with the goods it sells.

Negligee shirts should not be sent out in these sacks, as being soft they are apt to settle at one end and make an unseemly package. If they are carefully and lightly rolled they can be made into smaller and neater parcels and are much more easily carried by the customer. In wrapping such articles as sweaters, underwear and the like many clerks simply roll up the goods, and then, rolling them into a sheet of paper, twist the ends together so that the package requires no string—until the customer gets a block away from the shop, when he very often suffers embarrassment by the parcel bursting open in his arms. Having no string around the parcel, and the paper partly torn, he tucks the affair under his arm and wends his way homeward, feeling like a thief caught in the act of carrying off his booty. Perhaps his vow "never to go back to that shop again" is

mingled with imprecations at the stupidity of the salesman.

Neatness and strength should characterize every package that leaves the shop. Suffering customers will resent any inattention of this detail by making their purchases at other places where the salespeople are more thoughtful of the customer's comfort. Mention has been made of enclosing advertisements in the packages. This is perhaps one of the least expensive methods of advertising that a firm can do, and at the same time it is dignified and personal. An advertisement enclosed in a package is read by all.—A. E. Edgar in Haberdasher.

**Cotton and Shoddy Goods.**

Worsted cloths are less often adulterated than woolens and are more easily detected. A cotton worsted is a lie on the face of it, for the cotton stands out with prominence. But often a cotton thread is twisted with a worsted thread, and to determine its presence it is only necessary to take the twist out of the thread and then examine its component parts.

Cotton, having a long staple, can be carded and combed with wool to be spun into worsted yarn. This is done to cheapen the cost of production. Cotton is carded and spun with wool and shoddy, not so much to cheapen the yarn, for cotton is generally as expensive as some shoddy, but is introduced to give strength or spinning qualities to the stock. In many cases the shoddy is of such short staple that it would not stand the drawing in spinning, and as it would make the cost of the yarn too high to put in enough wool to give that lacking strength, cotton is put in for this purpose.

The percentage of cotton in a fabric can be determined in this manner: Take a small piece of cloth and weigh it. Now boil it for five minutes in a 5 per cent. solution of caustic soda. Take out what is left and, if any, it is all cotton. The wool will all be dissolved. The percentage of shoddy can not be determined except by experience.

A cloth or yarn with shoddy in it is easily detected by its feel. Cloth made of all new wool is softer feeling than one containing shoddy, for the latter has lost that new, soft, springy feel peculiar to wool.

**No Room in the Safe.**

The traveling man was standing looking disconsolately at the floor.

The hotel keeper was watching him.

By and by the hotel keeper said to the traveling man:

"Lose something?"

The traveling man nodded.

"Something valuable?"

Another nod.

"Sure you had it when you came here?"

Another nod.

"Then why didn't you put it in the safe?"

"Couldn't."

"What was it?"

"My job."

Stinginess is not true economy, nor is extravagance wise liberality.

**BUILT UPON QUALITY**

Quality is one of the strongest foundations upon which any business can be built. The Michigan Tradesman is ever on the alert for such articles and products as will likely be of great interest to its readers, and having recently received many requests from interested patrons, regarding the best makes of Men's Clothing, we have been investigating the subject thoroughly, and as a result we are now prepared to recommend and unqualifiedly endorse the Men's Clothing manufactured by M. Wile & Company, Buffalo, N. Y., as being fully up to the high standard claimed by that house.

The products of this establishment not only equal those offered by any other manufacturer, but in points of workmanship and finish can hardly be surpassed, and no house in the country is more fully equipped to meet modern demands in this line. They are firm believers in quality and zealously guard the quality of their products at all times by using only the best materials and employing experienced workmen. Their make is rightly termed—"Clothes of Quality."

They have gained a reward which such attention to business invariably brings. The most phenomenal success with which their products have been introduced into new fields, and the constantly increasing demands from old customers suggest that building trade upon quality has proved a great success. Absolute confidence in the quality of their products can always be maintained, and they are ever ready to stand by their claim—to make good any unsatisfactory garment.

Many complaints have been received by us from patrons in different sections of the country concerning the inferior quality of some makes of Men's Clothing now on the market being sold as first-class, and asking us to recommend a really meritorious firm which can be relied upon. From our observations locally, also referring the matter to our representatives in all the principal cities, we feel justified in extending our commendation to M. Wile & Company, Buffalo, N. Y.

This investigation was conducted without their knowledge or consent. Neither has any compensation been offered us. We have no personal interest in them or their products, except to commend them as worthy of confidence, and to give credit where credit is justly due, as has always been our policy.

### Some New Things in Hats for Spring and Summer.

Throughout the civilized world Easter Sunday is the one day of the year for dress parade. Winter apparel and other "old clothes" are put aside, and everyone that can appears in the lighter and natter habiliments of a warmer season of the year. A late Easter should, and usually does, mean a long spring-business season, as is being evidenced at the present time. The majority of people are only too glad of an opportunity to lay aside heavy clothing and adopt the spring styles as soon as the weather moderates. This early change brings business to many lines of trade, not the least of which is the retail hatter.

Now is the time for the retail hatters to do some hustling on their own account. An enterprising retailer will certainly take advantage of the opportunity to advertise himself and his business, thereby increasing his sales and incidentally adding some welcome dollars to his bank account. The spring styles of men's hats were all on sale by February 20, since which time and during the month of March in particular, a large part of the retail selling has been accomplished. The hats that have been sold will have had from one to two months' wear before Easter, and it is this fact that affords the retailer an opportunity to approach the well-dressed and more fastidious younger men of his town with an appeal in the form of an advertisement to purchase "a hat specially designed for Easter wear and to be fittingly worn with the new Easter suit and top coat"—an appeal that will be answered by many.

In view of the fact that brown stiff hats are being worn, the late coming of Easter affords an added chance to popularize them. This may be done through window displays and advertisements of various kinds, and many a man who has already bought a black spring derby will be induced to purchase a brown one for Easter. The possible gain in business is worth the effort to get it, and the "slow" merchant only will be the one that lets the chance go by unnoticed.

One of the most noticeable features of the derby hats this season is the small, light brims, a feature that has been copied by nearly every manufacturer. The crowns are full and round, and high as well, and the narrow, flattish set of the brims increases the effect of fulness and height in the crowns. With the apparent bulkiness there is a nattiness of style in the spring shapes that makes the hats becoming to the majority of men. The manufacturers are doing their share toward pushing the sale of brown hats by showing every black hat style in several shades of brown. The colored derbies are selling well in the larger cities, and with a little effort at this time on the part of the retailer the sales should become general in the smaller cities and towns.

While it is generally conceded by hat men that this is a stiff hat sea-

son, nevertheless soft hats are in good demand and there are being shown many pleasing styles in a wide range of colors. The reversion of fashion to the Alpine shape seems to be not a thing of the moment only, but gives promise of becoming a feature of soft-hat styles for several seasons to come. It must not be understood that Alpines only will be worn to the exclusion of other styles of soft hats, for such is not the case. The proper understanding of the matter should be that more Alpines are being worn than in recent past seasons, and consequently fewer of the low-crown golf, outing and "rakish" shapes are being made and sold. Young men and college boys, who are always the extremists of fashion, will doubtless cling to the low-tele-coped crown and flapping-brim affairs which have been so much in evidence.

In regard to colors of soft hats it may be stated that there is a gradual yet decided return to the various shades of pearl and gray. The softer shades of brown and nutrias are shown and have sold as well as the pearls; but in view of the fact that pearls sold practically not at all last season, the present sale would indicate they are even more popular than are the browns and nutrias.

Split and sennit braid straw hats continue to sell well and are the most talked of of any braid hats for next season. Some buyers hold the opinion that of the two sennit braids will sell the better, because of the fact that split braids were the more popular last summer. However this may be, there is no doubt that both will be popular, and one will doubtless sell as well as the other. For several months past statements have appeared in these columns in regard to the probability of the appearance this season of a straw hat destined to afford a change from split and sennit braid hats, and one that will doubtless succeed to their popularity, for a few seasons at least. The matter is practically decided. The hat will be a yacht shape, and will be made of a medium rough straw braid. Several widths of braid are shown in varying degrees of roughness, and it now rests with the public to decide which shall be the popular favorite.

The rough braid straw hat appears at an opportune time—after a term of years during which smooth braid hats have had the call—and the general public will no doubt welcome the change. The rough braid hat is also more serviceable than the smooth braids, being less liable to chip and break, and is more easily cleaned and kept clean, because it offers fewer cracks and crevices in which dust will gather. Altogether there are a number of reasons why the public should take to the rough braid hat, and there seems to be no doubt that the style will sell well.

In a recent issue of a publication devoted to the same lines of trade as the Clothier and Furnisher a statement concerning Panama hats appeared, in which the writer claimed that next summer they would be sold only in the fine grades, and their

**MACKINAW** **SEASON, 1905**

**BLUE LINE**

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

STRIKING DESIGNS THAT WILL BE IDEAL FOR WINDOW DISPLAY.

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

## Hermanwile Guaranteed Clothing For Fall, 1905

Has all the  
improve-  
ments  
which a  
thorough  
reorganiza-  
tion  
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.



sales, consequently, restricted to the few that can afford such luxuries. The statement was not only misleading, but untrue, and the author of it either wrote at random or was misinformed as to the true condition of affairs. In this connection it may be stated that next summer more Panama hats will be worn than ever before, and that while fine-grade hats will be worn by those who can afford them, there will be sold at popular prices an enormous quantity of real Panamas. By popular prices is meant hats that retail from \$5 to \$15 each. The Panama hat business in this country is really in the hands of a few firms who have succeeded in specializing it, and while the hats may be obtained from all the straw hat manufacturers and hat jobbing firms in the country, who merely block, trim and finish them, they, nevertheless, first pass through the hands of the few firms who import them direct and who prepare them for and deal directly with the retailer as do the manufacturers and jobbers. It is from these few firms that the information is obtained concerning the wide sale of Panamas for the coming summer, which is herewith given. Retailers should not fail to purchase Panama hats, even though the quantity be very limited. They attract the attention and custom of the better trade of any community, give a high tone to the hat department and yield an excellent profit.

Wherever straw hats and soft hats may be worn next summer an array of colors will meet the eye, the number of hues and patterns being simply kaleidoscopic in their variety, for this is to be a summer of fancy hat bands. A young man with a fancy for such things and having two to three dollars to expend for the purpose may supply himself with a different hat-band for every day in the week. The bands are to be obtained ready for placing on the hat, small hooks being used to permit of a quick and easy adjustment. A band can be taken off the hat and replaced by another in less than a minute. Many retailers are already showing the fancy bands on soft hats, and as soon as straw hats come in the display will be transferred to them.—Clothier and Furnisher.

#### Keep Your Bargains Up To Your Advertising.

A clothing man of our acquaintance advertised, "Friday you can have anything in the store at one-half regular price." A friend of ours, who had previously looked at a thirty-dollar suit there, seeing the advertisement, went in and tried on the "same suit" the dealer said it was. Our friend said he would take it and tendered a check for fifteen dollars in payment, calling attention to the advertisement. "Oh," said the dealer, shaking his hands, palms up, in the vicinity of his ears, "you can't expect me to sell such a suit as that at half price; see, it is marked \$40 now." The suit was not bought (although the would-be purchaser undoubtedly had a strong legal claim to it for the amount tendered) and many another

suit remained on the dealer's shelves on account of the transaction.

It is not alone the small dealers who resort to such trickery. A large department store made a fine window display of shoes. "This immense shoe stock goes at one-third off," read the card which was prominently displayed in the same window. A customer made enquiry and did not find her size in any of the "marked down" stock, although there were plenty of shoes in the store which fitted her, but these were full price. The fact developed that the "immense stock" referred only to the window display of odd sizes and broken lots and not the corresponding stock on the shelves.

The "bargain counters" in most of the large stores are notorious swindles in that only a few bargains are mixed in with stock at regular prices and offer advantages only to the well versed, and so are fraudulent to the masses.

The time for deceptive business methods of this character is rapidly passing, but there are methods in every-day use, which if not deceptive, are just as pernicious to the merchant in their reactive effects as those cited. A man advertises a clearing sale of books. When preparing the advertisement he digs around under the counters and on top of the shelves and makes low prices on a large variety of saleable books and advertises in good form. The next day people call in numbers. The force has been too busy to get all these odds and ends out from their hiding places, not even knowing where they are, and the man who found them and made the prices is otherwise engaged—probably writing more advertisements—and people do not find what they call for and so the "bargain sale" is a farce; worse than that, for these customers come to look upon the dealer as a fraud, where the intention was really all right but details had not been carefully carried out.

It would seem to the average merchant about as superfluous to say, when you have a sale, display your sale goods to the best of your ability in a conspicuous place in the store, as it was for the housekeeper, in telling how to make a favorite cake, "first take a clean dish," but there are merchants who need to be reminded constantly.

The most an advertisement can do is to bring people to your place of business. If conditions there are not in keeping with the advertising, the money spent on the advertisement is worse than wasted.—Brains.

#### Shocking Affair.

Anxious Mother—I was awfully shocked to see young Huggins kiss you as I passed the parlor door last night.

Pretty Daughter—I never for a moment imagined he would take the liberty of doing such a thing.

Anxious Mother—What do you suppose induced him to do it?

Pretty Daughter—I'm sure I don't know, mamma, unless it was because I dared him to.

## 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.

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

## The William Connor Co.

Wholesale Ready Made Clothing  
Manufacturers

28-30 S. Ionia St., Grand Rapids, Mich.

The Founder Established 25 Years.

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

Bell Phone, Main, 1282

Citizens' 1957

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

## DO IT NOW

Investigate the

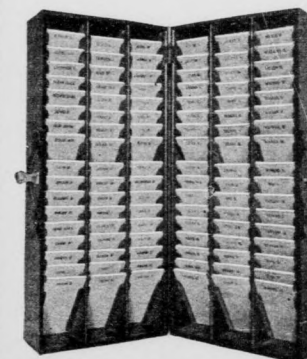
### Kirkwood Short Credit System of Accounts

It earns you 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 19, 1901.



### Observations of a Gotham Egg Man.

The storage situation has weakened a little during the past six days. The statistics of the position—showing unprecedented receipts in distributing markets and the heaviest storage accumulations ever known up to the middle of April—have caused a halt in some quarters. Collectors who have been willing to pay any old price for eggs in the country so long as they could find buyers to take most of them off their hands, have been feeling the effects of a slackening speculative demand, and while a few of the best known brands have been contracted for to the extent of the April pack, the rank and file of egg packers have lately had difficulty in finding storage buyers on a parity with country cost. Production has continued on an undiminished scale, taking the country as a whole, and while the general run of egg packers will of course store some stock on their own account when they have a moderate surplus beyond their ability to sell, they will not be likely to continue the present extreme prices if they themselves have to carry any large part of the collections.

We are now in the height of the Easter and Jewish Passover demand, but if anyone has been banking on any material increase in wholesale trade for these festivals they are likely to be disappointed. Many dealers have stocked up ahead for their Easter needs and our receipts this week are likely to show a very large surplus beyond trade requirements. It is quite possible that the festival demand this week may compel some dealers to compete with the storage buyers for a few of the selected marks of fancy Western, and a few eggs may be taken for current trade at the prices lately quoted for storage selections; but of all average prime and ordinary qualities the offerings are more than ample at easy prices, and as soon as the Easter trade is over, and storage again becomes the sole support of values for selected eggs, it is altogether probable that prices will have to get to a safer level.

The statistics of receipts and storage accumulations up to April 15 are of much interest; they ought to cause speculative buyers to pause and reflect a bit. We present the figures below:

	1905.	1904.
New York .....	309,604	227,072
Chicago .....	264,358	197,390
Boston .....	148,257	69,387
Philadelphia .....	56,414	59,186

Totals .....

I should think that this statement of comparative receipts ought to lead to an investigation of the method of compiling the receipts in Philadelphia; in a season when New York shows 36 per cent. increase during first half of April, Chicago 34 per

cent. and Boston a far larger percentage of increase it is hardly to be believed that Philadelphia has actually fallen behind. But even allowing the Philadelphia report to be correct the total increase of 225,598 cases in the receipts at these markets during the first half of April should give a very heavy increase in storage accumulations and cause a halt in the recent willingness to speculate at high prices.

As to storage accumulations the best reports obtainable seem to correspond fairly well with the report of receipts. I have three recent estimates of storage accumulations at Chicago on April 15; one of these is 195,000 cases, including the stock yard holdings; another is 203,000 cases, excluding the stock yards, and the third is 265,000 cases, including the stock yards. I also have an estimate of stock yard holdings which places the quantity there at 65,000 cases. The weight of evidence is therefore in favor of about 200,000 cases in Chicago outside of the stock yards and a total of about 265,000 cases all told.

Giving preference to these figures we have the following comparison of cold storage holdings:

	1905.	1904.
Chicago .....	265,000	85,000
New York .....	150,000	45,000
Boston .....	65,602	24,000
Philadelphia .....	20,807	5,500

Totals .....

The figures given for New York are based partially upon accurate statements and partially upon estimated reports, but as the bulk of the stock is accurately reported the error must be inconsiderable. The reports for Boston and Philadelphia are the official weekly statements in those cities.

The figures show a greater excess of storage in the four cities than is accounted for by excess receipts as reported since April 1, but it must be remembered that quite a bunch of March eggs was stored this year and that the receipts in the four markets during the last three weeks of March were nearly 100,000 cases greater than in the same period last year. It must also be considered that Philadelphia's report of receipts is probably inaccurate and that the arrivals there this season have probably been greater than last year, as they have been in all the other markets.

These statistics are somewhat startling and certainly tend to confirm previous opinions that the hot pace of storage operations is not likely to be kept up throughout the season at the prices so far prevailing. The greatest accumulation of eggs in the four markets above mentioned at any one time last year was about 1,562,000 cases—on July 31. It appears that we have already, at the middle of April, or only three weeks after the storage season opened, accumulated nearly one-third of this amount. In view of the present and prospective scale of production it certainly looks as if the storage houses would be filled before the season of excess production is over.—N. Y. Produce Review.

## 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.

Grass, Clover, Agricultural, Garden

## Seeds

Peas, Beans, Seed Corn and  
Onion Sets

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

## 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

## We Want Eggs and Poultry

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

**GRAND RAPIDS PRODUCE CO., Grand Rapids, Mich.**

Reference  
5TH NATIONAL BANK

40 S. Division St.,

Citizens Phone 3083  
Long Distance Phone 465



**Some of the By-Products of Beef.**

When the slaughtering business first became established on a large scale there grew up in the vicinity of the packing plants independent establishments, the function of which was to handle the by-products collected from the packing houses. Glue works, fertilizer works, soap factories, oil and tallow works and the like were in a large measure separate from the slaughtering concerns. As the packing business became more concentrated in the hands of a few large companies, these gradually—but finally almost completely—took over the allied industries, effecting various important economies in such unification. At present the leading packers themselves carry the elaboration of almost every possible by-product to an advanced stage. For example, Armour & Co. now manufacture sandpaper, thus utilizing glue which they make.

The most valuable by-product derived from cattle is the hides, which are worth on the average about \$6 per head. A great number of classes and grades of hides are distinguished, which differ considerably in value. The hides are salted and kept by the packers from two to six months, according to the state of the market. During this period the hides shrink in weight, the shrinking averaging, roughly, one-sixth of the "green" weight.

Next in importance are the fats obtained from the abdominal region and from other parts of the animal which do not constitute beef. At present the better fats, especially those which may readily be detached by cutting or pulling, are so largely destined for use as a constituent of butterine that they are known as butter fats. An average beef animal will produce from sixty to seventy-five pounds of such fat. By heating oleo stock is first derived from these fats. This is nearly the same in constitution as ordinary prime tallow, and if the market for oleo products is much depressed tallow may be produced for sale instead of oleo stock. Otherwise the stock is subjected to powerful pressure, which separates the oleo oil from the stearin, both of which are standard marketable products. Some of the packers, however, use part of their oleo oil and stearin in manufacturing butterine, lard compounds and cooking oils.

A moderate quantity of tallow and grease, of several grades, is secured by cooking the heads, feet and other offal, but the quantity and value of fats of this character are much less than those of butter fats.

The third by-product of a beef animal, in order of importance, is the tongue, which is either sold fresh or more often is cured or canned. The leading packers, ordinarily designate all parts of cattle, except the dressed beef, hides, butter fat and tongues, by the term "offal." Among the various articles constituting "offal" the liver, heart, sweetbreads and tails may be marketed without other treatment than trimming.

The other forms of offal require a much more extensive preparation in

order to become satisfactorily marketable. From the heads are cut the cheek meats and other small bits of meat, and sometimes the lips, these meats being usually sent to the sausage departments. One or two of the packers use part of the horns and leg bones of the cattle slaughtered in the manufacture of various novelties. Otherwise these materials are sold to outside concerns for that purpose. The remainder of the feet, however, with the trimmed heads and various other minor parts and trimmings, is subjected to processes of treatment by means of which tallow, glue, neat's-foot oil and other minor products are extracted. The residue after such treatment is used for fertilizer. The blood of cattle and various soft parts not containing other valuable material are also converted into fertilizers. The leading packers manufacture a great variety of commercial fertilizers, including those in which phosphates and other mineral substances are combined with the animal products.

The only remaining by-products of any importance are those derived from the intestines, which are carefully cleaned and converted into casings for sausages and other similar products. The weasand, or gullet, and the bladder are also cleaned and made into containers for various commodities, some weasands, for instance, being used for packing snuff.—From Commissioner Garfield's Report on the Beef Industry.

**Even Fences Take Root.**

To people of the temperate zone the rapid growth of tropical vegetation seems almost incredible. In many parts of the tropics the climate is so favorable and the soil so fertile and conducive to rapid growth that almost any stick placed upright in the earth will spring to life.

In some portions of Central America one may see mile after mile of fences apparently composed of growing trees which, upon examination, prove to have once been barbed wire fences, the posts having branched out and grown into good sized trees. Many a Central American telegraph pole will be seen with a crown of leaves at the top, which have sprouted since the last visit of the lineman.

In the tropical countries they have as much trouble to keep the trees from growing as in northern latitude to make them grow, and one of the greatest difficulties encountered in that country in railroad work has been to keep the railroad ties from sprouting.

God help the man who thinks he can afford to give petty dislikes a place in his heart!

Many a broken heart is the foundation on which a career has been builded.

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

# 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.

# WE BUY

Eggs

Poultry

Packing Stock Butter

and

Butter-fat in Cream

**Empire Produce Company**

Port Huron, Mich.

## CLERKS' CORNER

### Study the Peculiarities of Your Customer.

Written for the Tradesman.

One of the first things to be learned, if not the thing paramount, is to know your customer. I do not mean this in the sense of knowing him by sight, nor even the further knowledge of being able to call him by name and to ask after the different members of his family. I mean a deeper understanding—the ability to read character by a glance at a person's face. And this ability to read the face will also take in all the small peculiarities of manner, of speech, of dress—even of the way people hold themselves, the way they "carry" themselves. Even little tricks of wrinkling the forehead, to the intent student of human nature, mean something. He who makes a study of him, but without seeming to cast a glance at the customer, is the one who is going to gain trade.

One person may be fed a judicious amount of sweet goods, commonly designated "taffy." He will not only enjoy the toothsome morsel but will be so naturally stupid that he will never "tumble" to the bit of strategy. Another customer not only abhors all such bonbons but would see at once through the method employed to tickle his vanity, be disgusted with the clerk for it and set against the whole establishment, perhaps, on account of it. No, it would never do to try such tactics with some people.

Others enjoy a little chat with the one behind the counter. They like to be recognized, to have the absent members of the family mentioned—the sick ones asked about, the children enquired for. But many would resent just this display of interest on the part of the one serving them. They draw into their shells at the least approach of familiarity by one they consider beneath them in the social scale.

