

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MAY 3, 1905

Number 1128

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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, 1232; Citizens, 1957. See our children's line.

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
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The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
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GRAND RAPIDS, MICHIGAN.

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GENERAL TRADE REVIEW.

There can be no complaint that in the speculative world events are not transpiring with sufficient rapidity to make operations interesting. Perhaps the most significant feature of the situation, however, is the demonstration of the fact that Wall Street speculation and the prosperity of American industries are becoming so thoroughly divorced. With a decline which lowers the level of leading values from 10 to 15 per cent. below the high level recently attained, a decline which would be greatly demoralizing under ordinary conditions, there is absolutely no apparent effect on the industrial situation. Of course, such a reaction must bring with it a number of speculative failures and yet these added to the natural industrial and trade embarrassments are not enough to bring the number up to the usual average.

The general consensus of opinion seems to be that the present speculative reaction is only the culmination of natural conditions in the stock market. When the level of values has been steadily moving upwards so long, and has reached so high an average, it takes little pretext for the bears to get their innings. Yet, as stated above, there has been enough happening to satisfy the requirements of any as to opportunity. The collapse of the wheat market, with its Milwaukee developments, uneasiness caused by the developments as to the management of one of the leading insurance companies, renewed uncertainties as to the war situation, changes in the management of some of the great railway corporations and anarchy in Chicago surely are enough to warrant something of a disturbance. And yet general trade keeps serenely on, with constantly increasing volume in most lines.

The most remarkable, perhaps, is the development of building operations as spring opens. Municipalities all over the country report an unprecedented demand on their departments of building supervision. Demands for

workmen are so urgent that the highest prices are paid without cavil, and in lumber and other building supply industries the pressure of activity is something tremendous. In the iron and steel trades there is no abatement of the universal activity, orders being placed for deliveries far in the future. One significant order is that for 250 locomotives by a single railway, which would indicate confidence in the stability of the present era of activity. In the cotton goods trade there is something of a test in the continued decline of the staple, but the increase in domestic as well as foreign requirements is enough to keep the volume of production on the increase. The woolen situation continues strong, with prices of the new clip more than sustained. Shoe factories are receiving an abundance of deferred rush orders and the problem of getting time for the ordinary shut-down for stock-taking is becoming an important one.

The experience of the past week in Chicago, growing out of the sympathetic strike of the teamsters' union, plainly shows the limits to which organized labor will go on the least provocation. The teamsters' organizations in Chicago were under contract to maintain service intact and the contracts embodied specific agreements to the effect that sympathetic strikes were not to be tolerated by the unions. Notwithstanding these agreements, the unions have voluntarily violated every provision of the contracts and the members of the unions have turned the streets into carnal houses and the city into chaos. No better example of the utter irresponsibility of the unions and the disposition of union men generally to indulge in pillage, destruction and murder has been afforded than the present situation in Chicago. Unionism stands for everything un-American and every strike and boycott demonstrates all too plainly that America will never achieve any permanent prosperity so long as trade unionism exists in this country. Unionism is not only an effectual barrier to business, commercial and social advancement, but it is the feeding ground of communism and anarchy. Every trade union is a school for the saloon, the brothel and the prison, and any man who stands up in defense of the union or attempts to excuse its existence or palliate its doctrines and practices is an enemy to his country and lacks the essential elements of good citizenship.

The devil is not as black as he is painted, nor are some of his antagonists as immaculate as they are white-washed.

TWIN INFAMIES.

Any combination of capital which seeks by contract or otherwise to hamper or prevent the sale of goods not manufactured or handled by it should be deprived of its charter and forever prohibited from doing business in the State. The managers of such corporations should be compelled to pay the penalty by heavy fines or prison sentences.

Any labor organization which seeks to create and maintain a monopoly by intimidating employers into making contracts which provide for the exclusive employment of union men should be disbanded by law and the members should be forever prohibited from exercising the privileges of citizenship, because they are guilty of a crime against the constitution of the United States.

Any employer who enters into an exclusive contract should be made to pay the full penalty of the law.

As between the greedy trust and the selfish trades union, there is little difference. One is dominated by intelligence; the other by ignorance. One uses as weapons the corrupting influence of accumulated wealth; the other uses as weapons the torch of the incendiary and the bludgeon of the assassin.

"CRIMINAL CONTRACTS."

The Fyfe bill, which forbids under severe penalties the making and enforcing of contracts similar to the contract now in use by the International Harvester Co., has passed the Senate unanimously and is now before the Judiciary Committee of the House. As the latter body is composed largely of farmers, the bill will undoubtedly meet the same reception in the House that it did in the Senate.