As an illustration, just the other day I was waiting for my change at a counter where approaches many a fashionable dame to spend her husband's ducats, when along came a young woman who is acknowledged as a leader in society. She is beautiful to look at, and is married to a rich man who is equally handsome. They have two pretty children—a boy and a girl. This necessitates four different kinds of clothing to be bought, and a pile of money is spent in a year upon the apparel for this comfortably-situated family. Horses galore, both riding and driving, stand in their capacious stables and luxury is written on everything the family do and possess. Well, as I say, along came this fortune-favored lady, whereupon the clerk began a running fire of little pleasantries, calling the newcomer by her first name! And not only that—she even shortened it, addressing her by the pet name used only by her immediate

relation and most intimate friends, never by those with whom she is not on the most intimate of terms.

I have never happened to meet the lady in question, although we have mutual acquaintances, but everywhere I go I see her and she knows who I am. She glanced at me as she walked up to the counter. I was giving the clerk my address for the delivery of my parcel. When the clerk spoke to her in that effusive style, I could see the lady shrink before the offensive informality and perceive the freeze in her eye—I happened to be facing her as she entered the store and I had not changed my position on the clerk's greeting. Evidently the latter was used to the attempt to "get in" with the lady and was one to let no opportunity pass for furthering her insinuating purpose.

The next time that lady and I are thrown together there will rankle in her mind the consciousness that I was witness to the unwarranted freedom on that clerk's part and she will hate her all the more for making her a party to it before a third person, for that clerk is a coarse, uncultivated girl she would hate even to bow to on the street.

Study well your customer before you attempt to play any particular role with him. Make enquiries of those who know him, in regard to his disposition and fads and fancies. Go not far enough rather than too far in your dealings with him. First, cautiously feel your ground with him. You will make many mistakes in the beginning, but don't expect perfection at once, and don't get discouraged. Every failure is but a stepping stone to success later on. Study, study, study.  
Jessica Jodelle.

If you marry a laundress don't complain if you get done up.

### Trials of a Girl Seeking Work.

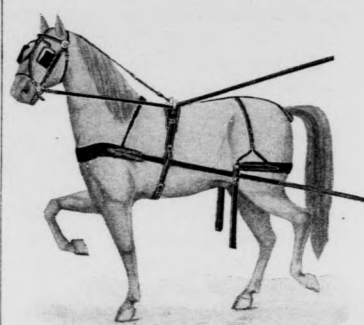
I, a girl of 17, cry out against the lack of honor and principle which I find in the business world.

My experiences were forced upon me by financial reverses in my family, and, as it was imperative that I obtain a position at once, I resorted to newspaper advertisements as the most direct means of doing so.

I answered a dozen or more advertisements that read well and offered the largest salaries. Most of them were for young women for general office work, containing this alluring sentence, "Good salary, experience not necessary."

Expectant, full of hope and confidence, I awaited my answers. They came; mostly postal cards, with this curt sentence stamped across the back: "Call at once and ask for Mr. —."

I started out with several of them to call at once. The first place I entered looked peculiar; not at all as I thought a flourishing firm requiring the services of an office girl ought to



### 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

ESTABLISHED 1852

## GILLETT'S DOUBLE STRENGTH Flavoring Extracts

Absolutely Pure

Full Measure

Full Strength

Full Value

**E. W. GILLETT CO., LTD.**

CHICAGO

TORONTO

LONDON

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

# HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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

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



look. A little pocket of a room in a cheap, poorly kept office building, void of furnishings, excepting a dingy old desk, and about a dozen equally dingy chairs, several of which were occupied by unkept, dejected looking men and women.

I timidly took my seat at the end of the row and awaited my turn to speak to the man, with a self-important air, seated at the dingy desk.

The chance came. I handed him the postal card and told him I would like to obtain the position he offered. He asked me the nature of the employment I desired, and when I told him, he said he thought he could get me such a place. I was bewildered, and asked him if this was not the firm where my services were required. He smiled (I suppose at my lack of worldly knowledge) and said: "No, not exactly; this is an employment agency, but we will try to supply you with a position. We charge you a dollar for registration, and then, when we get you a place, we require your first week's salary. Fill out this blank, pay your dollar, and I will send you word when we have a position such as you desire."

The man had talked so rapidly, and so suddenly and mercilessly opened my eyes to something which I did not at all understand or comprehend that it took me several minutes to gain my bearings enough to say anything.

"Pardon me, but why did you not say in your advertisement, or even when you answered my letter, that you represented an employment agency?" I asked. He made no reply, only shrugged his shoulders and smiled superciliously.

As our interview had evidently come to an end, I made my exit as rapidly as possible, with a sigh of relief.

I tried the next place, and the next, and the next, until I had sifted down about a dozen of them, entering each with fresh trust and hope, only to meet with the same experience and disappointment.

At last there was but one place left, a well known real estate office, which had offered a salary of \$8 in its advertisement for the services of a young girl to take charge of a small switchboard and generally assist about an office. These people had taken the trouble to send me a type-written letter stating their requirements and telling me that if I felt I could meet these the author would grant me an interview.

With renewed energy and confident that I must be successful this time I gained an audience with the manager. He scrutinized me long and thoroughly and then began the preliminary cross-examination which seems to be part of the gauntlet one has to run when striving to obtain a position. Some of the questions he asked me I did not think at all necessary—such as just what hour I retired, when I arose, if I obtained sleep enough, if I was subject to headaches or had been ill much during my life. And also if I was a member of any athletic club and took an active part in gymnastic work and physical cul-

ture, if I indulged in skating and other outdoor sports, and if there was any possible way that I could take up stenography in the evening with a view to helping in the office. How I could do all this and at the same time fill a position satisfactorily was beyond my comprehension. But I was even willing to strive to comply with all these requirements if he would only give me the position and was sincere in the salary which he offered. But that was the point. He was only willing to pay \$6 per week. I reminded him that his advertisement specified the salary as \$8, but I only received this reply:

"Oh, yes; after you had been with us two or three years and had demonstrated your ability and desire to remain with us we might consider such a thing. I was much impressed by your letter and would like to give you the position, but I could not pay you more than \$6."

I was nonplussed. I could not reconcile myself to this utter disregard of the truth and manner of misrepresenting things, even by well known firms, who, one would think, at least could not afford to do so.

Footsore, weary and depressed, with all my confidence and trust in the business world shattered, I turned my steps in the direction of home. What a feeling of peace and comfort stole over me as I thought of the simple but sweet home that awaited me, and the dear mother, who would have a kind, sympathetic word for me. I was glad the nickel which I paid for car fare was not my last.

As I rode home I thought of the many poor girls who had no home to go to, who have no good, kind mother awaiting their return; who spend their last 10 cents for car fare in answering just such advertisements. These thoughts and my day's experience opened my eyes to the reason why so many weary souls make subject matter for the newspapers, wherein their sad fates are related.

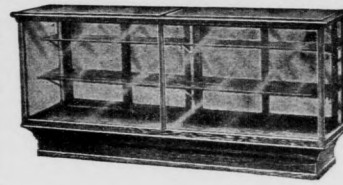
M. L. Anderson.

#### Bill Nye's Cow Advertisement.

Bill Nye, the humorist, once had a cow to sell, the story goes, and advertised her as follows: "Owing to my ill health, I will sell at my residence, in township 19, range 18, according to the Government survey, one plush raspberry cow, aged 8 years. She is of undoubted courage and gives milk frequently. To a man who does not fear death in any form she would be a great boon. She is very much attached to her present home with a stay chain, but she will be sold to any one who will agree to treat her right. She is one-fourth shorthorn and three-fourths hyena. I will also throw in a double-barrel shotgun, which goes with her. In May she usually goes away for a week or two and returns with a tall, red calf with wobbly legs. Her name is Rose. I would rather sell her to a non-resident."

You can not escape your taxes by talking about your citizenship there.

The man who puts heart into his work will always get ahead in it.



## High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

### Grand Rapids Fixtures Co.

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



600 Candle Power Diamond Headlight Out Door Lamp

## Make Your Own Gas

FROM GASOLINE

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

### Brilliant Gas Lamps

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

15 Cents a Month

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

Brilliant Gas Lamp Co.  
42 State Street, Chicago.



100 Candle Power

# 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

## Opportunity Occasionally Knocks at Your Door.

What good does it do you unless you are prepared to grasp it?

Be Prepared!

### The Michigan State Telephone Company

will assist you by placing a telephone within easy reach of your right hand, thus putting you in quick communication with more than 85,000 subscribers in the State of Michigan and with all important points throughout United States and Canada.

A lost opportunity is worse than none.

Call Local Manager, or address

Michigan State Telephone Company  
C. E. WILDE, District Manager Grand Rapids



### Success and Happiness Not a Question of Luck.

A book that will be of peculiar interest to married women, and those about to commit matrimony, is the recently-published "Romance of Isabel, Lady Burton." Lady Burton, it will be recalled, was a young English girl of high degree who met Richard Burton, the noted traveler, discoverer, writer, and fell in love with him at first sight. At first he did not return her affection, and it was only after six years of faithful devotion on her part that she succeeded in winning his heart, and they were married.

Whether because his having been so difficult to catch made him of extraordinary value in her eyes, or not, it is impossible to say, but Lady Burton devoted her life to cherishing her husband, trying to please him, and pushing his fortune. So successful was she in this that she became the main factor in his fame as well as happiness, and as the result of the sum of her experience, she drew up the following code of conduct for wives:

Always be your husband's friend, companion, counselor and adviser.

Always dress to please him.

Make him perceive that you have the charms that a man associates always with a mistress.

Perpetually work up his interests in the world.

Always read and study and improve yourself so that you may keep him interested.

Never let anybody criticise him to you.

Never discuss his faults with anybody.

Always hide his faults from everyone.

Never worry him about religion.

These rules will not commend themselves favorably to the average American wife, who is not likely to think that any man is worth so much pampering and trouble. In this country a woman feels that if anybody's whims and vanities are going to be ministered to she ought to be the one before whom the incense is burned, not the incense burner. Her ideal of a woman who does her full duty as a wife is one who hews to the line, so to speak, and lets the chips fall where they will—who does what she thinks is right independent of whether it pleases her husband or not. The theory of subordinating herself, of adapting her tastes, and opinions, and desires to her husband's does not appeal to her, and, to tell the truth, she has something of contempt for a man who has to be "worked"—whose affections have to be held by a woman always flattering him, and agreeing with him and cajoling him.

In a word, the American woman's idea is that her husband will love her in spite of all she does, while Lady

Burton's is that a man will love his wife for what she does, and Lady Burton is right. There are a great many beautiful theories in the world that look well on paper, but do not work out in every-day life, and one of these is that affection will stand temper, and curl papers, and recriminations, and arguments, and nagging, and fretting. It won't. If you put the gossamer thread of a spider's web to do the work of a wire rope you know what happens. It breaks, and that is precisely what occurs when too heavy a strain is put upon the affections.

When a man marries he is in love. It is up to his wife then to keep him in that condition, and no wiser counsel could be offered about the way to do it than Lady Burton gives. She furnishes a complete working manual of how to hold a husband's heart, and if every woman would follow her advice the divorce courts would have to shut up for lack of business.

Aside from the question of domestic felicity, however—and certainly a man who is married to a woman who spends her time in trying to make herself agreeable to him, who dresses to please him, and coquettes with him to keep his interest alive, who never reminds him of his faults, or lets anyone tell her of his flirtations with his stenographer, and who never makes him go to church, must find life a grand, sweet song—Lady Burton's book is of great interest because it shows how much a wife may do towards helping a man on to the goal of his ambition.

It is one of the anomalies of the world that every woman wants her husband to succeed, but very few ever lend him a helping hand, yet it is an axiom that there is no other side partner in the world equal to a good wife. Most of the self-made men who are prominent in finance and politics, and what not, got a lot of valuable assistance in the job from their wives. It is the ambition of many a woman that goads her husband into effort; it is the shrewdness of many a woman that gives the suggestion that leads a man to fortune; it is the thrift and saving of many a woman that supplies the necessary funds for her husband to take advantage of opportunities that mean success. "She took the chances I wouldn't, and I followed your mother blind," says old Sir Anthony Glouster, telling his son how he made his fortune, in Kipling's great poem, and many another successful man might have repeated the same tale.

It is the women who work with their husbands, instead of against them, that help a man to succeed, and when you find a couple who are really partners, in which the husband talks over his business with his wife, and listens to her counsel—not necessarily to follow it, but women have strange financial intuitions that throw light on many points a man misses—you have a firm whose chances of success are strong enough to draw money on at the bank.

"Perpetually work up to his interests in the world" is another piece of sapient counsel that Lady Burton

## Jamo

The World's Best Combination of Java and Mocha. Retails at 35c.

## Belle Isle

The Best 30c Java and Mocha Blend in the United States. No Equal.

These brands will be demonstrated on alternate days at booths No. 35 and 36 of the Grand Rapids Food and Industrial Exposition.

Grocers are especially invited to call at the booths and make themselves known.

### Telfer Coffee Co.

Sole Roasters

Detroit, Mich.

Manley Jones in Charge

## 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



gives. A man's wife is either a help or a hindrance to him. History has many an example of men who have been made by their wives, and the woods are full of men who have been ruined by the women they married. Logically we should choose our doctor and our dentist by their skill and attainments, and our grocer by the cheapness of his wares, but three-fourths of the time we send for Doctor Smith instead of Doctor Brown because we prefer Mrs. Smith to Mrs. Brown, and we telephone our order around to Jenkins' grocery instead of Smithers' because we met Mrs. Jenkins at the club, and she was such a nice, agreeable little woman. On the other hand, all of us have known brilliant professional men driven from town to town, and neighborhood to neighborhood, always failures because of their wives' skill in making enemies for them.

Another piece of good advice that Lady Burton gives to a wife is to hide her husband's faults from every one, and never to permit other people to criticise him in her presence. In the matter of publishing their spouse's weaknesses to the world women are far more disloyal and dishonorable than men. A wife thinks nothing of telling any chance acquaintance about her husband's faults. She makes no secret of the fact if he is stingy, or grumpy, or cross and disagreeable, while if he has any serious fault, such as drinking, or gambling, she simply beats upon her breast and calls upon every one in hearing to come and pity her and condemn him. Men seldom complain of their wives, and no matter how shiftless a housekeeper, how extravagant, how unreasonable and nagging a woman may be, it is a rare thing for her husband to criticise her to others.

Now as a mere matter of fact we all write our own price tag. The world takes us at our own valuation, and the valuation of those who know us best, and thus it inevitably comes about that a wife either booms or bears her husband's stock in the community. If she thinks that he is good, and wise, and progressive, and talented, a feeling grows up that crystallizes into a conviction that he has ability, and is trustworthy, and is worthy of support—all the intangible influences that go to make popularity and success.

But if the wife, in popular parlance, is always knocking her husband—if she represents him as a selfish, grasping curmudgeon, and magnifies his glass of Scotch or beer into a love of drink, and his occasional attendance at the races into sporting proclivities—she has destroyed public confidence in him, and put upon him a handicap that he can not overcome in the race for fortune. Many a woman's desire to be sympathized with has given her real need for sympathy later on. No fault among women is more to be condemned than the almost universal habit they have of criticising their husbands. As long as a woman lives with a man, and lets him support her, she should be loyal enough to the

bread she eats to keep silent about his faults.

Whether a woman considers keeping her husband's love worth all the trouble involved in following Lady Burton's advice depends on the woman and the man, but of its practical value there can be no doubt. Success and happiness in matrimony, as in business, are not a question of luck. They are a matter of volition, and anybody can work them out who has the patience, the determination and the self-control to do it.

Dorothy Dix.

#### The Middle Woman.

Is the middle woman to be one of the outcomes of the domestic servant problem and the increased country life in America? She has arrived at any rate. No more need for a forlorn husband from the suburbs to spend the better part of his business day in employment agencies securing impossible servants in a case of domestic emergency. It is not necessary for the mistress of the house herself to undertake the drudgery, for the middle woman will do it all for her. She keeps in touch with the employment agency and learns to know the servants of different grades and where to go for them. She not only selects them and sends the right girl to the right place, but she investigates references and does all the drudgery of the intermediate work which stands between the housekeeper and a good servant. With her experience she is better able to do it than the housekeeper herself. The middle woman is a unit at present, but fills an empty niche in the domestic economy.

#### He Asked for It.

"Do you know that the coin you lent me was a counterfeit?" said the habitual borrower.

"Oh, sure I do. You said that you needed it bad."

Advertising only introduces goods. It is left to the people behind the counter to sell them.

**45 Highest Awards**  
in Europe & America

**Walter Baker & Co.'s**

**COCOA**  
—AND—  
**CHOCOLATE**

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

#### GRAND PRIZE

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

**Walter Baker & Co. Ltd.**

DORCHESTER, MASS.

Established 1780



**YEAST  
FOAM**

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

**PERFECT  
BREAD**

**An "Eye-Opener"**

**Our Jewel—Special Roll Top Desk**



As Good  
as  
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**

### Clever Scheme To Advertise a Meat Market.

Retail butchers in search of a good and not wornout advertising scheme should give attention to that now being conducted by a retail firm 'way up in Maine. They have gone right to the root of their patronage, one might say, for they have succeeded in interesting the children, and there is perhaps no surer way to win the family affection than to get the children on the side of the merchant. They have opened an advertisement writing contest for the high school pupils and are offering weekly prizes of \$2 to the student who composes the most effective advertisement for their store. No student who wins a prize is allowed to compete for two or three weeks, and thus the interest is recurring, for each of the competitors knows that he will have more than one chance and that there is no danger of his being forced to compete again and again with some bright particular genius who romps home in first place every week.

On Monday afternoons the advertisements of all the pupils are handed in to the committee chosen by the proprietors of the store, the winner is announced and the advertisement published in the next issue of the local paper, which comes out on Saturday. The condition is made that the winner must call for the prize in person, accompanied by his or her mother or father.

It is unnecessary to say that a more effective plan to get their advertisements read by citizens in the Fort Fairfield territory could not be devised. There will hardly be a man or woman who can read within the several miles of the town who will pass over the newspaper display of this firm for the next five weeks. The result of such a plan is manifold. The firm has not only strongly ingratiated itself in public favor by its clever thought, has made friends with all the mothers and fathers who live near by, but it has also placed the young people on its side. Results will not only come at once, but they will also come later in a renewed volume of trade from the new friends that the concern has made.

As for the advertisements themselves, they are most commendable. The firm will probably get some of the best advertisements they have ever printed and may hit upon a bright young man who can do this sort of work well and who will be invaluable to them in the future.

Here is a golden opportunity for the butchers throughout the country. A contest of this sort in almost any town would probably be just the means of starting a general movement of friendship and co-operation on the part of the citizens, and they can do no better than to try it.

In working up such a scheme as the one described a dealer should take advantage of every opportunity offered. He should not only endeavor to give it prominence through his advertisements in the papers, but should use his influence with the editor to make mention of it in his news and editorial columns. It is not

very difficult to point out the educational value of the contest, or the practical effect it may have upon the future work of some of those high school pupils, and these and other virtues should be carefully stated and strongly presented. It will be of great help to get a representative committee to decide the contest; not only to select a member of the firm who may have a practical eye as to the worth of the advertisements, but some of the prominent men of the town, a clergyman or two, or perhaps the principal of the high school.—Butchers' Advocate.

### Some Queer Methods of Book-keeping.

A scheme of deception, peculiar to the conditions of buying on credit, was recently discovered in a Polish grocery and meat store in Elizabeth, N. J. It was found that the proprietor had lost large sums of money during the years that the plan was in operation. The fraud was rendered possible by the crudeness of book-keeping and the strange manner of purchasing on the part of the Poles. The woman caught had bought goods on two passbooks bearing the same name. When pay-day came she presented only one book and paid on that. The proprietor, ignorant of the existence of the other, and keeping no record in his store of outgoing goods, was swindled out of sums bought on the book withheld. He came upon the plan by accident and made the woman pay up all the money due on the second passbook.

The proprietor explained the conditions which made such a bare fraud possible. He said that nearly every Polish family had boarders, some as many as twelve. A bed and a seat at the meal table satisfied them. They had their own manner of paying. Each man paid a certain sum for his lodging, but he did not pay a definite price for board. Every man purchased his own food, the mistress doing the buying and cooking the stuff together. It came about, therefore, that each had his separate account with the butcher and grocer, which he settled, if he were honest, on pay-day.

The storekeeper gave each customer a book, in which was entered the articles bought. This book was added up at the end of the week. Where there were eight boarders there would be nine passbooks, eight for the boarders and one for the mistress. When the woman went to the store to purchase her articles they were marked separately on her book. Those which she bought for her lodgers were set down on theirs. If, for instance, she bought 56 cents' worth of meat for the lodgers the clerk at the desk would have to write down seven cents' worth of meat on each book; if eight cents' worth of apples, then one cent would go on every book. When the division came—even the woman stood at the desk and saw to it that the star boarder did not bear the extra cent or two. The customers refused to have the articles marked down in a lump. They went separately. As a result, the work of tabulation was enormous.

## 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

# Butter

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

E. F. DUDLEY, Owosso, Mich.

W. C. Rea

A. J. Witzig

## REA & WITZIG

### PRODUCE COMMISSION

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

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

#### REFERENCES

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

Established 1873

## 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



When the store was crowded with women, all buying for lodgers, the rush was tremendous. It was impossible to keep a record on the books of the store of each purchase, owing to the variety of books and subdivisions. The proprietor trusted to the passbooks of the customers, having a general idea of the weekly amount due.

The woman caught took advantage of the rush of customers at the desk, and the proprietor's forced lack of complete book-keeping to work her game of two books. The storekeeper noticed that she used to pay about \$6 a week, and that this sum had gradually diminished to \$3. It seemed that the same amount of articles were purchased, nevertheless, and were tabulated on her passbook correctly. His suspicions were aroused and the discovery of the swindle was made.

#### Position Lost by Conceit and Intemperance.

Written for the Tradesman.

"What a pleasing personality that boy seems to possess," I remarked to a wholesale grocer, on observing with what alacrity one of the young fellows jumped to obey a suggestion of his employer.

"Pleasing personality be blankety blanked!" exclaimed the now irate wholesale man. "Yes, I say that to you," he continued, noting my look of surprise, "and I've had it on the end of my tongue a dozen times to say to the boy himself; but, somehow, the words seem to freeze on my lips when he is by me.

"He came to us when he was such a little shaver. He had such bright eyes with such a merry twinkle in 'em when he talked, and he had such an engaging way with him that everybody liked him—we just couldn't help it—we all liked him from me down to the office cat!

"At first, he worked good—'work-ed like a house afire,' as the saying goes. There seemed nothing he couldn't turn his hand to. He'd do more collecting in a day than I would think of doing in a week—he could jolly the town pump into giving milk instead of water! If we had a grumbling, grouchy customer, especially if a woman, all we had to do, if we wished such to see matters with our eyes, was to turn 'em over to Johnny—he'd make 'em think the moon was made of green cheese! As for 'tending to things in the shipping department, he could make the work fairly hum there.

"The boy seemed well-nigh indispensable to us, and we gave him a great many liberties—more, it seemed, than were good for the lad. He got the 'swell head'—bad case—and that, you know, is a most disagreeable, not to say detestable, trait in any employe, I don't care how good a worker he may be.

"And then another thing has lately begun to 'play hob' with the boy: He took to drinking last winter, accompanying it with cigarettes and kindred vices.

"The boy is his own worst enemy. He's given himself so completely

over to the Devil that he won't listen to any advice we older ones try to give him.

"I hate to see a promising young fellow throw away his chances the way he is doing. He stands in the line of promotion here and we have been disposed to do fine by him all along. But we won't put up with a case of the 'big head' any longer than we want to, and (this more especially) we won't have a 'booze fighter' around the shop. We'll give a fellow, old or young, every chance in the world to reform and live a white life, but there is a limit, beyond which patience ceases to be a virtue. I can stand a good deal of 'general cussedness' on the part of a young man, but when he 'goes it' in such a lickety-cut, ripety-bang sort of fashion it's high time to call a halt.

"The boy's discharge will just about break the hearts of his old father and mother, I know, but, nevertheless, he gets his walking papers in his next pay envelope."

Larry Brown.

#### Curb on Postal Frauds.

"A large part of the mail order business of the country," said an attorney who has defended many postal fraud cases, "has been destroyed by the rigid enforcement of the Government's fraud orders. I think in some cases the authorities have applied the rule too strictly. For instance, a merchant bought a lot of chip diamonds for 56 cents apiece. Including a fair business profit, \$1 was not too high a price for one of the stones, but a man could advertise diamonds for \$1 apiece until the end of time and get no customers. No one would believe they were genuine diamonds. So the merchant sent out circulars informing the addressee that he had been successful in some contest and the diamond would be forwarded on receipt of \$1 to pay the expense of expressage, etc. In five out of seven cases those who received the circulars, although they knew well they had taken part in no contest, forwarded the money.

"The point is that the people who bit on the circular were more dishonest than the merchant, for he gave pretty close to value received. But the postal authorities held that he was doing business under false pretenses and denied him the privilege of the mails. All such clever schemes for selling cheap jewelry—there were many hundreds of them in operation—have been upset by the Government."

The reason why white sheep eat more than black ones has been definitely settled. There are more of them.

A man may be what he thinks he is without being what he claims to be.

### The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

**3½ Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

### 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.

### SEND US YOUR ORDERS

Will Have Prompt Attention

### Grass Seeds----Field Seeds

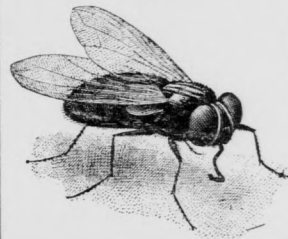
Medium, Mammoth, Alsike, Crimson, Alfalfa, White Clover, Timothy, Blue Grass, Redtop, Orchard Grass, Millet, Hungarian, Buckwheat, Rapeseed, Field Peas, Seed Corn.

**MOSELEY BROS., GRAND RAPIDS, MICH.**

Office and Warehouse 2nd Avenue and Hilton Street.

Telephones, Citizens or Bell, 1217

### "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.

### Golden Essence of Corn

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

**Karo**

**CORN SYRUP**

**The Great Spread for Daily Bread.**

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

CORN PRODUCTS CO., New York and Chicago

## SUCCESS IN PROFESSIONS.

### It Is Frequently Due Largely To Personality.

When a young man sits down with the determination to fix upon one of the leading professions as the one calling in life whereby he is to make his living and perhaps reputation and fortune, even his most marked taste and talent need to be qualified by a careful measurement of his personality. For it is a certainty that in several of the leading professions the mere question of personality dominates all else, to the extent that, no matter what may be the mental and technical equipment of the individual in his profession, a misfit personality will range all the way from a handicap to an overpowering incubus against which nothing will count or avail. And nowhere will this be more apparent as a possibility than in the law, in medicine and in the ministry.

There are lines of work in which the personality of the man is almost obliterated as having no bearing on his work. The literary man, the artist, the journalist and the physicist need nothing of personality so far as concerns figure and presence; ability and intangible force are enough. With the lawyer, the physician and the minister that tangible individuality and personality are easily first in the equipment of a man for his work. Without these he will scarcely find the opportunity to prove his possible worth in brain and heart.

With the spirit of specializing that is developing in the professions of law and medicine, however, there are wider openings in each of these for men of different molds and temperaments. The lawyers in criminal court practice, in the civil courts and in patent and corporation work may present divergences that would not have been possible to the profession twenty years ago. In medicine, too, the sharp line that is drawing between the work of the doctor and of the surgeon is making possible the success of two entirely different types of men in this general field.

In the law it makes all the difference in the world whether the lawyer is addressing a judge or a jury. For this reason, the attorney who may be making a specialty of practice in the criminal courts will need his personality more for the twelve men in the jury box than he could need it addressing a judge sitting in judgment upon points of law and fact. The candidate for the law in criminal practice is essentially the man needing his personality, and that personality should be supplemented by a thorough knowledge of human nature and a considerable knowledge of acting. While there may be a disposition to speak lightly of the lawyer's pleadings in general, it is a fact, nevertheless, that many a life has depended upon the oratorical efforts of the man who makes the last appeal to a jury, whose members he has sized up carefully from his knowledge of men.

In a general way the lawyer type of man may be determined at a glance by the man of the world. He

is distinctly aggressive and by nature argumentative. He is not handicapped by an extreme of modesty, and on occasion he may affect a thick skin with the most natural composure imaginable. His bump of conscientiousness need not be large, save as this conscience is needed in holding him always to the best interests of his client and prompting the reiteration, "right or wrong, my client." A strong voice, a clear enunciation, knowledge of men and of law, and the disposition to "object" as frequently as the judge will permit, should complete the outline of the lawyer characteristics as they appear broadly necessary. In the case of any man who feels the irremediable lack of one or more of these requisites, the possibilities of the law are proportionately discounted. Yet at the same time the civil courts and the several branches of practice that are associated with them allow of specialists entering who could not hope to stem the difficulties of practice in the criminal courts.

In the physician of the successful type the public looks for qualifications that do not at all apply to the surgeon, as he has developed in the last dozen years. In the physician, too, the possibility of specializing in medicine itself has made room for more divergent types of men, although in great measure the specialist is a development of the family physician. He begins in general practice and ripens for his specialty as opportunity offers and as the taste may develop.

Discounting no knowledge that the physician should possess, the type which appeals appropriately to the individual is the antithesis of the type which would appeal to him as good material for his attorney. Aggressiveness is not to be tolerated in the physician. It is a blemish upon him. Composure, a certain distinct reserve that falls short of coldness, a carefully weighed speech, a close attention to a patient's condition and conversation, consideration of the small affairs of life and living as they apply to his constituency, and at all times a never failing tact are essential to the physician who takes up practice in the family.

There are some oddities in the personality of the physician which apply in no other types of men. Frequently one may number among his acquaintances a man who fills the place of a decidedly good fellow; he is good company at all times, he knows men and things, he is square in all his relations with all men, and yet his best friend would revolt at the idea of this man's acting as physician to himself and to his household. The "good fellow" qualification may go a long way with the lawyer, as it may go even with the minister, but it has small consideration as the virtue of a competent physician. Ordinarily the temperament of the "good fellow" is not in keeping at the sick bed; there the virtue of a sympathetic silence may be immeasurably more attractive to the flightiest nature.

On one occasion a well known physician confided to the writer that

he had been suddenly dropped from the post of family doctor in the household of one of the writer's friends. He could not understand why it was so; he had done his best, and he considered that this "best" was the best that any one could have done in the circumstances. Plainly he was troubled. Not long afterward the friend spoke to me of his having dispensed with the services of the doctor, and I asked why he had done so.

"On one occasion my daughter was quite sick and my wife was worried greatly over her," explained my friend. "She sent for the doctor, who came quickly and earnestly enough, but who discovered at a glance that the case could not be of any seriousness. Before he reassured my wife, however, he turned to her and cracked some little joke at her expense, which so jarred upon her that she insists she never wants to see him again."

In the successful specialist who does only an office practice there are wider latitudes in his personality. The circumstances of his practice preclude anything approaching the friendship of his patients in any great numbers. His patient comes for treatment, is given as little time as is necessary to his case, and is dismissed to make place for the next person waiting. In such a man the blunt methods of business may not appear out of place to the average caller; the first impression of the patient is that the time of the specialist is precious and anything on the part of the physician to save time is regarded as wholly natural and admissible.

In the last few years the surgeon's need of a pleasing personality has almost disappeared. The specialist who has established his reputation may operate on a dozen consecutive patients, not one of whom, after recovery, will have remembered seeing his face through the mists of ether and chloroform. Even the friends and relation of the patient are in the attitude of expecting less of sympathy and personal interest from the surgeon; grimness, even, would be tolerated in him where it would be an offense in the physician.

In the college and university professorships less is asked of candidates for the positions than in the professions considered above. Simply that the man's personality shall not border on the objectionable may be enough. He may be as indifferent as possible to his dress and carriage and he may have the most awkward possible mannerisms in class rooms or on the campus. When such a man is once established these eccentricities may even help him, adding zest to his constituency's appreciation.

The minister type of man in a general way is recognized and to be measured by his ability to mix agreeably with all classes, to discover through intuition and tact just how far to do and say those things which will prove the greatest good to the greatest number, and at all times

combining the requisite sound business principles with his doctrines.

Personality with the minister is always of the first consideration. He may be a "good fellow" in many of the denominations and be a better preacher because of it. He may be all things to nearly all men and yet preserve his consistency. He will need force and character, and yet an infinite tact in their expenditure, both in the pulpit and out of it.

In measuring the type of man for the ministry the many denominations offer possibilities for variations. Not long ago in an Illinois congregation the resignation of the minister resulted in the general call for a man to fill the place who would be a crank, hitting out from the shoulder in all his crankiness and in general violating all the conventionalities of the profession. But this has been regarded as a single instance. For the most part the minister of the gospel chooses his profession with more handicap in personality and with a straighter, steeper road to walk than has almost any other man in any other of the chief professions.

H. J. Hapgood.

### Rational Remedy for Nervousness.

The nervous woman, heaven pity her! She makes herself and everybody around her perfectly miserable. Sometimes there is a cause for the nervousness, and then she is to be pitied, and sometimes it is just a habit one gets into of being unreasonable and fussy, and generally looking on the blue side of everything.

When the nervous system gets out of order the whole system lags in sympathy. The digestive system, the liver and the heart all refuse to do their work. Every nervous woman should eat five or six times a day. She should eat three meals, have a lunch between meals, and never omit the warm drink taken just before she goes to bed. Gentle exercise and work are as necessary to the woman with nerves as food and fresh air. An active interest in life will be her salvation, but generally the woman in such a condition thinks she is not interested in a thing in life, so she must keep at work until she develops an interest.

A celebrated physician has said: "If you wish never to be nervous live with reason, have a purpose in life and work for it; play joyously, strive not for the unattainable, be not annoyed by trifles, aim to attain neither great knowledge nor great riches, be not self-centered, but love the good and thy neighbor as thyself. A celebrated and charming actress, whose age it would be rude to chronicle, but who still looks quite young, although she is a grandmother, gives the following prescription for the preservation of youth and beauty: "You must work until you are tired, sleep until you are rested, have plenty of fresh air, live in cool rooms, take a daily sponge bath and eat the simplest food."

The love of the Lord never yet led men to hate one another.

Love may be misunderstood, but it never misunderstands.



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### How To Protect a Patent—Genius Loses by Secrecy.

Jealousy for his ideas and undue suspicion of his fellow man have done more than everything else combined to rob the world of the benefits of genius in his inventiveness. Naturally the man possessed of a great idea is jealous of it and seeks the benefit of it. He has heard stories—many of them true—of the manner in which inventors have been cheated of their rights in discoveries, and if the fear be strong enough in him, he prefers to keep his nursing close and deny the world the possible benefits of it.

"I am a young man of 26," writes a correspondent from a north side Chicago street, "and I have made an invention by which my work, that at present can be done by hand only, could be done about 100 times quicker and cheaper by the use of my invention. I am perfectly clear in my mind how this machine would have to look, but the trouble is I never learned to build machines, and even if I had learned, I would not know what to do in order that I could be sure of getting the benefits of my thoughts. Of course I am willing to split the profit with somebody who does know how, but again I see no way in which to find this Mr. Somebody."

In this letter are indications of more than usual secretiveness on the part of the inventor; he does not even suggest the line of work in which he is engaged. Whatever that may be, however, it is a safe proposition that if he has a machine that will do the work of 100 men in any of the working trades or manufacturing fields, he may command a fortune if he handles the matter judiciously. His secretiveness is against his allowing a person to know enough to advise him intelligently to the point, however, and in only a general way may suggestions be made covering his case and that of others who may be nursing valuable ideas which they are afraid to risk disclosing.

In the case of nearly every great invention the thought has been the thing. When the thought has matured on practicable lines all the rest of the proposition becomes merely the application of material things to complete the material product. It is the purpose and intent of the patent office of the United States to protect the inventor in his thoughts and ideas. Models of a design are not required at all if a drawing will illustrate it. In fact, it is only upon demand of the patent office for some reason that a model need be forthcoming. It is only when application for a patent is filed with the Government that the drawing need be carefully executed in every detail by a skilled draftsman.

In common practice, the man with a useful idea needs to consult a reliable patent attorney. There are 250

of these attorneys in Chicago, for instance, ranking quite as good and quite as bad as do the other members of the general profession who practice in the courts. Among these patent attorneys there is a necessity for references not felt by the average practitioner at the bar and for the best of these there are banks which will stand sponsors for their reliability in almost everything.

In a practical way the one thing to be determined with certainty by the patent attorney is whether or not there are other patents conflicting with a new invention, and it is here that he is of greatest use to the inventor.

Granted that the inventor has found a reputable patent attorney by using his best judgment, as he would need to do were he forced to protect himself from some suit or prosecution in the courts, his ideas are safe. This attorney will have the means for perfecting any drawing of the thing in question, and for the services and fees the cost of the patent will be about \$65, unless some considerable hitch occurs in the process. Ordinarily a fee is not charged for the opinion of the attorney as to the patentability of the idea.

Whatever the design of a distinct innovation, the patent that is procured will cover it fully, as also it will protect the invention against all later designs that differ from the original in only immaterial respects. In this the owner of a patent may not be defrauded of his rights.

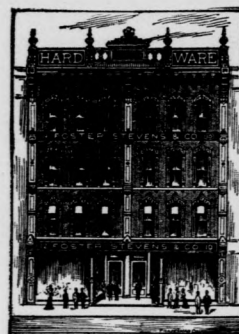
Regarding the thing that may be patented the section of the law applicable since its going into effect in 1898 reads:

"Any person who has invented or discovered any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvements thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law and other due proceedings had, obtain a patent therefor."

In this one paragraph of the patent law the average reader will see at once the urgent need of a skilled lawyer to interpret it, but even beyond this the knowledge of the competent attorney, familiar with the files of the patent office, and in touch with its red tape and formalities, will be almost necessary in securing a patent. Even the patent office itself advises this:

"An applicant or an assignee of the entire interests may prosecute his own case, but he is advised unless familiar with such matters to employ a competent attorney, as the value of patents depends largely upon the skillful preparation of the specification and claims."

In the handling of a patent the same general care and delicacy are re-



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quired as in the drawing up and registering of a deed to a piece of real estate, while the technical points to be considered are a good deal more numerous and less generally known. For instance, if the invention is wholly new, the skillful attorney draws the papers to cover not only the existing model but various possible modifications and changes in form.

The patent office itself gives neither advice nor information to the applicant. "The office can not respond to enquiries as to the novelty of an alleged invention in advance of the filing of an application for a patent, nor to enquiries propounded with a view to ascertaining whether any alleged improvements have been patented, and, if so, to whom; nor can it act as an expounder of the patent law, nor as counselor for individuals, except as to questions arising within the office."

"Of the propriety of making application for patent, the inventor must judge for himself. The office is open to him, and its records and models pertaining to all patents granted may be inspected by himself or by any attorney or expert he may call to his aid, and its reports are widely distributed. Further than this the office can render him no assistance until his case comes regularly before it in the manner prescribed by law."

For the inventor who may wish to push his claims to a discovery into the patent office, the necessity of an attorney will be seen from these quotations from the rules of that office. If the idea is worth a patent, it is worth application to a competent and trustworthy attorney, whose advice may be of immeasurable value to the life of it.

In any case where a man has an idea which good judgment prompts as worth while he can not do better than seek a responsible patent attorney. Let him satisfy himself of the responsibility and honesty of the man or firm; when he has done this he may count upon the safety of his rights in the matter as far as certainties may go in this world of uncertainties.

John A. Howland.

#### Urchin's Trade Secured by Handful of Nails.

Written for the Tradesman.

"My boy," said I to one of the young hopefuls of a large family of youths—six of 'em, and all animate examples of the theory of perpetual motion—"my boy," said I, "why do you always seem to want to go over to that Bridge street hardware store for all your little carpentry supplies that you're always needing in and around the home, barn and chicken house? You once told me you 'bought all your hardware' at that store—why is it?"

"Well, I'll tell you," answered the lad, "it's just this way:

"Mebbe you don't know it but the man that keeps that store is an awful gen'rous man! Why, the fust time I clamped my eyes onto him he gimme a great big handful o' nails. They was a little rusty, but I didn't keer fer that! The man said they got so out in a shed—he didn't know

the roof leaked—and ez folks don't like to buy rusty nails—I s'pose it's 'count o' puttin' 'em in yer mouth, you know—he'd made up his mind to give 'em away to the nice boys what cum in his store.

"'But you didn't know me when I cum here that fust time,' I said to the man.

"'No, to be sure,' sez 'e.

"'Well, then,' sez I, 'how'd you cum to give me a handful?'

"'Cause you're such a nice sort of kid,' sez 'e, 'that I took a shine to you the minute you cum in that door.'

"An' after that I allus traded there.

"The man lets me look at anything I want to in his store every time I go there," the boy continued, "and he lets me tech things, too, with m' hands. Other places they say, 'Don't tech things, little boy, don't tech!' And, of course, that jest makes a feller's fingers itch to handle things—whether he wanted to so awful much at first or not. Why, would you believe it, I know where that man keeps most everything in his store. I ask him about the use of tools and things and he tells me a whole lot about 'em.

"A feller nacherly wants to mind his father, but if he asks me to get my hammers and other stuff to some other store I shall hev to tell him I jest can't do it—the man over on Bridge street's got my trade."

Harry Harris.

#### Knives and Forks.

When we laugh at the Chinese for using chopsticks we have forgotten the fact that knives and forks are a luxury of comparatively recent date. Some three hundred years ago each man had his own knife, and at dinner seized the joint and cut from it such portion as he wished and passed it on to his neighbor, who did the same. The knife then cut the meat into smaller bits, which were put into the mouth with the unoccupied hand.

None of the sovereigns of England had forks until the reign of Henry VII. All, high and low, used their fingers. Hence in the royal households there was a dignitary called the ewer, who, with a set of subordinates, attended at the meals with basins, water and towels. The survival of ewery was evident after forks had come into fashion.

The first royal personage in England who was known to have a fork was Queen Elizabeth, but it is doubtful whether she ever used it. Forks came so slowly into use that they were employed only by the higher classes at the middle of the seventeenth century. About the period of the Revolution, 1688, few English nobleman had more than a dozen forks of silver, along with a few of iron and steel. At length the steel fork came in for general use and was manufactured in Sheffield. At first they had two prongs, but afterwards another prong was added.—New York Herald.

Complexions which come in boxes should be kept there.

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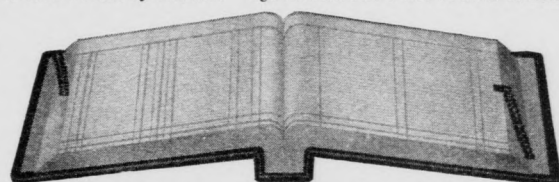
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### The Coming Summer To Be a Low Shoe Season.

Written for the Tradesman.

"Mark my words," said a well-informed salesman in a shoe emporium, "the champagne shades in ladies' low shoes will run themselves into the ground. The mode shades in Oxfords came on the carpet about two years ago and have been steadily gaining in favor ever since among those who strive after bizarre effects.

"Take any style of garment—I care not what it may be—and if it is adopted by the masses at once and 'everybody wears it' its very popularity kills it 'deader than a doornail,' as the old phrase has it. What 'everybody has' is the thing above all others that the 'exclusive dressers' don't want—they 'will none of it.' When these latter pay out their good money for clothes, they want more than the clothes themselves—they want garments and hats and shoes that in no wise border on the ordinary. They want some odd style—not a freak, by any manner of means, but something that would not be likely to be selected by the general run of shoppers—something, in fact, that shall be becoming and at the same time distinctive. It's only the 'cheap' class of shoppers who buy articles that are 'all the rage.'

"To my mind the most stylish young lady in Grand Rapids is an East End girl, whose clothes are such as you see on no other person here. They seem to have been designed for her alone. She buys all her clothes ready made, but always such things as may not be duplicated. Of course, she pays a big price for her piper, but no one else may dance to the tunes he plays. However, as what she buys is always of the best of quality, and is made and finished with the utmost care, and, being 'the only one of its kind in town,' will not be seen on every rag-tag-and-bobtail—I say, having all these advantages, it is really a case of 'six of one and half a dozen of the other,' for this chic young woman can wear her clothes twice as long as other people and still be exceedingly modish.

"But I was talking about the low shoes that are going to be worn so much this summer by the Fair Ones. Whenever I get to talking about that wonderfully stylish young person my tongue simply runs away with me and I find myself spinning out yards about her intensely interesting self!

"White Oxfords and tan Oxfords will be well liked, but will not be worn by the same class of people as the champagne shades. The former are in the nature of necessities and have become almost as staple as black shoes. The white canvas shoes and those of undressed kid, blucher cut, are appropriate with white suits of the tailor-made description. With this combination must be worn white

lisle or silk hosiery. Rich Havana brown undressed kid looks especially well with a white duck or linen costume, in which case the hose should match the kid as near as it is possible to get two dissimilar materials to match.

"The canvas shoes, besides coming in brown and white, are in pink, blue, grey and red, so that almost any color scheme for a toilet may be carried out. Of course, the hose must match these in tint very carefully or there is inharmony. More care, even, must be exercised in the wearing of these last mentioned than in the use of the tan and white shoes; and when I say 'shoes' I am speaking only of the low ones.

"White hose, very fine mesh, are going to be worn with black shoes. These are considered perfectly proper. From this it might be inferred that the contrary is also in good taste; but such is not the case—a black stocking must not be worn with a white shoe. That sounds like an anomaly, but while the former arrangement is pleasing, the latter would be decidedly 'niggery.'

"But, after all is said, there's nothing prettier on a pretty foot than a neat black 'all-over' lace hose in small design and a trim black Oxford, and that is what the best dressed people—the conservative ones—will like the most. The colors are in the nature of a novelty.

"There are dozens of styles of cuts and trimmings from which to select, and she is a maiden of caprice who can not be suited with what the market affords. There are the large and small eyelets, adaptable for self-color ribbon strings or the regular tagged shoe strings, and manifold are the ways in which the eyelets are placed—sometimes in openwork of the leather, sometimes severely plain. Then there are all kinds of soles—thick and thin, corrugated and plain, extension or non-extension, etc., etc. And, as to the heels, their name is legion; they are of all varieties, so that the buyer may elect to be as frivolous as a French woman or as prim and proper as a Puritan maid! I once knew a girl, of the frivolous Frenchy type, who nearly killed herself when the highest of the high heels first came out. She must have some if she broke her precious neck. And her pride was very nearly the cause of her breaking her neck. The very first time she wore the fool things she had to go to an insurance office to pay her brother's premium. The flight of stairs she was obliged to climb were very steep, and entirely covered with strips of iron for preservation of the wood. The girl got up the stairs all right, because she could step on her toes in ascending; but when she essayed to come down it was another story. She had descended but three or four steps when she saw the difficulty that lay before her, and the next thing she knew she was plunging forward. Fortunately her presence of mind did not leave her—if her common sense had fled—and she made a wild clutch at the railing, which she somehow managed to grasp and hang onto. Her

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gyrations were not extremely graceful, but saved her a tumble which would probably have resulted in a frightful fall to the foot of the stairs if not a more serious accident. The lesson she then received pounded some sense into her noddle concerning high heels—some folks have to learn by break-neck experiences.

"Oh, yes, I sell high heels to women who haven't any more intelligence than to wear them, but," and the speaker smiled, "that isn't saying I approve of the little devils—I mean the heels, not the women who wear them!" Philip Warburton.

#### A Day's Trials of a Retail Shoe Clerk.

Last Monday morning I must have met a hoodoo on the way to work, for never, since I have been selling shoes, have I had such a bunch of trouble as in the last few days. It started before I had my coat and hat in the closet. For the first time since I can remember, the boss was at the store at 7 sharp. He generally comes in about 8, and things are pretty well fixed up by then. As it happened, Saturday had been a rush day and evening, and when stock was all up it was just 11:45, and the boss said, "Boys, it's so late we won't sweep up to-night; let it go until Monday." As I was saying, the boss was there when I got in at 7:05, and without even a "good morning," trouble began.