When this bill was first introduced the International Harvester Co. sent three attorneys to Lansing to lobby against the measure, but they soon discovered that the sentiment against this trust was so strong that it would be useless to attempt to stay the tide of public opinion which had set in against the infamous practices employed by this trust in the attempt to monopolize all the business in its line.

A woman is expected to give the beef trust a killing blow. While gathering material for a magazine article this woman is said to have entered the employ of the trust as a stenographer, obtaining in that capacity copies of many incriminating documents. The gentlemen of the beef trust have been somewhat indiscreet, but it is altogether unlikely that any woman knows all their secrets.

WINDOW TRIMMING

Familiar Farm Scene Staged in Mammoth Window.

"I was in the southern part of the State the other day," said a traveling salesman who is in the habit of noticing window trims, "and saw a show window that indicated a lively mind in the one whose work it is to keep store matters interesting to the general public. I will tell you about it:

"You know there's no blessing to mankind much more common than just green grass, and yet how few of us appreciate its beauty and usefulness—except, perhaps, the park people who make us keep off from it continually. And that makes me think of how God's nobleman, Jacob Riis, declares that if we were to be buried like those ancient people of Egypt, and future generations—archaeologists—were to dig us up and investigate as to our customs and habits by the things they unearthed, they would very naturally come to the conclusion, from the thousands of signs reading

Keep off the grass that we had been a nation of grass worshippers!

"Well, this particular window that engrossed my attention in that Southern Michigan town had the floor entirely covered with the greenest of verdant grass about three inches high; vegetation is farther advanced down there than with us—a difference of several weeks.

"A shanty had been constructed of rude boards at one end of the window, which was an exceptionally large one, extending across the entire front, the store fronting on two streets with the entrance at the corner. Part of an old disused opera house curtain had been secured and hung from floor to ceiling, filling the entire background. On this was painted a house, in perspective, of which the shanty appeared to be the addition—the old-fashioned 'summer kitchen.' Around the house in the picture was the neat side and front yard, with double pink hollyhocks and sunflowers, the latter all 'looking' one way—toward the sun. A flower bed of Grandmother's posies was to be observed, Sweet Williams, mignonette and portulaca, with a border of snap-dragons and candytuft. A vine (of paint) threw its luxurious clinging tendrils around the palings of the white picket fence and covered it with a matted mass of loveliness. A row of maples outside the fence reached their arms to the ceiling, while beyond stretched a gently-rolling country. Cows and sheep grazed in the distance and altogether the scene was quite bucolic.

"Coming through the gate was the farmer in overalls and big straw hat, with rake slung over his shoulder and one hand in his pocket. A smile greeted the dummy supposed to be Mrs. Farmer.

"Just inside the door of the 'lean-to' stood a kitchen stove, the pipe of which protruded from a tin-encircled hole in the side of the shanty. A boiler of water sat on the stove. This had been heated elsewhere and was kept boiling by a tiny gas stove set inside the other. This gave a touch of realism that seemed especially to delight the window-gazers.

"'Why!' they would exclaim, 'Just see—that's real water in that boiler—and boiling, too!' and every mother's son and daughter of 'em would crane their necks and endeavor to gain a point of vantage to view the wonderful sight.

"Outside the door stood two tubs on a platform wringer. One was full of 'suds' and dirty clothes, with the sozzled washboard tilted in the side, with a sopping half-washed garment lying on it, and the wet soap on that. Near by, another tub, with bluing water in it and a wringer attached to its side, stood on an inverted soap box. Next to this, on the ground, sat a fine large clothes basket (one of 'Ballou's Best'). This was half filled with clothes wrung from the bluing water, and several other articles, fresh from the 'rensing,' hung over the last-mentioned wringer. A broom and mop rested at the side of the open door and buckets and clothes pin basket (this also one of 'Ballou's best') and other concomitants of the day much dreaded of housekeepers were strewn around the grass in picturesque confusion.

"To add further to the interest a massive Saint Bernard lay curled up asleep in one corner, chained to a kennel. In the opposite corner, against the glass, was a hencoop, in which clucked a distracted feathered mother, while her numerous babies, just beyond her reach, cheeped and picked up crumbs.

"The clothes line, stretched from corner to corner of the big window space, was half full of wrung-out black stockings, and Mrs. Dummy Farmer was clothes pinning a yard long piece of white cotton cloth, on which was printed, in black letters easily read halfway across the street, the injunction:

See This Nice Line
of
Black Cat
Hose!

"And, to cap the climax, an immense coal-black Tabby peacefully reposed in an ancient spindle-backed green-cushioned rocking chair set outside at the left of the door. On her neck was a broad bright yellow satin ribbon tied in a big bow and fastened to this was a white card, black-lettered the same on both sides, so that Pussy would be apt to show the reading whichever way she lay. On this one deciphered:

I Am the Only Original
Black Cat!

"This window but illustrated a homely scene in the weekly life of every hard-working country woman, and yet it drew crowds for two whole weeks, who absorbed it as if they never had seen its like before.

"Which goes to show that a window trimmer may employ the com-

monest of material and yet accomplish the most striking results, and, what is most important of all, make such trims advertise and sell goods for the store that supplies his bread and butter and jam!"

Wage Earning Girls Waste Money on Trivialities.

Written for the Tradesman.

I wonder if the average girl who is obliged to work for her living has a realizing sense of the amount of money she spends injudiciously in the course of a year.

As a rule, she never or seldom stops to figure up at the end of that time just what the dribbles, the useless folderols, the foolish little jimcracks foot up to; the amount spent each time seems to her so trivial.

"Oh, let's have some soda water," says one to her three or four girl companions.

"Oh, I don't know's I care for it," protests another, and the objection springs from the knowledge that she must economize not only in large things but in small; in trifles that are so little in themselves that it makes one look stingy not to indulge in them.

This girl well knows that although the one who proposed the soda will stand treat this time, her turn is coming before long and she will have to "do it up brown" on this same treat question. Then 15 or 20 cents will take itself to the everlasting bowwows, and, worst of all, there will be nothing to show for the expenditure—except, perhaps, several large stomach aches inside of as many silly little girls who could not get past the drug store.

Then there's the matter of candy and cheap little trinkets from the 10 cent store. If a girl went to this same low-priced-place and provided herself with small useful articles that, although inexpensive, are as good for her use as those of better grade coming from the hardware store, those would be purchases of some profit to herself.

How many girls ever think to provide themselves, for their own rooms, with a hammer, nails of different sizes, a corkscrew (not necessarily for convivial purposes), balls of twine, of two or three varieties, and numerous other little contrivances that are many times needed? I know a family of six each of whom keeps such things in a special drawer for the purpose, so that they are not everlastingly calling on others when in need of such essentials. The plan is a good one, and saves much annoyance at a time when one is in a hurry and has not a minute to spare in which to hunt things up.

A girl—the ordinary one, I mean—would think she was verging on the abyss of oldmaidhood if she pursued such a sensible course as the above, and yet she would save her people a deal of bother in waiting on her for such necessities as I enumerate.

Also if a girl kept a little medicine cupboard well supplied with such needfuls as toothache medicine, arnica, witch hazel, camphor, glycerine, corn remedy (if she is cursed with

these painful patience-taxers), vaseline, both camphorated and carbolized, hair tonic, etc., etc., how much trouble she would save herself and others.

Often a person is in dire need of some one of these remedial agents in the nighttime and see how handy then such a well-stocked receptacle is found. One little maid whom I know, only 16, rejoices in such a wall cupboard, and says she doesn't see how ever she got along without it before I suggested that she start a "supply cupboard" with some of the money she was wont to fritter away on sweetmeats that only spelled toothache and indigestion for her. She keeps it in exquisite order and exhibits it with pride to her chums.

This was the starter which broke this young lady of wasting her income on bonbons and other useless stuff.

Many a girl will go up and down the street investing in a rag of ribbon so sleazy it's a string the first time she ties it around her neck, or a chiffon veil she doesn't need and that looks like old tissue paper the first time she gets caught out in the rain or damp with it on, or a belt in which she looks like the ace of spades and which she wears but once and then it litters up the house, or a stickpin that has nothing to recommend it but the glitter of its pinchbeck diamond—all these miserable baubles, I say, a foolish girl will get in exchange for her good cold cash; and this, too, when she probably hasn't a decent pair of stockings to her name, or a hairbrush and comb for her dresser that are worthy to be designated as such, or a robe de nuit if she broke her bones and had to go to the hospital.

There's another thing she might better be spending her wages for than perishables—she might better be accumulating little elegancies for the dresser in her bedroom. These need not all be bought at once—that would necessitate quite an outlay if purchased in a bunch—but they could be picked up one at a time, and in this way everything in the way of toilet comfort could be procured.

And what is more satisfying to the artistic feminine eye than for it to rest on a dainty bureau containing all the essentials that go to the evolving of a perfectly-gowned woman.