"This is a pretty time to be getting in, with all this cleaning up to do," was my good morning from the old man. I didn't say anything, but went to sweeping. I had about half finished when in came Mr. Brown's little girl with a note asking to have her fitted to a pair of shoes, and enclosing 75 cents. Now, she wears a size 2, and the cheapest thing we had sold for \$1, and as the boss had gone out and the Browns are poor pay, I didn't dare let her have the shoes, so sent her home to tell her mother about it. Just as she went out, in came the boss and I told him about the matter. Then he jumped on me for a fool clerk for not letting her have the shoes, as it was late in the season, and it was time to close out that particular line. I went back to my sweeping, thinking with a start like that things ought to clear up soon, but they did not. I had just finished dusting when the little son of Austin, the other clerk, came in to say that his father was sick and wouldn't be able to come down for a day or two. That capped the climax with the boss, for he had planned to go to Boston that afternoon on business, and as we keep open Monday and Saturday nights, he couldn't go and leave me alone, at least he thought he couldn't. I guess all the dissatisfied customers we ever had showed up that day; there were all kinds of kicks from the woman who had bought a pair of markdowns at 99 cents and was mad clear through because they only lasted six weeks before they needed to be soled, to the old gentleman for whom we make shoes to order who kicked because a pair of waterproof storm shoes would not polish to look like patent colt.

Well, somehow closing time came and I went home cross with myself and everyone else.

About 3 o'clock Tuesday in came Mrs. McKay, the richest woman in town. When I went to wait on her, she asked for Mr. Austin, and after him for the boss. He had just gone to the bank, and she finally decided to let me show her some shoes. Now she has never, to my knowledge, worn anything but a common sense short vamp button shoe, but as she was to go to the wedding of one of her nieces, she wanted something different. I knew what was coming, for she has just such a time every time any of her numerous nieces get married. I spent an hour showing her everything in the store that would fit her, and then she decided she would have a pair same as she always wore. When she went out I counted twenty-six pairs of shoes that she had looked at.

Things went better Wednesday, for Austin was back at work and about the only trying thing I had, beside the man who had always had his shoes made to measure and couldn't see why he couldn't get something just as good for \$3.50, was having to make six trips to carry as many different size shoes to a woman who will not try on shoes in a store and knows she wears a 3 B straight last when she really wears a 4½ D with a lot of swing. Thursday we were rushed all day, and along with our regular supply of fussy people whom you can not leave a minute to get anyone else interested we have several who are just as bad—I mean the kind that want to wait on themselves; they had the stock on the counters all mixed up in a very short time, and then ran wildly round with one shoe of a pair trying to find the mate and chances are it was the one you had just convinced some "fussy" to buy, then you had to get them straightened out or perhaps lose both sales if they happened to believe there was only one pair of shoes made. Friday it rained and it was rubber day all right. The first man I had wanted a pair of rubbers, we only sell Hood's, but when he saw what the make was he started a beautiful row because the last pair of rubbers he had were that make and cracked. I found out after he got cooled off that he had had them a year before it happened. I finally sold him after a twenty-five minute talk, making a profit of six cents on the sale. Next I had a man who wanted a waterproof leather shoe that we would warrant not to wet through. We never warrant leather not to dampen through, and he went out looking for a shoe man who would.

Saturday morning we had our hands full. There is a boys' private school one end of the town and a girls' school at the other. About 9 o'clock in came six or seven girls to look at shoes. It turned out only one girl wanted any, the rest came to help her decide what looked and fitted best. Austin went to wait on them, and just as he was fairly under way trying to show six girls the same shoe at the same instant in came a

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crowd of the boys from the other school. I started to show them some sample baseball shoes which we had come for them and finally had to pull down the whole men's side, as they kept asking to see this or that shoe that was in the window, the whole lot going out to look at the display so as to make eyes at the girls. After about an hour of this, one of the fellows who was pretty "flush" made some remark that offended the girls and out they went saying they would go where they could trade without being insulted, and out went the boys because the girls were gone. I had a pretty good class of trade in the afternoon and evening, but if anyone thinks there is any fun in trying to sell shoes just let him try it.—Boot and Shoe Recorder.

#### What a Merchant Does When He Is Overstocked.

A retail shoe dealer in a large city was talking to the shoe editor recently about carrying large stocks. Said he, "Every spring, when I get to looking over my stock after all the new goods have arrived, I begin to tremble with fear and apprehension."

"I look up and down the shelves and see every carton full. I then go into the stock room and observe that every available foot of space is utilized in storing reserve stock, and when I go to my invoice book and commence to figure up my 'bills payable,' I nearly get gray-headed. I temporarily lose my nerve and begin to imagine all sorts of things."

"How on earth am I going to convert that great stock of shoes into money in time to meet my obligation? And do you know the first thing that strikes me is that I have overbought, and the next thing that comes to me is that I must get busy."

"My rent, clerk hire, insurance, lights, etc., must be paid, in addition to my shoe bills, and I begin to hustle around lively to get the wherewithal to meet my obligations."

"The first thing I do is to advertise. I contract for so much space in the daily papers, and never run the same advertisement twice. I use attractive cuts, and always quote prices."

"I next commence on my windows, and spare no pains or expense to make them attractive, and on each individual shoe I put a price ticket. I change my windows once a week, and have them washed every day."

"I consider an attractive display window a better advertisement than all the newspapers in the city combined."

"I then commence to infuse a little ginger into my clerks. I have what a newspaper would call a 'staff meeting.' I arrange with a prominent cafe to serve a luncheon in a private dining room, and every one in my employ, including the stock-boys and porters, is invited. After we have concluded our lunch, and while we are smoking our cigars, I make them a little speech, somewhat on the 'heart to heart' order."

"I explain the condition of affairs, and impress upon their minds the

importance of hearty co-operation on their part to pull the business through the season successfully. I tell them how much business we did last year, and urge upon them the importance of breaking that record."

"I try to make each one feel that he is a part of the business, and that its success depends upon each one individually."

"After I get through I throw the meeting open and ask those who wish to make suggestions, and you would be surprised at the number of pointers I have obtained in this manner."

"When they have all had their say we adjourn, agreeing among ourselves unanimously that it was good to be there, and the way those boys commence to hustle the next morning is a caution."

"The result can be easily anticipated. We begin to get the people in, treat them courteously, listen to all complaints cheerfully, and what, in my imagination, was a mountain at the beginning of the season turns out to be an insignificant mole-hill, and by the middle of July our spring and summer shoes are cleaned up nicely and we are ready to receive fall and winter goods."

"About the middle of August we have another dinner, more talks and suggestions, etc., and start the fall campaign in a similar manner."

"I have been in the shoe business eight years and have made money each year, and I attribute my success to the fact that I have taken my help into my confidence, more than to any other one factor."

Applied to Country Merchants.

There are a great many points in this talk by the city dealer that the country dealer would be wise to observe, but we will only call attention to a few of them.

First, the question of being overstocked.

If a call were made on ten general merchants in any section of the country, it is safe to say that nine of them would admit being overstocked in the shoe department.

There are various causes for this state of affairs which we will discuss later, but the thing to do now is to try and unload.

They have not the advantage of so much transient trade as has the city dealer and they must labor all the harder to get rid of surplus stock.

#### GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

#### Gas or Gasoline Mantles at 50c on the Dollar

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

#### AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 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



## Are You Satisfied

with your present shoe business or do you want to increase it? If you will become the one dealer in your town to sell

## Skreemer Shoes

you will increase your business—first, because they are better than any other shoes at the same price, and second, we will help you sell them. Our traveling men will tell you all about the shoes and our proposition.

Michigan Shoe Co., Distributors  
Detroit, Mich.

## The Ruling Passion "Tans"

### In Oxfords and High Cuts For Summer Wear

Tans are bound to be the thing this summer. We have a full line—all grades—all styles—all prices—up-to-the-minute in every way. Send us your mail order for prompt service.

#### OXFORDS

813 Men's Russia Calf Blu Ox., Rex Cap Toe, Goodyear Welt, 3, 4 and 5 wide.....	\$2 50
811 Men's Russia Calf Blu Ox., Bronx Cap Toe, Goodyear Welt, 3, 4 and 5 wide.....	2 25
809 Men's Russia Calf Blu Ox., Lenox Cap Toe, Goodyear Welt, 4 and 5 wide.....	2 15
806 Men's Russia Calf Blu Ox., College Cap Toe, Goodyear Welt, 4 and 5 wide.....	1 75
804 Men's Russia Calf Blu Ox., College Cap Toe, ½ D. S., M. S., 5 wide.....	1 50

#### HIGH CUTS

972 Men's Russia Calf Blu Bal, Bronx Cap Toe, Goodyear Welt, 4 and 5 wide.....	\$2 50
966 Men's Chocolate Kid Bal, York Cap Toe, Goodyear Welt, 4 and 5 wide.....	2 50
956 Men's Russia Calf Blu Bal, Lenox Cap Toe, Goodyear Welt, 4 and 5 wide.....	2 15
938 Men's Russia Calf Blu Bal, College Cap Toe, ½ D. S., M. S., 5 wide.....	1 75
923 Men's Russet Grain Blu Bal, College Cap Toe, ½ D. S., M. S., 5 wide.....	1 50

Be up-to-date and carry a line of TANS to meet the demand of your trade. We also carry a swell line of Boys', Youths' and Little Gents' Tan Shoes and Women's, Misses' and Children's Tan Oxford, Ties and Strap Sandals. Don't forget we are headquarters for good things in shoes. Try us and get your money's worth.

C. E. Smith Shoe Company, Detroit, Mich.

Mention this paper when ordering.



The methods employed by the city dealer can be followed on a smaller scale by the country merchant, with proportionately good results.

Some advertising is very essential, and if it is done judiciously, good results will follow.

If there are no daily papers in your town the weekly should be brought into service.

Personal letters are very good also. A mailing list should be kept and letters sent out at least once a month.

Some merchants say they can not afford to advertise. If they regard it as an expensive luxury, they are correct, but good advertising is more in the nature of an investment which yields a larger per cent. of profit than can be estimated. The more over-stocked you are, the more necessary it is to advertise.

And, by all means, make a window display.

It should not be necessary to urge this at all, but it is an actual fact that many merchants in good sized towns, carrying a large stock of shoes, make no effort to display them.

You are not expected to make as elaborate a showing as does the city retailer with a \$50,000 stock, but by all means, stick some shoes in the window.

If you do not wish to go to the expense of putting in expensive fixtures, cheaper ones can be easily installed with very little expense.

The sight of a shoe frequently creates a desire for it in the mind of some one who was not giving the subject any thought, and who really does not need them.

"I attribute my success to the fact that I have taken my help into my confidence, more than to any other one factor."

So spake the city retailer, and it is one of the main things that is overlooked by a great many merchants.

A clerk in a country store is apt to get into a rut and stay there, unless given some incentive to better himself.

If the merchant goes around with a dignified air and never notices a clerk only to find fault with him, he can not expect the help to fall over each other to please him.

Treat them as you would like to be treated if you were a clerk.

If they do anything commendable do not hesitate to tell them so. If one of them makes a particularly hard sale let him know that you appreciate it. If the fellow that puts in the window made a nice showing, tell him so, and have a photograph made to send to your trade paper. If they are good stock-keepers, tell them that is one of the most important branches of the business.

Ask their advice on matters that come up daily. Take them to the sample room with you and let them choose some of the stock.

Treat them like men and you will get much better service out of them, besides feeling more like a gentleman yourself.

If judicious advertising, effective window displays and competent help properly treated will not reduce a

stock to its proper level, there is not much hope for the man who is overloaded.

If this plan is followed out intelligently, and the desired results follow, try and avoid a repetition of the same thing another season.

Do not try to corner the shoe market.—Drygoodsman.

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

Dayton—G. W. Albert is succeeded by G. A. Erbe in the retail grocery business.

Dayton—Grosse & Keppler succeed Wm. H. Grosse, jeweler.

Fort Jennings—Frank Geier, boot and shoe dealer, is succeeded in business by J. H. Geier & Co.

Gomer—Jones & Williams succeed Jones & Hughes in the general store business.

Hamilton—Frank Zimmerman, retail grocer, is succeeded by Anna Zimmerman.

Leipsic—J. W. Guisbert, of the boot and shoe house of J. W. Guisbert & Co., is dead.

Lima—Feltz Bros. & Co., dry goods dealers, have merged their business into a stock company under the style of the Feltz Bros. Dry Goods Co.

Lyonsdale—The general store of C. J. Edwards has been closed on execution.

New Carlisle—M. A. Helvie is succeeded in the furniture business by Doom Bros.

New Philadelphia—Eckert & Ross are succeeded in the grocery and feed business by Wm. J. Wise & Bro.

Old Fort—The hardware and implement business formerly conducted by Miller & Pence will be continued by N. H. Miller in the future.

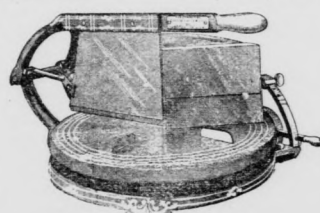
Springfield—Robert Nelson succeeds H. H. Baker & Co. in the grocery business.

Springfield—H. J. Krapp will be succeeded in the grocery business by Wm. White.

Springfield—A. N. Levi, clothier, has removed to Piqua.

Toledo—Porter & Andrews, drug brokers, have formed a corporation under the style of the Porter & Andrews Co.

Cleveland—A receiver has been appointed for the Cleveland Metal Stamping Co.



#### Twelve Thousand of These Cutters Sold by Us in 1904

We herewith give the names of several concerns showing how our cutters are used 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.

## 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.

## 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 Mfg. & Carpet Co. Ltd.  
Petoskey, Mich.

## 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.

## 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

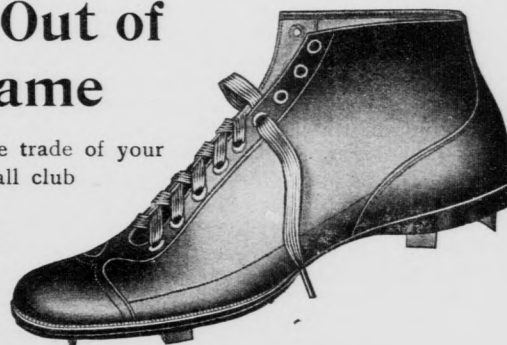
Sizes in Stock

Majestic Bld., Detroit

Everything in Shoes

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

Local and Long Distance Phone M 2226



## WOMAN'S STRATEGY.

## Case of Wife Getting Even With Her Husband.

Written for the Tradesman.

If he hadn't been a "good looking" she never would have given him more than a passing glance; if he hadn't been an Apollo in build she would have looked at him and passed by on the other side; if, as their acquaintance grew, he had not developed certain sterling qualities of mind and heart they would have passed each other as ships that pass in the night; had he been unable to look adown the vista of years and note all along the vista a distinguished ancestor, the pride of his generation, she never would have taken his name; and if he had not found in her "a maiden fair to see," with an ancestor making herself agreeable to his, there would have been no fair June day not yet a twelve month old when they two came down the center aisle of the pretty country church, she in veil and orange blossoms and he conscious of a manly dignity and importance he had never felt before.

Under these unimprovable conditions they had become a harmonious one—every letter of the word a capital—and the pleasant home life which they inaugurated could not and can not be surpassed. The dear friends on both sides were dined and wined. There was no perceptible "cooling" in the reception of his friends and not one of hers ever recorded even mentally the lessening of the hearty hand-clasp which Stukeley Bradford gave her before or after he had a home of his own. The home and what pertained to it was put down as a realized ideal and the world, interested and uninterested, was glad that it had a home model to follow at last.

With such an ancestry and with such surroundings it is not at all surprising that these two idols of social life should recognize each in the other a fitting helpmeet together with the unquestioned—well, fact that each was well mated. It, therefore, followed as a matter of course that each with such an ideal before him or her, as the case might be, should reach certain conclusions in regard to the other side of the establishment, and Mr. Stukeley Bradford, after a few months of wedded life, began to play the Sir Oracle in all matters relating to women in a way which implied emphatically the assertion, "When I speak, let do dog bark!"

"It's funny what queer notions get into a woman's head. With no offense Gladys knows more than ten women combined and yet every once in a while she surprises me with declaring and insisting that hers is the only opinion worth anything in matters she could in no way be supposed to understand. You may not be aware of it but my style of shoe is not at all in harmony with my tout ensemble. There is a lack of --of--a--an incongruity if she may say which doesn't appeal to her! This style of shoe that we fellows run wild over is 'trop grossier' for my physique. It's too suggestive of the common; and you may not be aware

of it, but I've too fine a neck to cover up with these high collars, and I've had a present of a dozen low turndowns!

"I'm having no end of fun with my cigars. You may not know it, but the price I pay for this particular brand is positively ridiculous. On the shoe and collar question one can understand where individual taste might occasionally assert itself; but in the matter of cigars there can be no such thing as distinction. It is purely imaginary. So to let me see that I don't know, I am treated to all sorts and conditions of smoking jobbery. I used to rebel a little at first; but to keep peace in the family—oh, you needn't laugh; you'll know some day what that means!—I take 'em, tear off the 'golden, olden' band, slip the cigar into my vest pocket and whip one I have there into my mouth, light it and like Thompson, the poet, 'all the air is balm!'

'Oh, woman! in our hours of ease, Uncertain, coy and hard to please, And variable as the shade,'—I needn't finish the quotation; but it's a thing I can't understand why it is that, with everything else about them that I wouldn't have changed for the world, when you come to the cigar question they need be always so hopelessly stupid. Of course, intuition has to be taken largely into account for their hitting the right thing so often—my shoes, for instance. My shoemaker says that my instep isn't the one for that kind of shoe and Gladys' instinctive eye detected the incongruity. I suppose, too, that my neck does look better in a collar that shows it, and now warm weather is coming the wing affair is the thing. Oh, it's all right; but why don't they stop when they reach the dividing line. There isn't a lady in the land who wouldn't be shocked out of her shoes if she should be asked to pass judgment on a cocktail. She would resent it as an insult if you should ask her what grade of snuff she considers the best; but let me ask my wife to bring me home a box of cigars, with an affable 'Why, certainly, Stukeley,' she'll go off with her head in the air and come back with a lot of hay that would suggest a glue factory if I should venture to smoke 'em on my back veranda!

"After all, Reg, it's only one failing and that, you know, doesn't count where the rest is all good."

It was a pleasant ending up of a rather threadbare topic and would have ended then and there had not the talk been wafted through the open window near which the almost-a-year bride was at that time writing to a dear friend.

"You wouldn't think, dear, that such a don't-care fellow as Stukeley is and always has been would be fussy about anything; but for some strange reason he has got it into his precious head that women are angels and all that; but when it comes to tobacco we don't know the difference between that and symplocarpus foetidus, that swamp plant with a vile name. I thought at first it was a whim; I know now, it is prejudice—

pure unmitigated prejudice. I've tried it and I know. I met Rockwood Beverly on the street not long ago and I got him to step into a tobacconist's and buy a twenty-five cent cigar for me for Stukeley. I gave it to him after dinner. What do you think that reprobate did? He turned so I couldn't see and put my cigar into his pocket and slipped another from his pocket into his mouth and I saw him give my cigar to the coachman and"—the "and" was twice underlined—"he had the assurance to tell me while smoking his own cigar that I was one of the few women who knew a good cigar when I saw one! If my Jane were writing this she would ask you if that wouldn't jar you! For my own part I can only exclaim, 'What fools he-mortals be!'

With this wound rankling in her breast, the little woman with all the virtues—except one!—went on her way rejoicing and planning a surprise party for her husband's birthday when May should have wasted fifteen days. The personnel would be their wedding party, the dinner should be the best and—and she would see to the cigars! She might be a woman and still know enough to buy cigars for a coachman; but once in her life she—a woman—would buy the cigars for her husband's birthday party and he should smoke them and should praise them!

It was an easy enough matter—the dinner party and its preparation. Novelty is about the only thing and Mrs. Stukeley Bradford had that as one of her leading characteristics. She couldn't be common and so the party from first to last was Gladys Bradford all over. What did bother her for a while was the cigars. This time there was to be no mistake about them and in her dire distress—it amounted almost to that—she went to the 'phone and rang up Rockford Beverly, who in duty bound called that evening.

"I'm awfully glad to see you, Rockford." They were old and tried friends and the familiarity was not undue. "I'm anxious to get some unusually fine cigars for my Thursday evening dinner and as it's going to be a surprise to Stukeley I can't say anything to him about it. He knows that I can't tell a good cigar from a bad one and he won't smoke any that I buy for him. You remember the one you picked out for me one day? Well, he gave it to the coachman!"

"He did!"

"He did. Women are angels; but we can't pick out cigars. You see, Rockford, we are creatures of instinct. When pain and anguish wring the brow we do a lot of ministering; but we don't seem to know anything else. Now I want to get a box of cigars better than Stukeley Bradford has ever smoked—oh, you needn't whistle like that—I know he knows, but I want to get something that will make him stare even if it costs double what it really ought to cost." So there were a laugh and a promise and the cloud-speck faded from Mrs. Bradford's sky.

There might possibly be a better and a merrier birthday party than that fifteenth of May furnished, but not much. There were handsomely gowned women that were fair to look upon and handsome men worthy of the women they led out to dinner. The feast was all that it should be and they certainly made the most of it. There were fun and laughter and all went merry as a marriage bell, and when at last Mrs. Bradford made a move to leave the men to their peculiar dissipation Edith Cadmanader protested that there wasn't any sort of sense in it. For her part she enjoyed the smoke as much as the smoker and without waiting for approval she called for a vote from the women and they voted "aye" to a man!

"Then, Thomas," she said to the servant, "you may bring that box of cigars on the sideboard and pass it to the gentlemen."

"Mr. Bradford thinks I do not know a good cigar when I see it and I want you gentlemen to assure him that I do. Mr. Beverly, my husband considers you a connoisseur. Convince him of his error."

The men didn't look at each other, although there was every reason for it for the box itself was pictured upon every billboard in the city as the finest five-cent cigar on the market! As if that was not enough every cigar in the box had its pretty gilt band confirming the legend on the box cover. Then because it was a birthday party each end of the cigars was tied with narrow blue ribbon.

When the box appeared Bradford's face looked gloomy; as it neared him he grew black; when Thomas, with something like disgust, presented the cigars to his lord and master that person gave one look and with a voice of command in it ordered the things to be thrown into the alley; "and get that box, Thomas, that I've been keeping for some special occasion. These cigars, boys, are some that Mrs. Bradford got and—well, ladies are not 'up' in such things, you know.—Really, Gladys, you oughtn't to expect too much of your guests even if they are old friends."

Mrs. Bradford, however, was adamant. The proof of the pudding was in the eating and cigars came under the general rule. She hoped even her husband would be willing to try the cigars. She would excuse them if they found them unsmokable; and so with much ado in removing the gilded bands and the ribbons, Rockford Beverly lighted his cigar and drew his first whiff. The interest manifested by the rest of the party could not have been greater had it been a matter of life and death. Stukeley Bradford, with staring eyes, watched the coming smoke. It rose with a blue that made him look from the rising curls to the rich brown leaf his own hand held. By that time the aroma greeted him and still in doubt he raised the despised cigar to his nose. The odor was reassuring and then with wonder in his face he fairly glared at the unoffending weed in his hand.



The lettered label came within his field of vision and then his sky brightened. Through the gathering smoke he saw clearly. Then with a deliberation not often his he pierced the cigar, took the lighted match from Thomas and was soon drawing such supreme enjoyment from that cigar as he had never known before.

Then there was a laugh, if it can be called that. Stukeley Bradford laughed, too, with a heartiness that the rest hardly expected. When the mirth had somewhat subsided, he rose and said, "Ladies and gentlemen, I'm up against it, as man must ever be where woman is concerned. I acknowledge my fault and my sin is ever before me. I have always said that the lady at the end of the table there had all the virtues of the angel except one. I believed so and was honest in my belief. I am glad to stand corrected. She's the whole thing and I'm the little dog under the wagon. It is not to be disputed that her price is far above rubies. Many daughters have virtues, but she excelleth them all. 'Give her of the fruit of her hands; and let her own works praise her;' but for all that, Mr. Rockford Beverly, I'm going to get even with you;" and he did.