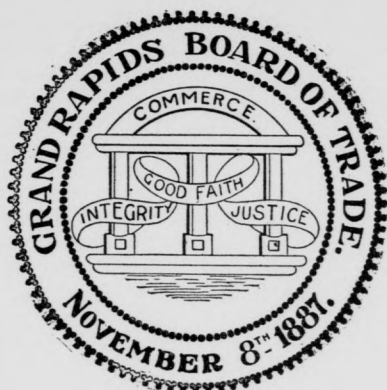
Working girls, save your wages and put them in the bank, if possible. At any rate, don't squander your money on senseless trash.

Janey Wardell.

Turning Kickers Into Friends.

Complaints are not especially desirable in any business, and yet they may be often turned to good advantage. If a complaint is adjusted quickly and satisfactorily and without unnecessary quibbling, the "kicker" is often made a fast friend of your store. An unmistakable inclination to be "square" with customers and treat them fairly is sure to be appreciated.

It takes more than the Sunday suit to make the solid saint.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day, in the Week

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

Amount of Purchases Required

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

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

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| <p>Automobiles
Adams & Hart
Michigan Automobile Co.
Richmond-Jarvis Co.</p> <p>Bakers
National Biscuit Co.
Belting and Mill Supplies
J. M. Hayden & Co.
F. Raniville Co.
Studley & Barclay
Bicycles and Sporting Goods
W. B. Jarvis Co., Ltd.</p> <p>Billiard and Pool Tables and Bar Fixtures
Brunswick-Balke-Collander Co.
Books, Stationery and Paper
Central Michigan Paper Co.
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
M. B. W. Paper Co.
Mills Paper Co.</p> <p>Confectioners
A. E. Brooks & Co.
Putnam Factory, Nat'l Candy Co.
Clothing and Knit Goods
Clapp Clothing Co.
Wm. Connor Co.
Ideal Clothing Co.
Commission—Fruits, Butter, Eggs Etc.
C. D. Crittenden
J. G. Doan & Co.
Gardella Bros.
E. E. Hewitt
Vinkemulder Co.</p> | <p>Cement, Lime and Coal
S. P. Bennett & Co. (Coal only)
Century Fuel Co. (Coal only)
A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.</p> <p>Cigar Manufacturers
G. J. Johnson Cigar Co.
Geo. H. Seymour & Co.</p> <p>Cigars and Tobaccos
The Woodhouse Co.
Crockery, House Furnishings
H. Leonard & Sons.
Drugs and Drug Sundries
Hazeltine & Perkins Drug Co.</p> <p>Dry Goods
Grand Rapids Dry Goods Co.
P. Steketee & Sons.</p> <p>Electrical Supplies
Grand Rapids Electric Co.
M. B. Wheeler Co.</p> <p>Flavoring Extracts and Perfumes
Jennings Manufacturing Co.
Grain, Flour and Feed
Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.</p> <p>Grocers
Clark-Jewell-Wells Co.
Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.</p> | <p>Hardware
Clark-Rutka-Weaver Co.
Foster, Stevens & Co.</p> <p>Jewelry
W. F. Wurzburg Co.
Liquor Dealers and Brewers
D. M. Amberg & Bro.
Furniture City Brewing Co.
Grand Rapids Brewing Co.
Kortlander Co.</p> <p>Music and Musical Instruments
Julius A. J. Friedrich</p> <p>Oils
Republic Oil Co.
Standard Oil Co.</p> <p>Paints, Oils and Glass
G. R. Glass & Bending Co.
Harvey & Seymour Co.
Wm. Reid</p> <p>Pipe, Pumps, Heating and Mill Supplies
Grand Rapids Supply Co.</p> <p>Saddlery Hardware
Brown & Sehler Co.
Sherwood Hall Co., Ltd.</p> <p>Plumbing and Heating Supplies
Ferguson Supply Co., Ltd.</p> <p>Ready Roofing and Roofing Material
H. M. Reynolds Roofing Co.</p> | <p>Safes
Tradesman Company
Seeds and Poultry Supplies
A. J. Brown Seed Co.
L. F. Jones Seed Co.</p> <p>Shoes, Rubbers and Findings
Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reeder & Co.
Rindge, Kalm'h, Logie & Co. Ltd</p> <p>Show Cases and Store Fixtures
Grand Rapids Fixture Co.
Grand Rapids Show Case Co.</p> <p>Tinners' and Roofers' Supplies
Wm. Brummeler & Sons
Hopson Co.</p> <p>Undertakers' Supplies
Durfee Embalming Fluid Co.
Powers & Walker Casket Co.</p> <p>Wagon Makers
Belknap Wagon Co.
Harrison Wagon Co.</p> <p>Wall Finish
Alabastine Co.
Anti-Kalsomine Co.</p> <p>Wall Paper
Harvey & Seymour Co.
Heystek & Canfield Co.</p> |
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If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.