Richard Malcolm Strong.

#### Extemporizing a Cipher.

When Wall Street first caught the fever for "industrial combinations" and began the reorganization of everything in sight, one of the votaries of high finance found himself in Chicago in extreme need of communicating with his New York office.

He had almost completed an arrangement for the consolidation of several Western enterprises, but in order to get the final authority he needed from New York he must explain all he had done by wire to his partners.

There was no time to write. He had no cipher code. For a long time he tried to think out some way to send the information so that it would be plain to his partners and meaningless to anyone else. His secret was a valuable one, and once sent over the wire might be sold out to his rivals in Wall Street for a large sum.

At last he decided to take the chances in plain English. Accordingly he wrote the message and gave it to his assistant to send.

Half an hour later, when the assistant came back, he asked him if he had sent it.

"Not just that way," said the clerk. "I rewrote it, the first word on a Postal blank, the second on a Western Union, and so on. I sent half by each company, and neither half meant anything. Then I sent a second message by one line, saying, 'Read both messages together, alternating words.'"

A banker should be careful to word all his letters in a courteous manner. Politeness resembles water in the fact that, although cheap, it is exceedingly valuable, and like water, it helps one to swallow the unpalatable.

Heaven helps the man who helps the other fellow.

## Hardware Price Current

AMMUNITION					
Caps					
G D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	60				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	3 00				
No. 32 short, per m.	5 00				
No. 32 long, per m.	5 75				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 60				
No. 2 Winchester, boxes 250, per m.	1 60				
Gun Wads					
Black Edge, Nos. 11 & 12 U. M. C.	60				
Black Edge, Nos. 9 & 10, per m.	70				
Black Edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg.	4 90				
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60				
Shot					
In sacks containing 25 lbs					
Drop, all sizes smaller than B.	1 85				
Augurs and Bits					
Snell's	60				
Jennings' genuine	25				
Jennings' imitation	50				
Axes					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	7 00				
First Quality, D. B. Steel	10 50				
Barrows					
Railroad.	15 00				
Garden.	33 00				
Bolts					
Stove	70				
Carriage, new list.	70				
Plow.	50				
Buckets					
Well, plain.	4 50				
Butts, Cast					
Cast Loose Pin, figured	70				
Wrought, narrow.	60				
Chain					
1/4 in 5-16 in. 3/4 in. 1 1/2 in.					
Common.	7 c.	8 c.	8 c.	4 1/2 c.	
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 c.	
BBB.	8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/2 c.	
Crowbars					
Cast Steel, per lb.	5				
Chisels					
Socket Firmer.	65				
Socket Framing.	65				
Socket Corner.	65				
Socket Slicks.	65				
Elbows					
Com. 4 piece, 6 in., per doz.	net.	75			
Corrugated, per doz.	1 25				
Adjustable	dis.	40 & 10			
Expansive Bits					
Clark's small, \$18; large, \$26.	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
Files—New List					
New American	70 & 10				
Nicholson's	70				
Heller's Horse Rasps.	70				
Galvanized Iron					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis.	17			
List 12 13 14 15 16 17					
Discount, 70.					
Gauges					
Stanley Rule and Level Co.'s	60 & 10				
Glass					
Single Strength, by box	dis.	90			
Double Strength, by box	dis.	90			
By the light	dis.	90			
Hammers					
Maydole & Co.'s new list.	dis.	33 1/2			
Yerkes & Plumb's	dis.	40 & 10			
Mason's Solid Cast Steel	30c list	70			
Hinges					
Gate, Clark's 1, 2, 3.	dis	60 & 10			
Hollow Ware					
Pots	50 & 10				
Kettles	50 & 10				
Spiders	50 & 10				
Horse Nails					
Au Sable	dis.	40 & 10			
House Furnishing Goods					
Stamped Tinware, new list.	70				
Japaned Tinware	dis.	100 & 10			

Iron		rate
Bar Iron	2 25	
Light Band	3 00	
Knobs—New List		
Door, mineral, Jap. trimmings	75	
Door, Porcelain, Jap. trimmings	85	
Levels		
Stanley Rule and Level Co.'s	dis.	
Metals—Zinc		
600 pound casks	8	
Per pound	8 1/2	
Miscellaneous		
Bird Cages	40	
Pumps, Cistern.	75 & 10	
Screws, New List	85	
Casters, Bed and Plate	50 & 10 & 10	
Dampers, American.	50	
Molasses Gates		
Stebbins' Pattern	60 & 10	
Enterprise, self-measuring.	30	
Pans		
Fry, Acme	60 & 10 & 10	
Common, polished	70 & 10	
Patent Planished Iron		
"A" Wood's pat. plan'd, No. 24-27.	10 80	
"B" Wood's pat. plan'd, No. 25-27.	9 80	
Broken packages 1/2 c per lb. extra.		
Planes		
Ohio Tool Co.'s fancy.	40	
Sciota Bench	50	
Sandusky Tool Co.'s fancy.	40	
Bench, first quality.	45	
Nails		
Advance over base, on both Steel & Wire		
Steel nails, base	2 35	
Wire nails, base	2 15	
20 to 60 advance.	Base	
10 to 16 advance.	5	
8 advance	20	
6 advance	30	
4 advance	45	
2 advance	50	
Fine 3 advance	50	
Casing 10 advance	15	
Casing 8 advance	25	
Casing 6 advance	35	
Finish 10 advance	25	
Finish 8 advance	35	
Finish 6 advance	45	
Barrel 1/2 advance	85	
Rivets		
Iron and tinned	50	
Copper Rivets and Burs	45	
Roofing Plates		
14x20 IC, Charcoal, Dean	7 50	
14x20 IX, Charcoal, Dean	9 00	
20x28 IC, Charcoal, Dean	15 00	
14x20, IC, Charcoal, Allaway Grade.	7 50	
14x20 IX, Charcoal, Allaway Grade	9 00	
20x28 IC, Charcoal, Allaway Grade	15 00	
20x28 IX, Charcoal, Allaway Grade	18 00	
Ropes		
Sisal, 1/2 inch and larger	9 1/2	
Sand Paper		
List acct. 19, '86	dis	50
Sash Weights		
Solid Eyes, per ton	28 00	
Sheet Iron		
Nos. 10 to 14	3 60	
Nos. 15 to 17	3 70	
Nos. 18 to 21	3 90	
Nos. 22 to 24	4 10	
Nos. 25 to 26	4 20	
No. 27	4 30	
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10	
Shovels and Spades		
First Grade, Doz	5 50	
Second Grade, Doz.	5 00	
Soldier		
1/4 @ 1/2	21	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
Squares		
Steel and Iron	60-10-5	
Tin—Melyn Grade		
10x14 IC, Charcoal	10 50	
14x20 IC, Charcoal	10 50	
10x14 IX, Charcoal	12 00	
Each additional X on this grade, \$1.25		
Tin—Allaway Grade		
10x14 IC, Charcoal	9 00	
14x20 IC, Charcoal	9 00	
10x14 IX, Charcoal	10 50	
14x20 IX, Charcoal	10 50	
Each additional X on this grade, \$1.50		
Boiler Size Tin Plate		
14x56 IX, for Nos. 8 & 9 boilers, per lb	13	
Traps		
Steel, Game	75	
Oneida Community, Newhouse's	40 & 10	
Oneida Com'y, Hawley & Norton's.	65	
Mouse, choker, per doz. holes	1 25	
Mouse, delusion, per doz.	1 25	
Wire		
Bright Market	60	
Annealed Market	60	
Coppered Market	50 & 10	
Tinned Market	50 & 10	
Coppered Spring Steel	40	
Barbed Fence, Galvanized	2 75	
Barbed Fence, Painted	2 45	
Wire Goods		
Wright	80-10	
Screw Wyes	80-10	
Hooks	80-10	
Gate Hooks and Wyes	80-10	
Wrenches		
Baxter's Adjustable, Nicked	30	
Coe's Genuine	40	
Coe's Patent Agricultural, Wrought	70 & 10	

## Crockery and Glassware

STONEWARE		
Butters		
1/2 gal. per doz.		48
1 to 6 gal. per doz.		6
8 gal. each		56
10 gal. each		70
12 gal. each		84
15 gal. meat tubs, each		1 20
20 gal. meat tubs, each		1 60
25 gal. meat tubs, each		2 25
30 gal. meat tubs, each		2 70
Churns		
2 to 6 gal. per gal.		6 1/2
Churn Dashers, per doz		84
Milkpans		
1/2 gal. flat or round bottom, per doz.		48
1 gal. flat or round bottom, each		6
Fine Glazed Milkpans		
1/2 gal. flat or round bottom, per doz.		60
1 gal. flat or round bottom, each		8
Stewpans		
1/2 gal. fireproof, bail, per doz		85
1 gal. fireproof bail, per doz		1 10
Jugs		
1/2 gal. per doz.		60
1/4 gal. per doz.		45
1 to 5 gal., per gal.		7 1/2
Sealing Wax		
5 lbs. in package, per lb.		2
LAMP BURNERS		
No. 0 Sun		31
No. 1 Sun		38
No. 2 Sun		50
No. 3 Sun		85
Tubular		50
Nutmeg		50
MASON FRUIT JARS		
With Porcelain Lined Caps		
	Per gross	
Pints		5 00
Quarts		5 25
1/2 gallon.		8 00
Caps.		2 25
Fruit Jars packed 1 dozen in box.		
LAMP CHIMNEYS—Seconds		
	Per box of 6 doz.	
Anchor Carton Chimneys		
Each chimney in corrugated tube		
No. 0, Crimp top		1 70
No. 1, Crimp top		1 75
No. 2, Crimp top		2 75
Fine Flint Glass in Cartons		
No. 0, Crimp top		3 00
No. 1, Crimp top		3 25
No. 2, Crimp top		4 10
Lead Flint Glass in Cartons		
No. 0, Crimp top		3 30
No. 1, Crimp top		4 40
No. 2, Crimp top		5 00
Pearl Top in Cartons		
No. 1, wrapped and labeled.		4 60
No. 2, wrapped and labeled.		5 30
Rochester in Cartons		
No. 2, Fine Flint, 10 in. (85c doz.)		4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)		7 50
No. 2, Lead Flint, 10 in. (95c doz.)		5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)		8 75
Electric in Cartons		
No. 2, Lime, (75c doz.)		4 20
No. 2, Fine Flint, (85c doz.)		4 60
No. 2, Lead Flint, (95c doz.)		5 50
LaBastie		
No. 1, Sun Plain Top, (\$1 doz.)		5 70
No. 2, Sun Plain Top, (\$1.25 doz.)		6 90
OIL CANS		
1 gal. tin cans with spout, per doz.		1 21
1 gal. galv. iron with spout, per doz.		1 21
2 gal. galv. iron with spout, per doz.		2 11
3 gal. galv. iron with spout, peer doz.		3 11
5 gal. galv. iron with spout, per doz.		4 11
3 gal. galv. iron with faucet, per doz.		3 75
5 gal. galv. iron with faucet, per doz.		4 75
5 gal. flitting cans		7 00
5 gal. galv. iron Nacefas		9 00
LANTERNS		
No. 0 Tubular, side lift		4 65
No. 2 Tubular		6 40
No. 15 Tubular, dash		6 50
No. 2 Cold Blast Lantern		7 75
No. 12 Tubular, side lamp		12 60
No. 3 Street lamp, each		3 50
LANTERN GLOBES		
No. 0 Tub., cases 1 doz. each, bx. 10c.		50
No. 0 Tub., cases 2 doz. each, bx. 15c.		50
No. 0 Tub., bbls. 5 doz. each, per bbl. 20		50
No. 0 Tub., Bull's eye, cases 1 dz. each		25
BEST WHITE COTTON WICKS		
Roll contains 32 yards in one piece.		
No. 1, 3/8 in. wide, per gross or roll		25
No. 2, 1/2 in. wide, per gross or roll		30
No. 2, 1 in. wide, per gross or roll		45
No. 3, 1 1/2 in. wide, per gross or roll		85
COUPON BOOKS		
50 books, any denomination		1 56
100 books, any denomination		2 50
500 books, any denomination		11 50
1000 books, any denomination		20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.		
Coupon Pass Books		
Can be made to represent any denomination from \$10 down.		
50 books		1 50
100 books		2 50
500 books		11 50
1000 books		20 00
Credit Checks		
500, any one denomination		2 00
1000, any one denomination		3 00
2000, any one denomination		5 00
Steel punch		10 00



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

Special Correspondence.

New York, April 22—Each year seems to see more concerns closing from Good Friday to Monday, and 1905 is no exception. In the coffee trade the Exchange will open Monday, and meantime there is little to chronicle. Business is of a limited character, and neither buyer nor seller seems to take much thought of the conditions. At the close Rio No. 7 was quoted at 75¢@77¢. Mild grades are practically without change, and this applies as well to East India sorts.

The sugar trade is even more closely closed than the coffee market, and our report is for only a part of the week, and during this time there was simply an average amount of business done, although there is seemingly a stronger feeling, and when we have some real summer weather, such as we have already had a touch of, there will no doubt be a comparative "scurry" in sugar.

Prices of tea have been well sustained, and while the demand has been better than during some recent weeks there is still room for improvement. Orders continue for small lots, and the only thing to do is to "remain hopeful." In the meantime the owners of packet brands report a pretty good trade and seem to be making weekly enlargements to their field of operations.

Mighty little interest is shown by would-be buyers of rice. They simply take enough to "last over Sunday" and seem to be content therewith. While markets at the South are reported fairly active, conditions here are just the reverse, and there seems no immediate prospect of anything better.

Spices continue without change. Pepper shows more activity than any one article and quotations are firm. Other spices are unsteady and might be said to tend to a lower basis. Trading for two days is almost suspended.

The situation in molasses is unchanged. Prices are firm, and as the supply is by no means ample the outlook is for a favorable condition for the seller for some time to come. Good to prime centrifugal, 16¢@26¢. Syrups are steady and without change in any respect.

The canned goods situation continues dull and so far as tomatoes go there is no business being done in futures. Offers of buyers are so low that packers are not at all inclined to book the same. Spots are fairly firm at about 65¢ delivered. Some future corn has sold at 70¢@80¢, but spot corn, as well as peas, seems to languish. Salmon shows some improvement, and it is believed that matters will soon be in good shape in this market.

Butter seems to have reached high water mark, and the turn, while not especially noticeable, is "on the way."

Supplies are becoming rather more ample and are now about equal to the demand, although if rates were not so high there would be much more call. Best Western creamery, 33¢@33½¢; seconds to firsts, 31¢@32½¢; imitation creamery, 25¢@29¢; factory, 21¢@24¢; renovated, 26¢@29¢.

Old cheese has moved with a degree of freedom this week and is now pretty closely cleared up. Top grades are worth 14½¢. Little new cheese has yet come to hand, although receipts are likely to show a great increase within a fortnight.

Eggs are firm notwithstanding the large receipts, and the top grades are especially firm. Best Western are moving at 18¢@18½¢; regular pack, 17½¢, and from this down to 14½¢.

### Department Heads of the Fleischmann Co.

Cincinnati, April 22—The Fleischmann Co. formally announces its list of officials and department heads for the benefit of commercial circles. In the choice of departmental heads the preference invariably fell on those of many years' experience in the business, insuring a continuance of the same complete business administration which has marked the growth of the Fleischmann interests. Mayor Fleischmann, the head of the Fleischmann interests for years, is President; Col. Max. C. Fleischmann is First Vice-President, and Jacob P. Baiter is Second Vice-President, with headquarters in New York. Mr. Baiter has charge of the Eastern division of the yeast department. Henry J. Kettenbach is announced as General Secretary, also having charge of the Eastern division of the liquor department of the corporation. Caspar H. Rowe, whose official connection with the Market National Bank is well known, is the Treasurer, and is in charge of the Western division of the liquor department. These, with Dr. C. L. Holmes, who was a son-in-law of the late Senator Charles Fleischmann, and George McGloughlin will compose the Board of Directors. Mr. McGloughlin will have charge of the Western division of the yeast department. Charles J. Christie is Assistant Secretary of the corporation. The Fleischmann Co. has notified its army of agents that so far as the individual and physical attributes of the business are concerned, there is absolutely no change made or apprehended. The Fleischmann Co., by the way, is said to employ more agents than any corporation in America, possibly in the world.

Sleepy Eye is money back flour.

### ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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DR. WILLARD M. BURLESON

Rectal Specialist

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## The Surest Way

to bring new trade to your store is to put in a line of

### Hanselman's Candies

We have customers who say that our line of candies has increased their trade 100 per cent., besides bringing them new customers for other goods. Did you ever try 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 selling poor candy.

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

## S. B. & A. Chocolates

ALMOST EVERYWHERE

Manufactured at

Traverse City, Mich.

## Every Cake

FAO-SIMILE OF



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

**Fleischmann & Co.,**

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



# A Chapter from Sweet Sixteen's Guide Book.

Written for the Tradesman.

Don't flirt.  
Don't use slang.  
Don't fail to be always tidy in appearance.  
Don't ever shirk a duty.  
Don't chew gum except in the privacy of your own room.  
Don't whisper or appear restless in church.  
Don't crowd the bargain counter unless you are prepared to buy.  
Don't waste your opportunities and regret it ever afterward.  
Don't monopolize the sidewalk. You are entitled to only a small part of it when meeting others.  
Don't speak of your friends' faults.  
Don't select your friends because of the clothes they wear or the avenue on which they live.  
Don't acquire a shrill, sharp tone in conversation.  
Don't strive to be conspicuous in dress or manner.  
Don't marry a man more than eight years your senior.  
Don't think every man who treats you politely is in love with you.  
Don't marry for money. Riches take wings and fly in a night.  
Don't assume "mannish" airs. A masculine woman is as disgusting as an effeminate man.  
Don't forget that this day and age hold wonderful possibilities for woman.  
Don't marry a man who never admits he has made a mistake. As a husband he would be intolerable.  
Don't think you know more than your mother. She has a fund of knowledge and experience it will take you years to acquire.  
Don't don your best and walk the streets unless you have business there. Never go just to be "seen of men."  
Don't marry against your parents' wishes. Nine times out of ten it results disastrously.  
Don't treat with scorn the expressions and wishes of your younger brothers and sisters. You may be the anchor that holds them safe at home.  
Don't reserve your pleasantest words and sweetest smiles for strangers. Nowhere will they be more appreciated than right in your own home.  
Don't forget that you should be your father's pride, your mother's joy and a ray of sunshine to all around you.  
Don't whisper at a concert or entertainment except between the numbers on the programme. For your own self-respect give attention, whether you are interested or not.  
Don't speak of calling at Smith's or spending the evening at Brown's. Nothing stamps the ill-bred woman more surely than such remarks. Say Mr. Smith's or Mrs. Brown's.  
Don't excuse yourself in any rudeness of manner or speech by saying, "Everybody does it." The world will always be full of rude, uncultivated people and you should not take them for your models.  
Don't allow selfishness to creep in

to your heart. Selfish women are always unlovable.

Don't fail to always treat the aged with respect.

Don't betray a confidence. Bury it in your heart. It is your friend's secret, not yours.

Don't be vain if you are beautiful, or morose if plain of feature. A loving heart and beautiful life will illumine the plainest face.

Don't keep anything from your mother. A girl will not go far astray with her mother as her confidante.

Don't appear to notice deformities or unattractive forms or faces. God gave them to the unfortunates and their burden is heavy enough at the best.

Don't encourage a young man in any bad habit. It may seem innocent and harmless now but may end in ruin later on.

Don't hesitate to do what you know to be honorable and right. Even those who may laugh will respect and admire you for it.

Don't fail to paste this on your mirror, where you may read it every day.  
Barbara.

A Spanish proverb says that "He who makes himself all sugar, the flies will eat him up;" but another observes, "He who makes himself all vinegar will never catch any flies."

Make any one think he has been clever or agreeable, and he will think you have been so.



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 handits. If so, merely send us your name and we will write you regarding it when ready for distribution.

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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.

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Special Machine Made

1 1/2, 1 3/4, 2 in.

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

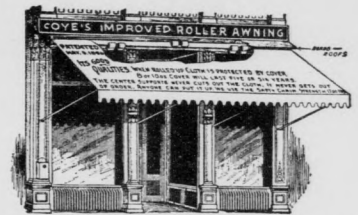
Order a sample set, if not satisfactory you may return at our expense.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

## 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

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Established 1881.

Cash Capital \$400,000.

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Assets \$1,000,000.

Losses Paid 4,200,000.

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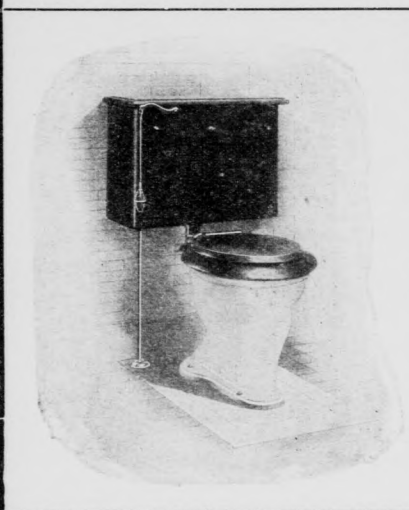
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Agents wanted in towns where not now represented. Apply to

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## 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



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Senior Counselor, Thomas E. Dryden; Secretary and Treasurer, O. F. Jackson.

### Aiding and Inspiring Salesmen To Get More Orders.

Salesmanship is high art. The true artist owes much to ancestry, but more to hard work and study.

In every man will be found at least a spark of genius, but rarely does one discover himself; really learn his own points of excellence through self analysis.

All who enter the field are not artists in salesmanship, yet many possess this peculiar talent in a wonderful degree without realizing their power.

Salesmanship in its broadest definition includes every act in the conduct of a business enterprise which attracts the favorable attention of the trade and aids in the sale of merchandise at a profit.

Business is conducted for profit, therefore salesmanship is the most important factor in success, and as such is worthy of our most careful analysis and best thought.

Every attempt to make good salesmen better and poor salesmen good should receive substantial endorsement from every employer who wishes to secure the best returns on his investment.

If all the world's thought could be brought into one great mind and there pass through the usual processes, the resultant judgment would be perfect. With such a mind in control of an enterprise, there would be no error in selection and competition would not long survive a contest.

Fortunately or unfortunately, our power of forming correct judgment of men or events is extremely limited in all cases, but it is more limited with some persons than with others. He who wishes to broaden his understanding will be anxious to at least learn another's limit, by learning his thoughts.

In salesmen much valuable material is lost, much effort wasted through lack of intelligent direction and support.

I contend that the fountain head of the salesmanship of salesmen is in the house itself, and through failure to grasp the mightiness of the truth that "Salesmanship begins at home," many otherwise excellent business men have made absolute failures of attempts to establish a trade for themselves, have abandoned their independent enterprise entirely or struggle along in the rear of the procession, blaming competition or other conditions.

Many employers grow almost desperate in their efforts to secure a

corps of good salesmen who can make it pay, never realizing that much of the fault is due to their narrowness and lack of ability in management.

Some men are well qualified in some departments of trade who are utterly incompetent in others.

In the work of salesmen, the most important feature in the whole organization lies in the selection of a thoroughly competent enthusiast to teach salesmen the talking point of his goods, to impart to them a share of his superabundant energy and spirit, to sustain and encourage them in their every effort. Not more than one house in fifty has a strong man of this type.

Knowing things and teaching them are widely different. A man who knows less, but can teach what he knows, is worth more to a house than a mere man of knowledge.

All salesmanship is but teaching—teaching goods. The manager of salesmen must learn to teach his men in such a manner that they may go forth and teach the trade with equal effectiveness, and right here lies the very core of salesmanship.

The better the mettle in a salesman the more ready will he be to accept instruction and advice from the right man.

The true authority of the manager rests on the quality of his work and his skill in performance. If he can do his work better than those subject to his rule, they obey without question. If he is a bungler all the written decrees in the world will not make him strong.

The greatest teachers in the world's history were enthusiasts and believed in the truth of their teachings.

An essential in teaching goods is to learn the truth about them and to learn the whole truth. This should primarily be the duty of the house manager, who must not only learn the facts but he must be capable of expressing them in clear understandable language.