AROUND THE STATE

Movements of Merchants.

Bannister—Herbert Beebe has opened a meat market.

Charlotte—W. H. Sutherland will shortly open a bazaar store here.

Morley—Harding & Co., general dealers at this place, will shortly open a branch store at Higbee.

Central Lake—Hiram L. Dawson & Co. are succeeded in the furniture business by Orrin H. Sisson.

Richmond—R. G. & H. H. Baker, dealers in jewelry, crockery and confectionery, are removing to Marine City.

Nashville—O. G. Munroe succeeds the former firm of McLaughlin & Munroe, dealers in clothing and shoes.

Nashville—Ward Quick has bought the grocery stock of Brower Bros. and will take possession in the near future.

Menominee—The capital stock of the Northern Hardware & Supply Co. has been increased from \$50,000 to \$60,000.

Cheboygan—The grocery business formerly conducted by Robert Meggit will be continued in future by R. Meggitt & Son.

Pierson—Samuel M. Geary, who formerly conducted a general store and drug business, is to be succeeded by Edmond E. Weed.

Harbor Springs—Willard Cornell has purchased C. Stiles' interest in the City Meat Market and the firm name will hereafter be Cornell & Parks.

Sparta—Bert H. Putman is succeeded in the general store business by Mrs. A. Wyckoff, who formerly conducted a grocery and crockery store at Grant.

Lansing—Dr. F. H. Snell has resigned his position with the East Side pharmacy and will move his family to Scotts, where he has secured a similar situation.

Leslie—C. I. Wilson is preparing the Dennis store for his furniture business. Frank Blaisdell has moved his jewelry and novelty business into Dennis' tin shop.

Lapeer—James Murphy, dealer in fishing tackle and sporting goods, has filed a petition in bankruptcy, placing his liabilities at \$10,581.92 and his assets at \$10,081.66.

Rothbury—The negotiations between Longnecker & Bigler and W. A. Butzer, having for their object the purchase of the general stock of Mr. Butzer, have fallen through.

Houghton—The Lac LaBelle & Calumet Railroad Co. has increased its capital stock from \$150,000 to \$1,000,000 and changed its name to the Keweenaw Central Railroad Co.

Lansing—The Cuban Fruit & Sugar Co. has been incorporated for the purpose of growing fruits and sugar cane. The authorized capital stock of the corporation is \$150,000, of which amount \$75,000 has been subscribed and paid in property.

Boon—Aaron Schwartz has purchased the interest of Mr. Tenney in the general stock of Schwartz, Tenney & Co. and will continue the business under the style of A. Schwartz.

Evart—Edgar W. Becker, who has been in the employ of the F. F. Birdsall Hardware Co. for the past year, has resigned to become manager of a hardware store at Harriette.

Freeport—J. S. Loewenberg has sold his stock of general merchandise to H. I. Miller, formerly of Remus. Mr. Loewenberg will soon remove to Detroit to take an active interest in the Baird-Loewenberg Co.

Hopkins Station—Wm. H. Dendel has completed a warehouse on the railroad track for the reception of the lime and cement lines. The building is 32x48 feet in dimensions and it is constructed wholly of cement.

St. Johns—J. G. Watkin, of this place, has sold his restaurant, bakery and confectionery business to William Wilesmith, of Lansing. Mr. Watkin expects to take his pop works to Crystal at the opening of the resort season.

Caro—A corporation has been formed under the style of the Caro Elevator Co. for the purpose of dealing in grain and hay. The authorized capital stock of the company is \$12,000, of which amount \$8,000 has been subscribed and paid in in cash.

Bridgeton—John Sharp, who has been engaged in general trade here for the past eight years, has sold his stock to Chas. Fair, late of Newaygo, who will continue the business at the same place. Mr. Sharp will probably re-engage in trade at some other place.

Detroit—J. Henry Smith, of Peter Smith & Sons, dealers in groceries opposite the public library, has purchased the entire interest of Conrad H. Smith and will continue the grocery business under the old firm name. Conrad H. Smith will engage in the jobbing trade.

Lansing—A. C. Flowers, who has been in the employ of J. G. Reutter as a meat cutter, has resigned and will remove to Portland, where he will engage in business with W. Earle, of that place. Eugene Schoettle has been advanced to the position left vacant by Mr. Flowers.