Let him place before him a sample of the article he wishes to sell, and write a description of it, the price, the cost, the profit it yields, every advantage in quality and usefulness. Let him compare it with similar articles and develop reasons for the buyer's preference for the merchandise he is describing.

Now, going a step farther, let him outline a method by which his salesmen can effectively present it to his customers and then advance ideas for display and sale by the retailer; in fact, he should write a short history of the goods from the raw state until it reaches the hands of the user.

When everything is written and all his ideas framed into words, then let him crystallize his work by putting all his talking points into print.

There is wonderful power in the printed page. We have all come to regard the printed statement as being authoritative. We can never shake off the impression that if printed it must be true. Print it and it takes on a certain forceful permanence; makes a thought a thing.

Always use the best paper, the best ink, the best printing and the best

style obtainable. It is cheaper than cheap printing, because it carries the idea of quality in the goods advertised. We are prone to determine the quality of persons by the quality of their garments, and so with printing.

When you print a price-list, print "pictures" in it. Added to a description it doubles the power of the advertisement.

Good advertising, good printing and plenty of it, if only for its stimulating effect on the salesmen, will pay a thousandfold. Distribute it among one's customers and it augments the power of his salesmen, yet, stronger in a sense than either, is its effect upon the manager of the salesmen, the one who writes it.

Enthusiasm is the one thing that a director of salesmen must maintain within himself at all hazards, and in the expression of a thought in words, and especially in printed words, lies the keynote to the development of the enthusiasm which involves the thought or conception.

The human mind is susceptible of being moved in desired directions by certain mechanical processes.

Unexpressed thought is vague, indefinite, without positive force; put the thought into words and it immediately becomes a positive power, which, although being thrown out from us, yet in reaction so intensifies the original impression that it causes it to become a center of influence to which we yield almost unconsciously. It governs our actions and imparts its energy to those with whom we come in contact.

If, by a mechanical process just described, we can make ourselves enthusiastic over an article of merchandise, we have generated within us something that sells goods, and by communicating its power to others, makes them sell goods.

The intensified thought is earnest in character and earnestness is effectually persuasive in all human relations.

Rationally controlled, this self-generated enthusiasm does not strain nor

consume, it does not deplete but augments the mental power and increases the reserve of outgoing force.

In the experience of every advertiser will be found illustrations of the power of conviction. If he believes in the worthiness of the article he advertises, his work will be effective. If he does not, his advertisement is not convincing, try as he may to make it so. W. N. Aubuchon.

A man may have a place for everything and everything in its place and yet not be able to place in just which place everything is placed.

## 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.

## 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

## FOOTE & JENKS

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

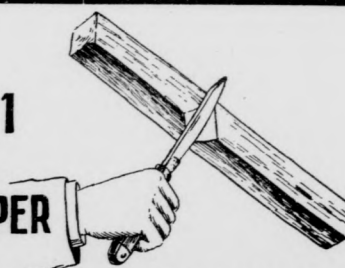
Sold only in bottles bearing our address

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

Foot & Jenks  
JACKSON, MICH.

COLEMAN'S  
HIGH FOOTE & JENKS CLASS  
EXTRACTS

## 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.



### Gripsack Brigade.

No man can rise who slights his work.

It's the man of "go" who gets the "dough."

Work small opportunities and make them large.

It doesn't pay to be jocose with a customer until you know him well.

Don't be too insistent on stopping work when the regular day's task is finished.

This is a give-and-take sort of a world. Try to give a little more than you take.

Nothing is so contagious as enthusiasm. It is the genius of sincerity and no victories are won without it. No personal charm of manner on your part is going to land a customer when it becomes apparent to him that you don't know your business.

Traveling men of the "old school" refuse to familiarize themselves with the advertising proposition. For the most part they are men who have been on the road for years, have become acquainted with the trade, and rely wholly on old-time methods of personal touch-and-go talk and bluff to sell the goods. Their ideal is to "load up" the customer without considering the chances against his "making good" on an over-stock, let alone the need of devising advertising schemes that will enable him to "move the goods." The salesman of the future must differ materially from the salesman of the past in this respect. He must keep in close touch with the advertising department of his concern, reporting on local advertising as well as trade conditions, and taking his cue from suggestions by the advertising, as well as the sales, manager.

The fat drummer leaned over the desk, and grabbing the first piece of paper he could lay hands on, began to figure up his expense account for the day. The slip happened to be a "call" blank, and he began penciling his figures in the 3:30 column. First he jotted down 1.50 for buggy hire; then 15 cents for stamps, 35 cents for car fare, 1.60 for express charges, 1.10 for telegram, 50 cents for trunk straps, 5 cents for a paper, and a quarter for messenger. Down at the bottom, as an afterthought, he put 40, and wrote "beer" after it. Well, at half-past three in the morning there was trouble, and plenty of it. The night clerk supposed, of course, that the calls had been left in the ordinary way, and while he was a little surprised that so many guests should want to get up at such an unearthly hour, he told the boys to wake Nos. 150, 15, 35, 160, 110, 50, 5 and 25, and carry a quart of beer to No. 40, which happened to be occupied by a Methodist minister.—That's all!

Jackson Patriot: About fifty of the members of the United Commercial Travelers, of whom there are nearly 150 who reside at Jackson, attended the morning service at St. Paul's church Sunday. The subject of the sermon preached by Rev. R. E. Macduff was the one included in his series of Lenten subjects, but it

was adapted to an audience of traveling salesmen. The subject was, "The Social Problem and Christian Ethics." By the social problem was meant chiefly, as estimated by popular opinion, the struggle between capital and labor, between the employer and the employee. The chief cause of the unrest between the two was that each considers that he is right and that the other is wrong. The general impression is that greed is pitted against possible ignorance. The man with genius and vim who is able to organize and use capital for the benefit of the community and for himself is justly entitled to a comfortable profit, yet he has no right because of his position to impose upon the man who produces by giving him niggardly wages. All that the employer may legitimately yell his own he has a right to take and the wage earner is also entitled to his. The laborer owes something to the employer for the opportunity he affords for labor; this is a great deal and the laborer should not forget that point. The laborer has the right to a just and equitable profit on his labor. The man who by work, persistence and thought through a course of years has skilled himself so that he can produce greater profits for the employer is entitled to generous wages. An important phase of the problem as he viewed it was the unequally educated sides of society. One side persistently and with the greatest forces of their being attend to the schools; the other as persistently attend to the streets, and acquire that which is debasing, impoverishing to morals and to body. Universal compulsory education was the remedial thing which he advocated—education which was not only nominally but literally compulsory, the schools to be given the support of a healthy public sentiment, to the end that both the employer and the employee will be roundly educated, so that there will be inculcated in the very beginning the disposition for a square deal. Greed will be educated into shame of its own inordinate greed and ignorance will be educated to a point enabling it to feel a shame for its own unfitness. Viewed from the standpoint of Christian ethics or moral philosophy, there was no just way of settling the matter except on the basis of justice and absolute righteousness. The speaker sketched the plan of the Colorado Fuel & Iron Co., which was adopting a system of education for a business advantage. The company employs about 17,000 hands representing families aggregating 80,000 people, some of whom were the lowest of foreigners living in ignorance and squalor. The educational plan has made them clean and decent. The company provides sanitary houses, reading rooms, libraries, schools and churches, hospitals and music, places of amusement, theaters, etc., without a reduction of wages. All this has been done not from a philanthropic standpoint, but for purely business reasons. It seemed to be a practical demonstration of the solution advanced by the speaker.

### Full of Vim at Ninety Years of Age.

Saginaw, April 25—Thomas Merrill, the veteran lumberman, is receiving the congratulations of a host of friends on having reached the ninetyeth milestone in life's journey. Few men who have attained that age can boast of faculties so unimpaired. He is as active and shrewd in his business as are most men in the prime of life. He thinks quickly, speaks in a strong voice, has a close grasp upon all of his many business responsibilities and is altogether an exceptional business man. Beginning life in a small town in Maine—Carmel, Penobscot county—April 13, 1815, he early laid the foundation for a successful career. He lived in that town thirty-eight years. In a limited way he engaged in lumbering and in 1853 he came West. He made Detroit his headquarters and lumbered for a year, after which he returned to Maine, bought a farm near Bangor, lived on it until 1862, when he removed to Saginaw and began lumbering on Pine River, extending later to all branches of the Saginaw River. When he came to Saginaw he drove through from Holly, the railroad not being finished. The firm of Merrill & Co. and later Merrill & Ring, which he founded, is one of the largest and most substantial in the country. Of late years it has operated in Minnesota.

### Beating of Dead Hearts.

Hearts of cold-blooded animals will beat for a comparatively long time after death or removal from the body (if kept cold and moist); because of powerful internal collections of nerves, known as ganglia, whose automatic impulses cause the regular contractions of the muscles. Similar ganglia exist in man and other warm-blooded animals, but their action is less prolonged. Scientists have ascertained that a turtle's heart will beat after removal if put on a piece of glass, kept cool and moist and covered with a bell jar. I believe it has been known to beat thirty-six or

even forty-eight hours; twelve or fourteen hours is a common record.

Your heart can not be warm to heaven when it is icy to your neighbor.

### H. R. Erdmann Electric Co.

Grand Rapids, Mich., 7 Pearl St.  
Electricians

Special attention given house wiring, motor repairing, elevators and all kinds of electric apparatus. Out of town work given prompt attention. Citizens 3354.

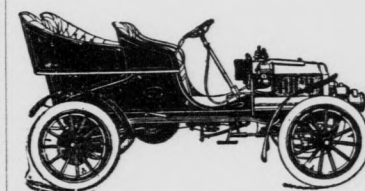
### Percival B. Palmer & Company

Manufacturers of  
Cloaks, Suits and Skirts  
For Women, Misses and Children  
197-199 Adams Street, Chicago

### CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of  
Street and Dress Hats  
20-26 N. Division St. GRAND RAPIDS, MICH.

### 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

## Is Time Money to You? Then Save It

Take your pencil and figure up how much money a G. & V. Handy Hitcher will save for you in one year.

### A Basis to Figure From

A G. & V. Handy Hitcher will actually save thirty-five minutes every day on a delivery wagon that makes seventy-five stops per day.

35 minutes=15 cents.

1 year=313 working days.

313X15=\$46.95 saved in time only.

It saves paying for smashed up wagons. It saves paying for shade trees, etc. It saves paying fines. In fact it has every advantage over the old way of hitching with a weight. Order one to-day or write for particulars. Don't wait until next week, it will nearly pay for itself by that time. Thoroughly guaranteed. Price complete \$2.25.

### G. & V. Handy Hitcher Company

102 Kent St., Grand Rapids, Mich.

Citizens Phone 2410



## DRUGS

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

### Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.  
 Vice Presidents—W. C. Kirchgessner, Detroit; 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. Seitzer, Detroit; John Wallace, Kalamazoo; J. S. Hallett, Detroit.  
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

### Accurate Way of Testing Water.

A simple way of applying the permanganate test to a potable water is to measure 8 ounces of the water into a clean flask, acidulate it with 10 to 20 drops of sulphuric acid, and add a solution of permanganate (4 grs. in 10,000) from a burette, until the coloration which is produced by 3 drops does not fade in thirty minutes or so. When the color remains permanent after that lapse of time, the operation may be considered finished. If, working in this way, the water consumes less than 40 grains of the permanganate solution, it may be regarded as sufficiently free from sewage contamination to produce any injurious effects; but if it takes more, further examination is required before it is safe to pass it as a good water. If the permanganate is rapidly decolorized, it points to sewage infiltration; if slowly, to peaty and vegetable matter. If the water is turbid from suspended matter, it should be filtered previous to making the test, and the floating matter examined microscopically. This process, which is so easy of performance, is, of course, not so scientifically perfect as Dr. Tidy's, but as a preliminary test it seems to afford valuable information as to the organic purity, or otherwise, of a potable water. The uses which I have mentioned are sufficient to show that in permanganate of potassium the chemist has a valuable agent, and one which no doubt can often be beneficially employed.

H. W. Sparker.

### The Drug Market.

Opium—Is dull and declining.  
 Morphine—Is unchanged.  
 Quinine—Is steady.  
 Cocaine—Is very firm and an advance is looked for on account of the high price for coca leaves and the fact that another manufacturer has joined the pool.

Norwegian Cod Liver Oil—Continues to decline. There will be a large catch and cheap oil this year.

Menthol—Has again declined and is tending lower.

Oil Lemon—Is very firm and tending higher.

Oil Peppermint—Is declining.

Gum Camphor—Although an advance has taken place in London of

2½c, American refiners have reduced the price 5c per pound. The Japanese refined is being offered at a price that forced American refiners to reduce theirs.

Linseed Oil—On account of higher price for the seed has advanced.

### Child Poisoned by Resorcin.

A serious case of poisoning in a child of 5 has been reported. Resorcin had been prescribed as an application to the pharynx and by mistake the nurse gave the patient a quantity of the mixture containing about 2 grams of resorcin. The symptoms of poisoning, consisting of chilliness, pallor, marked prostration and signs of collapse came on rapidly. An emetic was at once given, and later stimulants. The patient lay in a stupor for eighteen hours, later, while somewhat better, he suffered severe gastric and abdominal pain and had diarrhea. There was no fever at any time, but it took the child a long time to regain its strength.

### Hints for a Persian Toilet Cream.

Persian ladies, who are said to have complexions whose bloom and velvety softness are simply wonderful, use no sort of cream or ointment for their faces. Instead they apply, half an hour before their daily bath, a coating of white of egg. When this has completely dried it is sponged off with tepid water, to which is added a little tincture of benzoin, and then the skin is sponged over with cold milk. The white of egg cleanses the skin, and the treatment prescribed removes all impurities from the complexion, leaving it smooth and clear as that of a child.

Do not trust to your railroads nor your telegraphs nor your schools as a test of civilization; the real refinement of a nation is to be found in the justice of its ideas and the courtesy of its manners.

## 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.



**DOROTHY VERNON**

**Extract  
 and  
 Toilet Water**

Distinctively rare

**Perfume**

Sold by all the leading

• Drug Houses •

Order ½ lb. Dorothy Vernon perfume with your next drug order. It sells and repeats, this we guarantee.

**The JENNINGS PERFUMERY CO.**  
 Grand Rapids

**Invincible  
 119**

As good as cigars can be made for \$33 and \$30 respectively. If you are not handling these brands include a sample lot in your next order.

Handled by all jobbers and by the manufacturers

**Geo. H. Seymour & Co.**  
 Grand Rapids

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

## 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.



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.

## Bullfrog - - Goldfield

The World's Greatest Mining Camps

The Bullfrog-Compound-Goldfield Mining Company

By acting quickly you can get in on the ground floor of a new company just being organized by representative Los Angeles business men. This company owns 40 acres in Goldfield and 60 acres in Bullfrog. Stock full paid and non-assessable. No personal liability—no debts. Bank and commercial references. First offering of stock at 2½c per share (par value \$1.00). Only a small block of stock at this low price. \$12.50 will buy 500 shares, par value \$500; \$25 will buy \$1,000 worth; \$100 will buy \$4,000 worth, but you will have to pay more unless you hurry.

Write today for booklet, pictures, maps, etc., and tell us how many shares to reserve, pending your investigation.

**Southwestern Securities Company**

5th Floor V. W. Hellman Bldg., Los Angeles, Cal.



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum	
Aceticum	40 8
Benzolcum, Ger.	70 75
Boric	17 17
Carbolicum	26 29
Citricum	42 45
Hydrochlor	30 5
Nitricum	80 10
Oxalicum	100 12
Phosphoricum, dil.	10 15
Salicylicum	42 45
Sulphuricum	13 40
Tannicum	75 80
Tartaricum	38 40
Ammonia	
Aqua, 18 deg	40 6
Aqua, 20 deg	60 8
Carbonas	13 15
Chloridum	12 14
Aniline	
Black	2 00 2 25
Brown	80 100
Red	45 50
Yellow	2 00 2 00
Bacca	
Cubebae	15 18
Juniperus	50 6
Xanthoxylum	30 35
Balsamum	
Copaiba	45 50
Peru	10 10
Terabin, Canada	60 65
Tolutan	55 60
Cortex	
Abies, Canadian	18
Cassia	20
Cinchona, Flava	20
Buonymus atro.	20
Myrica Cerifera	20
Prunus Virginl	15
Quillaja, gr'd	12
Sassafras, po 25	24
Ulmus	40
Extractum	
Glycyrrhiza Gla.	24 30
Glycyrrhiza, po.	28 30
Haematox	11 12
Haematox, 1s	13 14
Haematox, 1/2s	14 15
Haematox, 1/4s	16 17
Ferru	
Carbonate Precip.	15
Citrate and Quina	3 00
Citrate Soluble	40
Ferrocyanidum S.	15
Solut. Chloride	2
Sulphate, com'l	15
Sulphate, com'l, by	70
bbl. per cwt	7
Sulphate, pure	7
Flora	
Arnica	15 18
Anthemis	22 25
Matricaria	30 35
Folia	
Barosma	30 33
Cassia Acutifol.	15 20
Tinnevely	25 30
Cassia, Acutifol.	15 20
Salvia officinalis	18 20
1/2s and 1/4s	30 10
Uva Ursi	30 10
Gummi	
Acacia, 1st pkd.	40 65
Acacia, 2nd pkd.	40 65
Acacia, 3rd pkd.	40 65
Acacia, sifted sts.	40 65
Acacia, po	45 65
Aloe, Barb	12 14
Aloe, Cape	20 25
Aloe, Socotri	40 45
Ammoniac	55 60
Asafoetida	35 40
Benzoinum	50 55
Catechu, 1s	10 15
Catechu, 1/2s	10 15
Catechu, 1/4s	10 15
Camphorae	84 90
Euphorbium	40 45
Gamboge	25 30
Gamboge, po 35	25 30
Kino	40 45
Mastic	40 45
Myrrh	40 45
Opil.	15 20
Shellac	40 50
Shellac, bleached	45 50
Tragacanth	70 80
Herba	
Absinthium oz pk	25
Eupatorium oz pk	25
Lobelia	25
Majorum	25
Mentha Pip oz pk	25
Mentha Ver oz pk	25
Rue	25
Tanacetum V	25
Thymus V oz pk	25
Magnesia	
Calcined, Pat	55 60
Carbonate, Pat	18 20
Carbonate K-M	18 20
Carbonate	18 20
Oleum	
Absinthium	4 90 5 00
Amygdalae, Dulc.	50 60
Amygdalae, Ama.	50 60
Anisi	1 45 1 50
Aurant Cortex	2 20 2 40
Bergamit	2 85 3 25
Calicut	85 90
Caryophylli	20 25
Cedar	80 90
Chenopadi	3 75 4 00
Cinnamoni	1 00 1 10
Citronella	60 65
Conium Mac	80 90
Copaiba	1 15 1 25
Cubebae	1 20 1 30
Evechthites	
Erigeron	1 00 1 10
Gaultheria	2 25 2 35
Geranium	oz 35
Gossypil Sem gal	50 60
Hedeoma	1 40 1 50
Juniper	40 20 20
Lavendula	90 22 75
Limonis	90 21 10
Mentha Piper	3 75 4 00
Mentha Verid	5 00 5 25
Morruhuac gal.	1 25 1 50
Myrica	3 00 3 50
Olive	75 30 00
Picis Liquida	10 12
Picis Liquida sal	2 35
Ricina	92 96
Rosmarini	21 00
Rosae oz	5 00 6 00
Succini	40 45
Sabina	90 21 00
Sassafras	2 25 4 50
Sassafras, ess. oz	90 21 00
Snaps, ess. oz	90 21 00
Tigil	1 10 2 10
Thyme	40 50
Thyme, opt	21 60
Theobromas	15 20
Potassium	
Bi-Carb	15 18
Bichromate	13 15
Bromide	25 30
Carb	12 15
Chlorate	12 14
Cyanide	34 38
Iodide	60 65
Potassa, Bitart pr	30 32
Potass Nitras opt	7 10
Potass Nitras	6 8
Prussiate	23 26
Sulphate po	15 18
Radix	
Aconitum	20 25
Althae	30 35
Anchusa	10 12
Arum po	20 25
Calamus	20 24
Gentiana po 15	12 15
Glycyrrhiza pv 15	16 18
Hydrastis, Canada	1 00
Hydrastis, Can. po	2 00
Hellebore, Alba	12 15
Inula, po	18 22
Ipecac, po.	2 00 2 10
Iris plox	35 40
Jalapa, pr	25 30
Maranta, 1/2s	2 35
Podophyllum po.	15 18
Rhei	75 100
Rhei, cut	100 125
Rhei, pv	75 100
Spigella	30 35
Sanguinari, po 24	2 22
Serpentaria	50 55
Senega	85 90
Smilax, om's H.	40 45
Smilax, M	25 30
Scilla po 35	10 12
Symplocarpus	25 30
Valeriana Eng	25 30
Valeriana, Ger	15 20
Zingiber a	12 14
Zingiber j	16 20
Semen	
Anisum po. 20	16
Apium (gravel's)	13 15
Bird, 1s	40 6
Carui po 15	10 11
Cardamum	70 90
Coriandrum	12 14
Cannabis Sativa	5 7
Cydonium	75 100
Chenopodium	25 30
Dipterix Odorate	80 100
Foeniculum	2 18
Foenugreek, po.	7 9
Lini	40 6
Lini, gr'd. bbl. 2 1/2	30 6
Lobelia	75 90
Pharlaris Cana'n	5 6
Rapa	5 6
Sinapis Alba	7 9
Sinapis Nigra	9 10
Spiritus	
Frumentum W D.	2 00 2 50
Frumentum	25 30
Juniperis Co O T	1 75 2 00
Juniperis Co	1 75 2 00
Saccharum N M	1 90 2 10
Spt Vinl Galli	1 75 2 00
Vini Oporto	1 25 2 00
Vina Alba	1 25 2 00
Sponges	
Florida Sheep's wl	3 00 3 50
Nassau sheep's wl	3 50 3 75
Velvet extra shps	2 00
wool, carriage	2 00
Extra yellow shps	2 00
wool carriage	2 15
Grass sheep's wl	2 15
carriage	2 15
Hard, slate use	2 10
Yellow Reef, for	2 10
slate use	2 10
Syrups	
Acacia	50 60
Aurant Cortex	50 60
Zingiber	50 60
Ipecac	50 60
Ferril Iod	50 60
Rhei Arom	50 60
Smilax Om's	50 60
Senega	50 60
Scilla	50 60
Scilla Co	50 60
Tolutan	50 60
Prunus virg	50 60