Kalamazoo—Members of the Kalamazoo Retail Grocers' Association expect to take a half holiday the latter part of this month in the shape of a fishing trip, probably to Long Lake. They will leave about 1 o'clock and return in the evening. Stores will be closed that afternoon.

Marquette—F. W. Read & Co. have disposed of their retail fuel and lumber business to the Consolidated Fuel & Lumber Co. By disposing of its Marquette business, F. W. Read & Co. retire from the retail trade in this county. The lumbering and logging operations, conducted for some years past at Michigamme, will be continued.

Vicksburg—The R. E. Kimball grain elevator, built in 1872, burned to the ground Saturday night. Sparks from a passing engine are supposed to have caused the fire. The Kimball

loss is \$2,000; \$700 insurance. W. A. Todd occupied the building as a seed house and lost \$825, covered by insurance. Dir Bros., owners of the machinery, lose \$425; insurance \$250.

Hancock—Jacob Gartner, the Hancock merchant, has leased the store apartment in the Hocking building, opposite his place of business on Quincy street, and will occupy the same with a carpet and furniture department as soon as Dan T. Pearce, now conducting a saloon there, moves out. Saul Seegal, Mr. Gartner's purchaser, will leave shortly for Grand Rapids, Chicago and Philadelphia to buy the new stock.

Bannister—R. G. and R. D. Letts are putting up a building which will be 66x50 feet, one story. It will be a frame building sheeted and sided with pressed steel. The Bannister Bank will occupy the corner room. The center store is leased to A. B. Praay, of Flushing, who will put in a drug store. Mr. Praay was formerly a resident of this vicinity and is well known here. The east room has not been definitely arranged for at this time. The building will cost about \$4,000.

Harbor Springs—W. J. Clarke & Son have sold their grocery and meat department to Goetz & Wells. Twenty-five years ago W. J. Clarke started in the store building now occupied by Max Weiss, and by his untiring efforts and careful thinking has made his business what it is to-day. In 1887 he added a clothing department to his business and in 1896 he erected one of the finest brick blocks in the county. In 1898 he took his son, James T. Clarke, as a partner, and to-day W. J. Clarke & Son have one of the largest grocery stores in this section. Mr. Clarke is a thorough business man in every way and besides his large business interests in Harbor Springs he holds an interest in the Thomas Forman Flooring Co., of Detroit, and also in the Rice Leather Co., of Kalamazoo. Mr. Clarke has always been much interested in this place and has held many important offices and is at present President of the Board of Public Works. He informs us that he will remain in Harbor Springs and will probably enter into some other business later. The new firm of Goetz & Wells are experienced and successful business men. Mr. Goetz is from Gatesville and has been engaged in business for a number of years, and Mr. Wells, from Manistique, has for a number of years traveled for a large wholesale grocery firm.

Manufacturing Matters.

Petoskey—The Detroit Pump Co. has increased its capital stock from \$25,000 to \$100,000.

Ypsilanti—The W. L. McCullough Co. has increased its capital stock from \$30,000 to \$150,000.

Ann Arbor—The Peninsular Manufacturing Co., which manufactures book-cases and desks, has increased its capital stock from \$35,000 to \$50,000.

Northville—Gov. Warner has made arrangements for the erection of a cheese factory at Kilmanagh, Huron

county, which will make the tenth plant for that industry under his ownership.

Onaway—D. A. Stratton, formerly with the Lobdell-Bailey Manufacturing Co., will shortly build a handle factory at Alpena. He expects to manufacture various kinds of turned articles.

Manistique—The Chicago Lumbering Co.'s mill, which has been running days only and has been cutting the logs piled on the banks of the river near the mill, will put on a night crew.

Manistique—The Weston Lumber Co. will resume operations at its sawmill this week after a shutdown of several days on account of high water. The mill will be run full capacity, with night and day shifts.

South Haven—A corporation has been formed under the style of the South Haven Bottling & Ice Cream Co., with an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed and \$2,700 paid in in property.

Port Huron—The Port Huron Box Co. has been incorporated for the purpose of manufacturing and dealing in wooden boxes. The capital stock of the corporation is \$3,000, all of which has been subscribed and paid in in cash.

Sault Ste. Marie—The Lake Superior Corporation's veneer mill has gone into commission. During the shut-down numerous repairs and improvements were made, some new and thoroughly modern machines being installed.

Munising—The Superior Veneer & Cooperage Co. started its veneering plant last week. The sawmill, which is of a modern and practical type, will begin cutting as soon as the ice shall leave the bay so that timber can be handled conveniently.