Mannia, S F	45 50	Sapo, M	10 12	Lard, extra	70 80
Menthol	2 40 2 60	Sapo, G	15	Lard, No. 1	60 65
Morphia, S P & W	2 35 2 60	Selditz Mixture	20 22	Linseed, pure raw	47 50
Morphia, S N Y	2 35 2 60	Sinapis	18	Linseed, boiled	48 51
Morphia, Mal.	2 35 2 60	Sinapis, opt	30	Neat's-foot, w str	65 70
Moschus Canton.	40	Snuff, Maccaboy	51	Spts. Turpentine	61 66
Myristica, No. 1	28 30	DeVos	51	Paints bbl L	
Nux Vomica po 15	10	Snuff, S'h DeVos	51	Red Venetian	1 1/2 2 3
Oes Sepia	25 28	Soda, Boras	9 11	Ochre, yel Mars	1 1/2 2 3
Pepsin Saac, H &	1 00	Soda, Boras, po	9 11	Ochre, yel Ber	1 1/2 2 3
P D Co	1 00	Soda et Pot's Tart	25 28	Putty, comm'r	1 1/2 2 3
Picis Liq N N 1/2	2 00	Soda, Carb	1 1/2 2	Putty, strictly pr	2 1/2 3 3
gal doz	2 00	Soda, Bi-Carb	3 5	Vermilion, Prime	
Picis Liq qts	1 00	Soda, Ash	3 1/2 4	American	13 15
Picis Liq pints	60 60	Soda, Sulphas	2 2	Vermilion, Eng.	75 80
Pil Hydrarg po 80	50 50	Spts, Cologne	2 2 55	Green, Paris	14 18
Piper Nigra po 22	18 30	Spts, Myrcia Dom	2 00	Green, Peninsular	13 16
Piper Alba po 35	30 30	Spts, Vinl Rect bbl	2 00	Lead, red	6 7
Pix Burgun	12 15	Spts, Vi'l Rect 1/2 b	2 00	Lead, white	6 7
Plumbi Acet	12 15	Spts, Vi'l R't 10 gal	2 00	Whiting, white S'n	90
Pulvis Ip c et Opil	30 150	Spts, Vi'l R't 5 gal	2 00	Whiting, white S'n	90
Pyrethrum, bxs H	75	Strychnia, Crystall	05 1 25	White, Paris Am'r	21 25
& P D Co. doz.	75	Sulphur Subl	2 1/2 3 1/2	Whit'g Paris Eng	21 25
Pyrethrum, pv	20 25	Sulphur, Roll	2 1/2 3 1/2	Universal Prep'd	1 10 1 20
Quassia	8 10	Tamarinds	8 10	Varnishes	
Quina, S P & W	23 33	Terebenth Venice	28 30	No 1 Turp Coach	1 10 1 20
Quina, S Ger	23 33	Theobromae	45 50	Extra Turp	1 50 1 70
Quina, N. Y.	23 33	Vanilla	9 00 2 50	Coach Body	2 75 3 00
Rubia Tinctorem	12 14	Zinci Sulph	7 8	No 1 Turp Furni	00 1 10
Saccharum La's	22 25	Oils		Extra T Damar	1 55 1 60
Salacin	4 50 4 75	Whale, winter	70 70	Jap Dryer No 1 T	70 70
Sanguis Drac's	40 50				
Sapo, W	12 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		Canned Goods	
F		Carbon Oils	
G		Catsup	
H		Cheese	
I		Chewing Gum	
J		Chocolate	
K		Clothes Lines	
L		Cocoa Shells	
M		Coffee	
N		Crackers	
O		Candies	
P		Canned Goods	
Q		Carbon Oils	
R		Catsup	
S		Cheese	
T		Chewing Gum	
U		Chocolate	
V		Clothes Lines	
W		Cocoa Shells	
X		Coffee	
Y		Crackers	
Z		Candies	
AA		Canned Goods	
AB		Carbon Oils	
AC		Catsup	
AD		Cheese	
AE		Chewing Gum	
AF		Chocolate	
AG		Clothes Lines	
AH		Cocoa Shells	
AI		Coffee	
AJ		Crackers	
AK		Candies	
AL		Canned Goods	
AM		Carbon Oils	
AN		Catsup	
AO		Cheese	
AP		Chewing Gum	
AQ		Chocolate	
AR		Clothes Lines	
AS		Cocoa Shells	
AT		Coffee	
AU		Crackers	
AV		Candies	
AW		Canned Goods	
AX		Carbon Oils	
AY		Catsup	
AZ		Cheese	
BA		Chewing Gum	
BB		Chocolate	
BC		Clothes Lines	
BD		Cocoa Shells	
BE		Coffee	
BF		Crackers	
BG		Candies	
BH		Canned Goods	
BI		Carbon Oils	
BJ		Catsup	
BK		Cheese	
BL		Chewing Gum	
BM		Chocolate	
BN		Clothes Lines	
BO		Cocoa Shells	
BP		Coffee	
BQ		Crackers	
BR		Candies	
BS		Canned Goods	
BT		Carbon Oils	
BU		Catsup	
BV		Cheese	
BW		Chewing Gum	
BX		Chocolate	
BY		Clothes Lines	
BZ		Cocoa Shells	
CA		Coffee	
CB		Crackers	
CC		Candies	
CD		Canned Goods	
CE		Carbon Oils	
CF		Catsup	
CG		Cheese	
CH		Chewing Gum	
CI		Chocolate	
CJ		Clothes Lines	
CK		Cocoa Shells	
CL		Coffee	
CM		Crackers	
CN		Candies	
CO		Canned Goods	
CP		Carbon Oils	
CQ		Catsup	
CR		Cheese	
CS		Chewing Gum	
CT		Chocolate	
CU		Clothes Lines	
CV		Cocoa Shells	
CW		Coffee	
CX		Crackers	
CY		Candies	
CZ		Canned Goods	
DA		Carbon Oils	
DB		Catsup	
DC		Cheese	
DD		Chewing Gum	
DE		Chocolate	
DF		Clothes Lines	
DG		Cocoa Shells	
DH		Coffee	
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DO		Chewing Gum	
DP		Chocolate	
DQ		Clothes Lines	
DR		Cocoa Shells	
DS		Coffee	
DT		Crackers	
DU		Candies	
DV		Canned Goods	
DW		Carbon Oils	
DX		Catsup	
DY		Cheese	
DZ		Chewing Gum	
EA		Chocolate	
EB		Clothes Lines	
EC		Cocoa Shells	
ED		Coffee	
EE		Crackers	
EF		Candies	
EG		Canned Goods	
EH		Carbon Oils	
EI		Catsup	
EJ		Cheese	
EK		Chewing Gum	
EL		Chocolate	
EM		Clothes Lines	
EN		Cocoa Shells	
EO		Coffee	
EP		Crackers	
EQ		Candies	
ER		Canned Goods	
ES		Carbon Oils	
ET		Catsup	
EU		Cheese	
EV		Chewing Gum	
EW		Chocolate	
EX		Clothes Lines	
EY		Cocoa Shells	
EZ		Coffee	
FA		Crackers	
FB		Candies	
FC		Canned Goods	
FD		Carbon Oils	
FE		Catsup	
FF		Cheese	
FG		Chewing Gum	
FH		Chocolate	
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FN		Canned Goods	
FO		Carbon Oils	
FP		Catsup	
FQ		Cheese	
FR		Chewing Gum	
FS		Chocolate	
FT		Clothes Lines	
FU		Cocoa Shells	
FV		Coffee	
FW		Crackers	
FX		Candies	
FY		Canned Goods	
FZ		Carbon Oils	
GA		Catsup	
GB		Cheese	
GC		Chewing Gum	
GD		Chocolate	
GE		Clothes Lines	
GF		Cocoa Shells	
GG		Coffee	
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GO		Chocolate	
GP		Clothes Lines	
GQ		Cocoa Shells	
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GT		Candies	
GU		Canned Goods	
GV		Carbon Oils	
GW		Catsup	
GX		Cheese	
GY		Chewing Gum	
GZ		Chocolate	
HA		Clothes Lines	
HB		Cocoa Shells	
HC		Coffee	
HD		Crackers	
HE		Candies	
HF		Canned Goods	
HG		Carbon Oils	
HH		Catsup	
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HN		Coffee	
HO		Crackers	
HP		Candies	
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HT		Cheese	
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HV		Chocolate	
HW		Clothes Lines	
HX		Cocoa Shells	
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HZ		Crackers	
IA		Candies	
IB		Canned Goods	
IC		Carbon Oils	
ID		Catsup	
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IG		Chocolate	
IH		Clothes Lines	
II		Cocoa Shells	
IJ		Coffee	
IK		Crackers	
IL		Candies	
IM		Canned Goods	
IN		Carbon Oils	
IO		Catsup	
IP		Cheese	
IQ		Chewing Gum	
IR		Chocolate	
IS		Clothes Lines	
IT		Cocoa Shells	
IU		Coffee	
IV		Crackers	
IW		Candies	
IX		Canned Goods	
IY		Carbon Oils	
IZ		Catsup	
JA		Cheese	
JB		Chewing Gum	
JC		Chocolate	
JD		Clothes Lines	
JE		Cocoa Shells	
JF		Coffee	
JG		Crackers	
JH		Candies	
JI		Canned Goods	
JJ		Carbon Oils	
JK		Catsup	
JL		Cheese	
JM		Chewing Gum	
JN		Chocolate	
JO		Clothes Lines	
JP		Cocoa Shells	
JQ		Coffee	
JR		Crackers	
JS		Candies	
JT		Canned Goods	
JU		Carbon Oils	
JV		Catsup	
JW		Cheese	
JX		Chewing Gum	
JY		Chocolate	
JZ		Clothes Lines	
KA		Cocoa Shells	
KB		Coffee	
KC		Crackers	
KD		Candies	
KE		Canned Goods	
KF		Carbon Oils	
KG		Catsup	
KH		Cheese	
KI		Chewing Gum	
KJ		Chocolate	
KK		Clothes Lines	
KL		Cocoa Shells	
KM		Coffee	
KN		Crackers	
KO		Candies	
KP		Canned Goods	
KQ		Carbon Oils	
KR		Catsup	
KS		Cheese	
KT		Chewing Gum	
KU		Chocolate	
KV		Clothes Lines	
KW		Cocoa Shells	
KX		Coffee	
KY		Crackers	
KZ		Candies	
LA		Canned Goods	
LB		Carbon Oils	
LC		Catsup	
LD		Cheese	
LE		Chewing Gum	
LF		Chocolate	
LG		Clothes Lines	
LH		Cocoa Shells	
LI		Coffee	
LJ		Crackers	
LK		Candies	
LL		Canned Goods	
LM		Carbon Oils	
LN		Catsup	
LO		Cheese	
LP		Chewing Gum	
LQ		Chocolate	
LR		Clothes Lines	
LS		Cocoa Shells	
LT		Coffee	
LU		Crackers	
LV		Candies	
LW		Canned Goods	
LX		Carbon Oils	
LY		Catsup	
LZ		Cheese	
MA		Chewing Gum	
MB		Chocolate	
MC		Clothes Lines	
MD		Cocoa Shells	
ME		Coffee	
MF		Crackers	
MG		Candies	
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MI		Carbon Oils	
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NK		Cocoa Shells	
NL		Coffee	
NM		Crackers	
NN		Candies	
NO		Canned Goods	
NP		Carbon Oils	
NQ		Catsup	
NR		Cheese	
NS		Chewing Gum	
NT		Chocolate	
NU		Clothes Lines	
NV		Cocoa Shells	
NW		Coffee	
NX		Crackers	
NY		Candies	
NZ		Canned Goods	
OA		Carbon Oils	
OB		Catsup	
OC		Cheese	
OD		Chewing Gum	
OE		Chocolate	
OF		Clothes Lines	
OG		Cocoa Shells	
OH		Coffee	
OI		Crackers	
OJ		Candies	
OK		Canned Goods	
OL		Carbon Oils	
OM		Catsup	
ON		Cheese	
OO		Chewing Gum	
OP		Chocolate	
OQ		Clothes Lines	
OR		Cocoa Shells	
OS		Coffee	
OT		Crackers	
OU		Candies	
OV		Canned Goods	
OW		Carbon Oils	
OX		Catsup	
OY		Cheese	
OZ		Chewing Gum	
PA		Chocolate	
PB		Clothes Lines	
PC		Cocoa Shells	
PD		Coffee	
PE		Crackers	
PF		Candies	
PG		Canned Goods	
PH		Carbon Oils	
PI		Catsup	
PJ		Cheese	
PK		Chewing Gum	
PL		Chocolate	
PM		Clothes Lines	
PN		Cocoa Shells	
PO		Coffee	
PP		Crackers	
PQ		Candies	
PR		Canned Goods	
PS		Carbon Oils	
PT		Catsup	
PU		Cheese	
PV		Chewing Gum	
PW		Chocolate	
PX		Clothes Lines	
PY		Cocoa Shells	
PZ		Coffee	
QA		Crackers	
QB		Candies	
QC		Canned Goods	
QD		Carbon Oils	
QE		Catsup	
QF		Cheese	
QG		Chewing Gum	
QH		Chocolate	
QI		Clothes Lines	
QJ		Cocoa Shells	
QK		Coffee	
QL		Crackers	
QM		Candies	
QN		Canned Goods	
QO		Carbon Oils	
QP		Catsup	
QQ		Cheese	
QR		Chewing Gum	
QS		Chocolate	
QT		Clothes Lines	
QU		Cocoa Shells	
QV		Coffee	
QW		Crackers	
QX		Candies	
QY		Canned Goods	
QZ		Carbon Oils	
RA		Catsup	
RB		Cheese	
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RV		Carbon Oils	
RW		Catsup	
RX		Cheese	
RY		Chewing Gum	
RZ		Chocolate	
SA		Clothes Lines	
SB		Cocoa Shells	
SC		Coffee	
SD		Crackers	
SE		Candies	
SF		Canned Goods	
SG		Carbon Oils	
SH		Catsup	
SI		Cheese	
SJ		Chewing Gum	
SK		Chocolate	
SL		Clothes Lines	
SM		Cocoa Shells	
SN		Coffee	
SO		Crackers	
SP		Candies	
SQ		Canned Goods	
SR		Carbon Oils	
SS		Catsup	
ST		Cheese	
SU		Chewing Gum	
SV		Chocolate	
SW		Clothes Lines	
SX		Cocoa Shells	
SY		Coffee	



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**MUSTARD**  
Horse Radish, 1 dz ... 1.75  
Horse Radish, 2 dz ... 3.50  
Bayle's Celery, 1 dz ...

## OLIVES

Bulk, 1 gal. kegs ... 1.00  
Bulk, 2 gal. kegs ... .95  
Bulk, 5 gal. kegs ... .90  
Manzanilla, 8 oz. ... .90  
Queen, pints ... .25  
Queen, 19 oz ... .45  
Queen, 28 oz ... .70  
Stuffed, 5 oz ... .90  
Stuffed, 8 oz ... .45  
Stuffed, 10 oz ... .20

## PIPES

Clay, No. 216 ... 1.70  
Clay, T. D., full count ... .85  
Cob, No. 3 ... .85

## PICKLES

**Medium**  
Barrels, 1,200 count ... .50  
Half bbls., 600 count ... .30

## Small

Barrels, 2,400 count ... .70  
Half bbls., 1,200 count ... .40

## PLAYING CARDS

No. 90 Steamboat ... .85  
No. 15, Rival, assorted ... 1.20  
No. 20, Rover enameled ... 1.60  
No. 572, Special ... 1.75  
No. 98, Golf, satin finish ... 2.00  
No. 808 Bicycle ... 2.00  
No. 632 Tourist whist ... 2.25

## POTASH

48 cans in case ... 4.00  
Penna Salt Co's ... 3.00

## PROVISIONS

**Barreled Pork**

Mess ... 13.00  
Fat Back ... 14.25  
Back fat ... 15.00  
Short Cut ... 13.50  
Bean ... 12.75  
Pig ... 18.00  
Brisket ... 15.00  
Clear Family ... 12.50

## Dry Salt Meats

S. P. Bellies ... 9  
Bellies ... 9

## Extra Shorts

Hams, 12lb. average ... 10 1/2  
Hams, 14lb. average ... 10 1/2  
Hams, 16lb. average ... 10 1/2  
Hams, 18lb. average ... 10 1/2  
Skinned Hams ... 11 1/2  
Ham, dried beef sets ... 13  
Shoulders, (N. Y. cut) ... 10 1/2  
Bacon, clear ... 9 1/2 @ 10 1/2  
California Hams ... 7 1/2  
Picnic Boiled Ham ... 11 1/2  
Boiled Ham ... 16 1/2  
Berlin Ham pr's'd ... 8  
Mince Ham ... 10

## Lard

Compound ... 5 1/2  
Pure ... 7 1/2  
50lb. tubs, advance ... 7 1/2  
50lb. tubs, advance ... 7 1/2  
50lb. tins, advance ... 7 1/2  
50lb. pails, advance ... 7 1/2  
50lb. pails, advance ... 7 1/2  
50lb. pails, advance ... 7 1/2  
30lb. pails, advance ... 7 1/2

## Sausages

Bologna ... 5  
Liver ... 7 1/2  
Frankfort ... 6 1/2  
Pork ... 6 1/2  
Veal ... 8  
Tongue ... 9 1/2  
Headcheese ... 6 1/2

## Beef

Extra Mess ... 9.60  
Boneless ... 10.50  
Rump, new ... 10.50

## Pig's Feet

1/4 bbls. ... 1.10  
1/4 bbls., 40lbs. ... 1.75  
1/4 bbls., 30lbs. ... 1.75  
1 bbl. ... 7.75

## Kits, 15 lbs.

40 1/4 ... 70  
40 1/4 ... 70  
80lbs. ... 3.00

## Casings

Hogs, per lb. ... 28  
Beef rounds, set ... 18  
Beef middles, set ... 45  
Sheep, per bundle ... 70

## Uncolored Butterine

Solid, dairy ... 10 1/2 @ 11 1/2  
Rols. ... 2.50

## Canned Meats

Corned beef, 2 ... 2.50  
Corned beef, 14 ... 17.50  
Roast Beef ... 2.00 @ 2.50  
Potted ham, 1/4 ... 45  
Potted ham, 1/2 ... 45  
Deviled ham, 1/4 ... 45  
Deviled ham, 1/2 ... 45  
Potted tongue, 1/4 ... 45  
Potted tongue, 1/2 ... 45

## RICE

Screenings ... 2 @ 2 1/2  
Fair Japan ... 3 1/2  
Choice Japan ... 4  
Imported Japan ... 4 1/2  
Fair Louisiana hd. ... 3 1/2  
Choice La. hd. ... 4 1/2  
Fancy La. hd. ... 5 1/2  
Carolina ex. fancy ... 6 1/2

## SALAD DRESSING

Columbia, 1/2 pint ... 2.25  
Columbia, 1 pint ... 4.00  
Durkee's large, 1 doz. ... 4.50  
Durkee's small, 2 doz. ... 2.35  
Snider's large, 1 doz. ... 2.35  
Snider's small, 2 doz. ... 1.35

## SALARATUS

Packed 60lbs. in box ... 3.15  
Arm and Hammer ... 3.15

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Deland's ... 3.00  
Dwight's Cow ... 3.15  
Emblem ... 2.10  
L. P. ... 3.00  
Wyandotte, 100 3/4 ... 3.00

## SAL SODA

Granulated, bbls ... 85  
Granulated, 100lb cases ... 1.00  
Lump, bbls ... 75  
Lump, 145lb kegs ... 95

## SALT

**Common Grades**

100 3lb sacks ... 1.95  
60 5lb sacks ... 1.85  
28 10 1/2 sacks ... 1.75  
56 lb. sacks ... 30  
28 lb sacks ... 15

**Warsaw**

56 lb. dairy in drill bags ... 40  
28 lb. dairy in drill bags ... 20

**Solar Rock**

56lb. sacks ... 20

**Common**

Granulated, fine ... 80  
Medium fine ... 85

**SALT FISH**

**Cod**

Large whole ... @ 7  
Small Whole ... @ 6 1/2  
Strips or bricks, 7 1/2 @ 11  
Pollock ... @ 3 1/2

**Hallbut**

Strips ... 14  
Chunks ... 14 1/2

**Herring**

White Hoop, bbls 8 25 @ 9 25  
White Hoop, 1/2 bbl 4 25 @ 5 00  
White Hoop, keg, 60 @ 70  
White Hoop mchs ... @ 75  
Norwegian ... @  
Round, 100lbs ... 3.75  
Round, 40lbs ... 1.75  
Scaled ... 15

**Trout**

No. 1, 100lbs ... 7.50  
No. 1, 40lbs ... 3.25  
No. 1, 10lbs ... 90  
No. 1, 8lbs ... 75

**Mackerel**

Mess, 100lbs. ... 13.50  
Mess, 40lbs. ... 5.80  
Mess, 10lbs. ... 1.65  
Mess, 8lbs. ... 1.36  
No. 1, 100lbs. ... 12.00  
No. 1, 40lbs. ... 5.25  
No. 1, 10lbs. ... 1.55  
No. 1, 8lbs. ... 1.28

**Whitefish**

No. 1 No. 2 Fam ... 100lb. ... 9.50 @ 5.50  
50lb. ... 5.00 @ 2.10  
10lb. ... 1.10 @ 52  
8lb. ... 90 @ 44

## SEEDS

Anise ... 15  
Canary, Smyrna ... 6  
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

**SHOE BLACKING**

Handy Box, large, 3 dz. ... 50  
Handy Box, small ... 25  
Bixby's Royal Polish ... 85  
Miller's Crown Polish ... 85

**SNUFF**

Scotch, in bladders ... 37  
Maccaboy, in jars ... 35  
French Rapple, in jars ... 43

**SOAP**

Central City Soap Co. ... 2.85  
Boro Naphtha ... 4.00  
Johnson Soap Co. ...

Ajax ... 1.85  
Badger ... 3.15  
Borax ... 3.40  
Calumet Family ... 4  
China, large cakes ... 7.75  
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 ... 2.30  
Scotch Family, 100 ... 3.80  
Weldon ... 2.85  
Assorted Toilet, 50 car- ... 3.85  
tons ...  
Assorted Toilet, 100 ... 7.50  
cartons ...  
Cocoa Bar, 6 oz ... 3.25  
Cocoa Bar, 10 oz ... 5.25  
Senate Castle ... 3.50  
Palm Olive, toilet ... 4.00  
Palm Olive, bath ... 10.50  
Palm Olive, bath ... 11.00  
Rose Bouquet ... 3.40

**J. S. Kirk & Co.**

Dusky Diamond, 50 8oz ... 2.80  
Dusky D'nd, 100 6oz ... 3.80  
Jap Rose, 50 bars ... 3.75  
Savon Imperial ... 3.10  
White Russian ... 3.10  
Dome, oval bars ... 2.85  
Satinet, oval ... 2.15  
Snowberry, 100 cakes ... 4.00

**LAUTZ BROS. & CO.**

Ame soap, 100 cakes ... 2.85  
Naphtha soap, 100 cakes ... 4.00

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Big Master, 100 bars ... 4.00  
Marseilles White soap ... 4.00  
Snow Boy Wash Pwr ... 4.00  
Proctor & Gamble Co. ...

Lenox ... 2.85  
Ivory, 6 oz. ... 4.00  
Ivory, 10 oz. ... 6.75  
Star ... 3.10

**A. B. Whisley**

Good Cheer ... 4.00  
Old Country ... 3.40

**Soap Powders**

Central City Soap Co. ...

Jackson, 16 oz ... 2.40

**Gold Dust, 24 large** ... 4.50

Gold Dust, 100-5c ... 4.00

Kirkoline, 24 4lb. ... 3.80

Pearline ... 3.75

Soapine ... 4.10

Babbitt's 1776 ... 3.75

Roseine ... 3.70

Armour's ... 3.70

Wisdom ... 3.80

**Soap Compounds**

Johnson's Fine ... 5.10

Johnson's XXX ... 4.25

Nine O'clock ... 3.35

Rub-No-More ... 3.75

**Scouring**

Enoch Morgan's Sons. ...

Sapolo, gross lots ... 9.00

Sapolo, half gross lots ... 5.50

Sapolo, single boxes ... 2.25

Sapolo, hand ... 2.25

Scourine Manufacturing Co. ...