Detroit—The American Family Supply Co. has been incorporated to manufacture and sell canned goods, with an authorized capital stock of \$10,000, of which amount \$4,500 has been subscribed and \$3,900 paid in in cash and \$600 in property.

Detroit—A corporation has been formed under the style of the Holley Brothers Company, which will manufacture automobile parts. The company is capitalized at \$10,000, all of which is subscribed and \$5,000 paid in in cash and \$5,000 in property.

Detroit—The Wolverine Leather Goods Co. has been incorporated to manufacture and sell leather goods and specialties. The company is capitalized at \$16,000, all of which has been subscribed and paid in, \$543.89 in cash and \$15,456.11 in property.

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The Grocery Market.

Sugar—The raw market abroad is very dull and has declined, and the situation on this side is in almost the same condition. On this side sales of raws have been made at a decline of 18 points. Heavy rains are reported from Cuba, and the expectation is that if they continue they will curtail the crop. The conditions of supply and demand would seem to point towards a higher market, as the fruit season is rapidly approaching and the stocks held in this country are none too large. On the other hand the price is now at a record level, as for several years. Jobbers say the country is poorly supplied with sugar, but that the grocers are slow about buying, owing to the uncertainty of the market. It is so high that a break is feared.

Coffee—The receipts of Brazils continue very small at primary points, and it now looks as if the year's crop would hardly touch the 10,000,000 mark. The New York market has quoted Brazils as strong during the week, for the first time in a long while. The receipts of mild coffees for the week show that the claim of short crop is undoubtedly true. Mocha and Java are steady and unchanged. The general demand for coffee is still rather light.

Tea—There have been no developments of whatever character during the week and the general situation is very placid. The demand is entirely for current wants. Prices throughout are unchanged and the general market can be said to be fairly firm.

Canned Goods—Although the weather has not been particularly summer-like, the demand for salmon is increasing in this market. Jobbers are already having trouble to keep their stocks in any shape at all and a little later a positive scarcity is very likely to develop in all popular varieties and sizes. Sardines are moving well. Storms on the Gulf coast are interfering with the shrimp pack. Canned oysters are firm. Fruits are moving well in this market. The demand for gallon apples is large. No shortage has developed here yet. Standards are going out, too. Apricots and peaches are selling in moderate volume. They are high and apples are cheap. Fresh strawberries are beginning to cut into the canned fruit trade, also, and the largest demand is now for pie material. For this purpose cheap blackberries, peaches, blueberries, etc., are selling very well. Tomatoes are reported moving well in the East, comparatively speaking. There are reported very good offerings of spot goods in Maryland, but buyers are holding off somewhat. The consumptive demand is steady and fully up to the normal at this season of the year. Futures are interesting the trade very little. The outlook for the coming pack is hazy, and although there are plenty of re-

ports floating around there is little that can truthfully be said of the prospects.

Dried Fruits—Loose raisins are scarce on spot, with a fair enquiry for three-crowns. The latter have advanced at least ¼c in the last few days. Nectarines are scarce and unchanged. Currants are dull and unchanged. Prunes are selling slowly at unchanged prices. Some slight firmness was imparted to the situation during the week by the strong prophecies of coming short crop which came from the coast. Prices were not affected, however, although they may be if the predictions are verified. Peaches are in light demand, being high and scarce. Apricots are selling in a small way on spot, on a slightly lower basis than a month ago. The cause is the lateness of the season and the much lower price on futures. New apricots are in fair demand. Seeded raisins are slow and the market is soft.

Rice—Offerings of Japan are ample, with good demand on account of low prices. Advices from the South note continuance of quiet tone on the Atlantic coast. Outgo, however, is at sufficient ratio to take up the small amount remaining, long before resupply can be reached. At New Orleans the market is firm—the distributing demand is irregular. Assortments are not as full and some difficulty is experienced in duplicating purchases of a month ago, both as to style and price, so buyers have to take what they can get, instead of what they want.

Fish—Cod, hake and haddock are quiet and soft as to price. Nothing to speak of is doing in salmon, the only development being the naming of prices on new Columbia River fish. Lake fish and white fish are unchanged and quiet.

Geo. W. Perry has purchased the Elk Rapids Progress of Chas. J. Brown and will continue the publication. Mr. Perry was Secretary of the Michigan Press Association in 1888 and 1889, Deputy Internal Revenue Collector from 1888 to 1893 and published the Bellevue Gazette ten years and the Coldwater Republican for four years. He is an energetic and progressive business man and will make his mark in his chosen field.

The new general store of the Dennis Bros. Salt and Lumber Co., which is being built at Dighton, will be completed soon. The main building is 22x70 feet, two stories, with a wing for warehouse purposes.