Scourine, 50 cakes ... 1.80

Scourine, 100 cakes ... 3.50

**SODA**

Boxes ... 5 1/2  
Kegs, English ... 4 1/2

**SOUPS**

Columbia ... 3.00  
Red Letter ... 90

**SPICES**

Whole Spices

Allspice ... 12  
Cassia, China in mats ... 12  
Cassia, Canton ... 16  
Cassia, Batavia, bund. ... 28  
Cassia, Saigon, broken ... 40  
Cassia, Saigon, in rolls ... 55  
Cloves, Amboyne ... 18  
Cloves, Zanzibar ... 12  
Mace ... 55  
Nutmegs, 75-80 ... 45  
Nutmegs, 105-10 ... 35  
Nutmegs, 115-20 ... 35  
Pepper, Singapore, blk. ... 10  
Pepper, Singp. white ... 17  
Pepper, Shog. white ... 17  
Pepper, Shog. white ... 17

**Pure Ground in Bulk**

Allspice ... 16  
Cassia, Batavia ... 28  
Cassia, Saigon ... 48  
Cloves, Zanzibar ... 16  
Ginger, African ... 15  
Ginger, Cochinchina ... 18  
Ginger, Jamaica ... 15  
Mace ... 65  
Mustard ... 18  
Pepper, Singapore, blk. ... 17  
Pepper, Singp. white ... 28  
Pepper, Cayenne ... 20  
Sage ... 20

**STARCH**

Common Gloss

1lb packages ... 4 @ 5  
3lb packages ... 4 1/2 @ 5  
6lb packages ... 5 1/2 @ 5  
40 and 50lb. boxes 2 1/2 @ 3 1/2  
Barrels ... 2 1/2 @ 3 1/2

**Common Corn**

20lb packages ... 5  
40lb packages ... 4 1/2 @ 7

**SYRUPS**

Corn

Barrels ... 22  
Half Barrels ... 24  
20lb cans 1/4 dz in case ... 1.55  
10lb cans 1/2 dz in case ... 1.50  
5lb cans 2 dz in case ... 1.65  
2 1/2lb cans 2 dz in case ... 1.70

**Pure Cane**

Fair ... 16  
Good ... 20  
Choice ... 25

**TEA**

**Japan**

Sundried, medium ... 24  
Sundried, choice ... 32  
Sundried, fancy ... 36  
Regular, medium ... 24  
Regular, choice ... 32  
Regular, fancy ... 36  
Basket-fired, medium ... 31  
Basket-fired, choice ... 38  
Basket-fired, fancy ... 43  
Nibs ... 22 @ 24  
Siftings ... 2 @ 11  
Fannings ... 12 @ 14

**Gunpowder**

Moyune, medium ... 30  
Moyune, choice ... 32  
Moyune, fancy ... 40  
Pingsuey, medium ... 30  
Pingsuey, choice ... 30  
Pingsuey, fancy ... 40

**Young Hyson**

Choice ... 30  
Fancy ... 36

**Oolong**

Formosa, fancy ... 42  
Amoy, medium ... 25  
Amoy, choice ... 32

**English Breakfast**

Medium ... 20  
Choice ... 30  
Fancy ... 40

**India**

Ceylon, choice ... 32  
Fancy ... 42

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## TOBACCO

## Fine Cut

Cadillac ... 54  
Sweet Loma ... 34  
Hiawatha, 5lb pails ... 56  
Hiawatha, 10lb pails ... 54  
Telegram ... 30  
Fay Car ... 33  
Prairie Rose ... 49  
Protection ... 49  
Sweet Burley ... 44  
Tiger ... 40

## Plug

Red Cross ... 31  
Palo ... 35  
Hiawatha ... 41  
Kyo ... 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  
Tiddy ... 34  
J. T. ... 38  
Peter Heidsick ... 66  
Boot Jack ... 80  
Honey Dip Twist ... 40  
Black Standard ... 40  
Cadillac ... 40  
Forge ... 34  
Nickel Twist ... 52  
Mill ... 32  
Great N ... 36

## Smoking

Sweet Core ... 34  
Flat Car ... 32  
Warpath ... 26  
Bamboo, 16 oz. ... 25  
1 X L, 5lb ... 27  
1 X L, 16 oz. pails ... 31  
Honey Dew ... 40  
Gold Block ... 40  
Flagman ... 40  
Chips ... 33  
Kilm Dried ... 21  
Duke's Mix ... 43  
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-XXXX ... 30  
Good Indian ... 25  
Self Binder, 16oz, 8oz 20-22  
Silver Foam ... 24  
Sweet Marie ... 32  
Royal Smoke ... 42

## TWIN

Cotton, 3 ply ... 20  
Cotton, 4 ply ... 20  
Jute, 6 ply ... 14  
Hemp, 6 ply ... 13  
Flax, medium ... 20  
Wool, 1lb. balls ... 6

## VINEGAR

Malt White Wine, 40gr ... 8  
Malt White Wine, 80 gr ... 11  
Pure Cider, B & B ... 11  
Pure Cider, Red Star ... 11  
Pure Cider, Robinson ... 10  
Pure Cider, Silver ... 10

## WICKING

No. 0 per gross ... 30  
No. 1 per gross ... 40  
No. 2 per gross ... 50  
No. 3 per gross ... 75

## WOODENWARE

Bushels ... 1.10  
Bushels, wide band ... 1.60  
Market ... 35  
Splint, large ... 6.00  
Splint, medium ... 5.00  
Splint, small ... 4.00  
Willow, Clothes, large ... 7.00  
Willow Clothes, med'm ... 6.00  
Willow Clothes, small ... 5.00

## Bradley Butter Boxes

2lb size, 24 in case ... 72  
3lb size, 16 in case ... 68  
5lb size, 12 in case ... 63  
10lb size, 6 in case ... 60

## Butter Plates

No. 1 Oval, 250 in crate ... 40  
No. 2 Oval, 250 in crate ... 45  
No. 3 Oval, 250 in crate ... 50  
No. 5 Oval, 250 in crate ... 60

## Churns

Barrel, 5 gal., each ... 2.40  
Barrel, 10 gal., each ... 2.55  
Barrel, 15 gal., each ... 2.70

## Clothes Pins

Round head, 5 gross bx ... 55  
Round head, cartons ... 75

## Egg Crates

Humpty Dumpty ... 2.40  
No. 1, complete ... 32  
No. 2, complete ... 18

## Faucets

Cork lined, 8 in. ... 65  
Cork lined, 9 in. ... 75  
Cork lined, 10 in. ... 85  
Cedar, 8 in. ... 55

## Mop Sticks

Trojan spring ... 90  
Eclipse patent spring ... 85  
No. 1 common ... 75  
No. 2 pat. brush holder ... 85  
12lb. cotton mop heads ... 1.40  
Ideal No. 7 ... 90

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## Pails

2-heop Standard ... 1.60  
3-heop Standard ... 1.75  
2-wire, Cable ... 1.70  
3-wire, Cable ... 1.90  
Cedar, all red, brass ... 1.25  
Paper, Eureka ... 2.25  
Fibre ... 2.70

## Toothpicks

Hardwood ... 2.50  
Softwood ... 2.75  
Banquet ... 1.50  
Ideal ... 1.50

## Traps

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes ..75 9 00  
Paragon .....65 4 00

## BAKING POWDER

**JAXON**  
1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 85  
1 lb. cans, 2 doz. case 60

## Royal

10c size. 90  
1/4 lb cans 125  
4 oz cans 190  
1/2 lb cans 250  
3/4 lb cans 375  
1 lb cans 480  
2 lb cans 1200  
5 lb cans 2150

## BLUING

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz ro'd, p gro 9 00

## BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



Sunlight Flakes  
Per case .....\$4 00  
Wheat Grits  
Cases, 24 2 lb. pack's \$2 00

## CIGARS



G. J. Johnson Cigar Co.'s ad.  
Less than 500.....33 00  
500 or more.....32 00  
.000 or more.....21 00

Geo. H. Seymour & Co.  
Morton House Bouquet 55  
Morton House Bouquet 70  
Invincible .. 33  
119 ..... 30  
Little Chick. .... 30

Worden Grocer Co. brand  
Ben Hur

Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Standard .....35  
Puritinos .....35  
Panatellas Finas .....35  
Panatellas, Bock .....35  
Jockey Club. ....35

## COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case..2 60  
35 1/2 lb pkg. per case..2 60  
35 1/4 lb pkg. per case..2 60  
16 1/4 lb pkg. per case..2 60

## FRESH MEATS

## Beef

Carcass ..... 7 @ 9 1/2  
Forequarters. .... 6 @ 7  
Hindquarters. .... 8 @ 10  
Loins ..... 9 @ 16  
Ribs ..... 8 @ 14  
Rounds ..... 7 1/2 @ 9  
Chucks ..... 5 1/2 @ 6 1/2  
Plates. .... @ 4

## Pork.

Loins ..... @ 10  
Dressed ..... @ 6 1/2  
Boston Butts ..... @ 8 1/2  
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; Meisel & Goeschel  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek  
Fielbach Co., Toledo.



## CONDENSED MILK

## 4 doz. in case

Gail Borden Eagle.....6 40  
Crown .....5 90  
Champion .....4 52  
Daisy .....4 70  
Magnolia .....4 00  
Challenge .....4 40  
Dime .....3 85  
Peerless Evap'd Cream 4 00

## SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Twenty differ-  
ent sizes on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

## STOCK FOOD.

Superior Stock 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... 3.16  
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 77  
W. O. R. Plainwal, Mich.

## SOAP

Reaver Soap Co.'s Brand



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
50 cakes, small size..1 95

Trade-man Co.'s Brand



Bl. 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

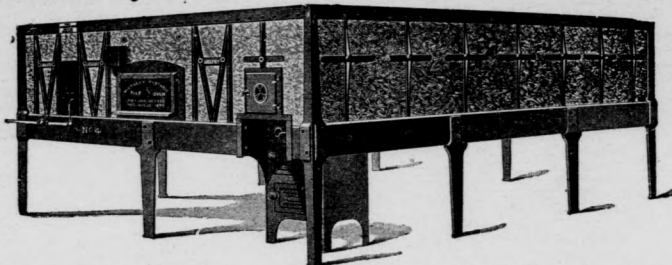
to

send you samples  
if you ask us.  
They are  
free.

Tradesman Company

Grand Rapids

Bakery Goods Made on the Premises in a  
Middleby Oven will Increase your Trade



You are not making all the money that you can make from your business unless you do your own baking. It is a most profitable investment and it will pay you handsomely in the end. Let us tell you what others have done. Send for catalogue and full particulars.

Middleby Oven Manufacturing Company

60-62 W. Van Buren St., Chicago, Ill.

Leading the World, as Usual

**LIPTON'S**  
CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., 1/2 lb., 1/4 lb. air-tight cans.



**NOTIONS**

Our "Event" for May

The Goods and the way to Push them—that combi-  
nation forms the one, big, all-pervading theme of our  
May catalogue.

And of that very merchant who "never buys any-  
where but at headquarters"—of him particularly we ask  
the favor of a request for this May catalogue.

Favor to US because—this book will remove the  
last shadow of a doubt from the mind of any merchant  
that we are notion headquarters for America.

It should be easy to favor us when the very act will  
be a favor to self—for no merchant can fail to benefit  
from our May catalogue.

No matter how big your notion department is you'll  
see how you could make it bigger and, what's more,  
how you could make it pay better.

And if you have no notion department at all it is  
hardly possible to overestimate what our May catalogue  
CAN mean to you.

Just about the time your request gets to us—if you  
write now—the printer will be delivering the first May  
catalogues and your copy will be mailed at once.

To know them as we know Notions—originally our  
only line and always a big line of ours—

To consider thoroughly, just for once, the possibili-  
ties for You in this amazingly profitable line—

Write now for Catalogue No. J538.

**BUTLER BROTHERS**

Wholesalers of Everything—By Catalogue Only

New York

Chicago

St. Louis



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—For cash only, clean staple stock general merchandise. Fine location. Old established trade, doing good business. Spring goods now in stock. Will sell at liberal discount. Reason for selling, other business. Address No. 494, care Michigan Tradesman. 494

For Sale—A good farm of 105 acres, good buildings. Good roads and only four miles from town. Would exchange for merchandise or other city property. Address 496, care Michigan Tradesman. 496

Wanted—Position as bookkeeper by young man with five years' experience. All references. Wishes to change location. Address E. Hinchey, 214 Washtenaw Ave. W., Lansing, Mich. 513

For Rent—For Dry goods trade, large store building, completely furnished. In heart of Ludington. Fine location. Always held first-class trade. Address F. B. Pierce, Ludington, Mich. 514

For Sale—A clean stock of shoes, less than two years' run, doing \$20,000 cash trade. Invoice near \$10,000. Only exclusive shoe store, thriving town of 7,000. Reason for selling, ill health. Boston Shoe Store, Grand Junction, Colo. 512

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

Exchanges—All kinds of good exchanges wanted. G. W. Langford, Elyar, Ill. 507

For Exchange—\$1,800 clear store building and residence. Want merchandise. Box 27, Elyar, Ill. 508

For Sale—\$10,000 stock merchandise, Waukesha, Wis. Fine trade, established business. Centrally located. Ill health, reason for selling. Hardy & Ryan, Waukesha, Wis. 509

For Sale—Stock merchandise \$2,500, 6 miles from Waukesha, Wis. Fine farming section; building rents for \$10 per month. Hardy & Ryan, Waukesha, Wis. 510

Trustee's Sale—(Benefit of creditors) of \$13,000 worth of men's and boys' clothing, furnishings goods, piece goods, tailor's trimmings, fixtures, lease, etc., to close up business of Ottosen Joneson Company. Apply to J. H. Gordon, Trustee, Galesburg, Illinois. 505

For Sale Cheap—Lamson Cash Carrier Railway. Almost new. Address No. 504, care Michigan Tradesman. 504

Wanted—Three or four Silent Salesmen Showcases. Eight ft. long. Must be bargain for cash. W. B. Gregg, Onaway, Mich. 503

General stocks bought and sold. The Boston Store, Traverse City, Mich. 501

Trustee Sale—The stock of hardware goods, lately belonging to W. H. Seese is now for sale to satisfy claim of creditors. Location a good one. Double store building and small stock. Terms of sale, cash. Further particulars enquire or write C. S. Palmerton, Trustee, Woodland, Mich. 500

Wanted—To buy stock of merchandise from \$2,000 to \$10,000 for cash. Address No. 502, care Michigan Tradesman. 502

Business location, suitable for dry goods, clothing, general store, etc., in brick block on prominent corner, best town, best county in State, for lease. Address J. O. Ming, Marshall, Mo. 495

For Rent—Having retired from business, I will rent my double stores fronting on two streets; brick with plate-glass front; suitable for general merchandise business; one room 25x100 feet, double decked; other room 25x28 feet, fronting on side street. Address J. T. Hannaford, Morrilton, Ark. 499

For Sale Cheap—Store building, barn, house and lot in Western Michigan on P. M. R. R., within 10 rods of depot, with chance to buy grain. Good established trade. Stock will inventory about \$2,000. Address J. R. Pixley, West Olive, Mich. 498

For Sale or Rent—A two-story brick store in town of 350 inhabitants in Jackson county. Also for rent the only meat market in town, surrounded by fine farming country; best location in town; P. O. next door; has been occupied for drug and general store for many years; never vacant before. Address 600 South Saginaw St., Flint, Mich. 497

Wanted—To buy a meat market in a good town of not less than 400. Address

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—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

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

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

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

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—As we wish to give our entire attention to our elevator business, we will sell our stock of shoes and groceries. No dead stock, good profits, and a money maker. Elsie is the best town in Central Michigan. No trades considered. Investigate if you are looking for a paying business. Hankins Bros., Elsie, Mich. 442

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 near 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

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

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 324

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. 335

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

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. 457, 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—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

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 \$8,000. Do not reply unless you mean business. Address No. 425, care Michigan Tradesman. 425

Wanted—A stock of dry goods, groceries or merchandise in exchange for a good improved grain and stock farm. Box 148, Independence, Ia. 427

For Sale—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—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

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

## POSITIONS WANTED.

Wanted—Situation as manager of grocery or general store. Six years' experience in that capacity. Young married man. All references. Address No. 506, care Michigan Tradesman. 506

## HELP WANTED.

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 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 641

Want Ads. continued on next page.

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**DEGRADED NOTORIETY.**

The Nan Patterson murder case, which is now on trial in New York City for the third time, has attained great notoriety, although there is nothing in it that should have attracted any attention beyond the people and locality it concerned. The reason for the general curiosity it has aroused is in the fact that Miss Patterson, who is up for murder, was a chorus girl in the Florodora theatrical company which traveled through the country some years ago.

The chorus, composed of young women, had no other part in the play but to pose and sing some very ordinary lines. She was physically pretty, but, according to accounts of her, she was possessed of no talents or accomplishments and occupied a very ordinary position in the play world.

The evidence in former trials shows that she was wholly dissolute and unprincipled, and the charge against her is that she had for a time estranged a man from his beautiful and charming wife, and that when he had tired of the show girl and was about to leave her and return to his family, she shot him to death.

The first trial was not brought to a close because of the illness of one of the jurymen, necessitating the abandonment of the case for the moment. The second trial resulted in a disagreement of the jury. It is not likely that the woman can be convicted, and in all probability she will be set free to continue to the end the downward course upon which she has already made much debased progress.

**Propose to Close Grocery Stores on Sunday.**

Kalamazoo, April 25.—The Kalamazoo Grocers' Association last night appointed a committee to look into the matter of grocery stores which keep open on Sundays. Members of the Association said as many as ten local grocery stores have had their goods exhibited in front of the stores and on sale. Henry R. Van Bochove, Sam Hoekstra and William Mershon were named to make an investigation and start a paper asking that all such stores remain closed on Sunday.

Members of the Association state that the matter will be laid before the city council to discover if some action can be taken to enforce a Sunday closing.

Nominations of officers for the coming years were made as follows: President, John Steketee, Sam Hoekstra, W. C. Hipp, Frank Toonder, J. E. Van Bochove and T. Sloan.

Vice-President, H. J. Schaberg, Ed. Priddy, William Welch, W. C. Hipp, E. Hoekstra, J. E. Van Bochove.

Secretary, H. J. Schaberg, E. Hoekstra, H. R. Van Bochove, Frank Toonder.

Treasurer, H. R. Van Bochove, William Moerdyke, M. N. Harris and J. A. Steketee.

The election will occur at a later meeting.

**The Grain Market.**

The general conditions surrounding the growing wheat crops have

changed very little during the past week. The outlook is splendid, at the same time we have had a sensational collapse in the price of the May option, a decline of 22 cents per bushel. The July option has shown a decline in the same time of but two and one-half cents per bushel, while September only about 2 cents per bushel.

The changes in the visible supply for the week are as follows: Decreases of 585,000 bushels of wheat, 344,000 bushels of oats, 41,000 bushels of rye and 345,000 bushels of barley and an increase in corn of 714,000 bushels.

One good point about the decline in May wheat is the fact that it now places our markets more on a basis with the outside markets, and the millers of this country should be able to enjoy a liberal export trade on all grades of flour.

There is very little change in corn, markets are practically unchanged for the week. Receipts are quite liberal and demand is good. There seems to be quite a general feeling of uneasiness, however, on account of the heavy drop in May wheat, and holders as a rule are buying very sparingly, simply to cover their actual needs from day to day.

The oat market is exceedingly quiet with prices easier. Holders of cash oats seem anxious to get from under their load. The visible supply of oats is nearly twice what it was last year at this time, with the new crop scarcely 90 days ahead.

L. Fred Peabody.

**Union Domination Ruinous To Business.**

Lansing, April 24.—About fifty union cigarmakers—their entire force—have been laid off by the cigar manufacturers of the city, the reason given for their action being that the men had planned to raise the scale on May 1 and, as business is quiet, rather than pay the proposed scale the manufacturers will retire from the manufacturing part of the business. It is stated that all of the union cigar shops in the city employing any number of men are closed.

Regarding the matter one manufacturer said this noon: "We have simply reached a point where three things combined are more than we can stand. The prices of tobacco, boxes and labels have been going higher for years, the price of labor has increased also, while we have not been able to increase the price we secure for our goods and the result is that we are at the limit. The men proposed, we understand, to ask for an advance in the wage scale of \$1 per thousand on all grades of cigars. We are now paying \$2 more than Detroit factories, and that shuts us off from a lot of outside business because we can not compete with the prices those firms can make. The present scale was fixed in August, 1902, and under it the men have been making from \$12 to \$15 a week working eight hours a day."

Members of the firms who have dismissed their men say they may have their goods made in Detroit, where the scale is lower than it is here.

**Bride at the Grocer's.**

"And I think," added the sweet little bride, "that you may also send me a package of young macaroni."

The large red grocer looked puzzled.

"Young macaroni?" he said.

"Why, yes. Don't you know what I mean? There's a special name for it, but I've forgotten it." The bride's tone was one of annoyance.

"Excuse me a minute, ma'am," said the grocer; "there's something I forgot to tell my partner about."

After a whispered consultation with the partner at the other end of the store, the large red grocer returned.

"Now, let me see, ma'am," said he, "you wanted a package of—was it spaghetti?"

"Of course," replied the bride. "Isn't that macaroni that's not fully grown?"

And so pretty was the indignation of the sweet little bride at his stupidity that the large red grocer accepted the rebuke meekly.

**Very Polite.**

It is possible to be polite always. It is possible to be polite even when discharging a drunken coachman.

A gentleman once found himself obliged to get rid of his coachman for drunkenness. He summoned the man into his presence and discharged him with this polite speech:

"I fear, Montgomery, that we must part. It has been impossible for me to avoid noticing that several times during the past month you have been—er—sober. Now, I don't believe that any man can attend properly to drinking if he has driving to do, and therefore, at the month's end, you will be free to devote yourself exclusively to your chosen occupation."

The anti-cigarette law recently enacted in Indiana is being early put to the test. There have already been several arrests and convictions. An appeal taken to the Circuit Court has resulted in affirming the conviction in the trial court and the case will now go to the Supreme Court for final adjudication to test the constitutionality of the statute. Other arrests have been and will be made, and if the court of last resort declares in favor of the new statute, cigarette smoking will be dangerous business in that State. The progress of the test case through the courts and the general operation of the law will be watched with interest outside Indiana, and if the experiment proves practical and is successful there, other states may adopt the same plan.

Women who smoke cigarettes have been for some time common (common is the right word) in the lounging rooms of the big hotels in New York, and now they have come more openly before the public. The new Hippodrome, that gigantic playhouse that has just opened, permits smoking in the upper boxes and in the galleries. As the best seats in the house are in these places, it is here that society flocks, and it has been noted that the women who make use of the cigarette while watching the show are quite numerous.

Counterfeit silver has appeared in such quantities in the Philippines that Chief Wilkie, of the Secret Service, has been dispatched to the Islands to inaugurate methods for the apprehension and punishment of the persons engaged in the business of manufacturing bogus coins. It is stated that so much counterfeit silver is in circulation in the Philippines that it has come to be a menace to business, and that the Philippine treasury is anxious over the outlook.

It is estimated that in five years the population of New York City will exceed 5,000,000 and that in fifteen years it will reach 8,000,000. One of the professors of the New York University makes the forecast that "in seventy-five years there will be 40,000,000 persons in the metropolitan district." He must expect that the territory of the city will embrace the entire State.

Calumet—The Calumet & Hecla Mining Co. is negotiating for the purchase of the plant and all timber land holdings of Charles Hebard & Sons, of Pequaming. Forty estimators have been engaged for several weeks looking over the timber lands, and the deal will be one of the largest consummated in this country for several years.

Despite the increasing use of automobiles, horses of all kinds are in unusual demand on the New York market this spring. The day of the horse is by no means near its end.

**Business Wants****BUSINESS CHANCES.**

\$4,500—\$2,000 cash, balance \$100 a month, buys a \$4,500 stock general merchandise and store building, dwelling, barns, sheds, etc., which cost \$2,500 to build. Good farming country on L. S. & M. S. R. R., Hillsdale county, leading store in this part of the country. Did \$14,000 last year. Merchant, Somerset Center, Mich. 518

For Sale—Stimpson Computing Scale, used one month. As good as new. Cost \$70, price \$35. Address R. I. MacDonald, Mancelona, Mich. 516

For Sale—Up-to-date and only exclusive shoe stock in good town of 1,200 inhabitants. Invoice \$6,000. Good surrounding farming country. Will rent store which is centrally located. Business established over 30 years. Stock new. Must sell at once on account of health. A bargain for the right man. Address Box 122, Shoes, Bronson, Mich. 519

For Sale—A good clean stock of groceries, lamps and crockery, located in one of the brightest business towns in Central Michigan. Has electric lights, water works and telephone system, population 1,500 and surrounded by splendid farming community. Store is situated on popular side of the street and one of the finest locations on the street. No trades will be entertained, but reasons for selling will be entirely satisfactory to the purchaser. Address No. 422, care Michigan Tradesman. 422

Wanted—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—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

**POSITIONS WANTED.**

Wanted—Permanent position by dry goods and shoe salesman, young; married, experienced. Best references. Address No. 517, Michigan Tradesman. 517

**HELP WANTED.**

Cigar Makers Wanted—Bunch makers and rollers. G. J. Johnson Cigar Co., Grand Rapids, Mich. 515