John Gardella has engaged in the grocery business at 300 West Fulton street. The Worden Grocer Co. furnished the stock.

The grocery business formerly conducted by E. C. Lathrop at 254 South Division street will be continued by Mrs. A. Locke.

John C. Quaife has opened a grocery store at Hastings. The stock was furnished by the Worden Grocer Co.

The Produce Market.

Apples—Spies and Russets command \$2.50, while Baldwins and Ben Davis varieties fetch \$2.25. The varieties are decreasing rapidly. However, the end of the apple season will soon be here, when berries begin to arrive in any quantity there is a falling off in apples and that point has about been reached. The stock is good and cheap this year and it is likely that the season will be longer than usual.

Asparagus—\$1 per doz. bunches.

Bananas—\$1 for small bunches and \$1.50 for large. Prices are rather high, but about the usual quantity are taken for the season. The abundance of strawberries generally cuts down the demand for bananas more or less.

Beets—40c per bu.

Butter—Creamery has taken a drop of 4c, being now quotable at 25c for choice and 26c for fancy. As pointed out in the Tradesman a week ago, this is the time of the year when the butter market is likely to do such a stunt, particularly as there has been no speculative element in the situation for several months. New York declined and this market followed. Receipts have not been so enormous as to cause all the decline, but everything working together has had that effect. Naturally with extra creameries down that much, the whole list is affected and everything is lower from 3@5c. No. 1 is quotable at 20c and packing stock at 16@17c. Renovated has dropped to 22c.

Cabbage—Has advanced to 75c per doz.

Cheese—It is not thought likely that the present price will hold any great length of time. The demand for well cured fancy goods is steady, however, and unless more October make is uncovered, the market may keep this level until the new make cheese has attained sufficient ripeness. The demand extends well down the line, including practically all varieties.

Celery—90c for California.

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

Eggs—Local dealers pay 14@15c for case count. The market has been rather an easy one through the week. The storage buyers are still doing business, else the market would undoubtedly be lower, as the receipts have been large and the demand, while normal, is not heavy enough to absorb all the offerings and keep the price up.

Grape Fruit—Florida stock commands \$5.50 per box of either 64 or 54 size. California stock is \$1 cheaper.

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

Green Peas—\$1.35 per bu. box.

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

Lemons—Messinas, \$2.50 and Californias, \$2.65. The demand is not particularly large. As noted before, the lemon trade is hoping for warm weather, and lots of it.

Lettuce—Hot house is steady at 10c per lb.

New Potatoes—\$2.50 per bu. Sales are small.

Onions—\$2.25 per crate for Bermudas.

Oranges—California Navels are steady; \$3.25 for choice, \$3.50 for fancy and \$3.65 for extra fancy. The stock coming now has none of the softness noted some time ago and is well developed in every way. Demand is excellent and the movement is large. In addition to large quantities of navels, there are fair offerings of seedlings and Mediterranean Sweets, which command \$3@3.25 per box.

Parsley—30c per doz. bunches.

Parsnips—\$1.25 per bbl.

Pieplant—75c for 40 lb. box.

Plants—Tomato and Cabbage fetch 75c per box of 200.

Pop Corn—90c for rice.

Potatoes—The market is fairly steady on the basis of 15@20c per bu. Speculation as to the probable acreage is now rife. It is generally thought that it will be smaller than last year because of the prevailing low prices.

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—Tennessee stock is now coming in in carlots, fetching \$1.25 for 24 pints and \$2.25 for 24 quarts.

Tomatoes—\$4 per 6 basket crate.

Turnips—40c per bu.

Echo of the Pure Food Furor.

Battle Creek, May 2—Another chapter in the Neil S. Phelps' case, the deceased financier, whose death was such a mystery, was completed Monday when a large block of stock in the Sanitorium, Malta Vita, Korn Krisp and Ellis Publishing Co. was sold at auction in front of the city hall. The bidding was light and but few attended the sale, mostly attorneys. The bidding was all done by the banks, where a large portion of the stock was held as collateral for moneys advanced to Mr. Phelps in carrying on his operations. A large block of Korn Krisp stock sold for \$1; a similar bunch of Sanitorium stock sold for the same consideration. The Ellis Publishing Co.'s stock brought a fair price, but there was but one bid on each lot.

The surprise of this sale was the bidding in of \$4,300 in stock of the Malta Vita Co., at \$4,300, by the City Bank. This stock was a portion of the capital stock of the old company and was worth, at the time the company was recently reorganized, \$1 per \$100. It developed at the sale that the stock was held as security by the Bank, which had loaned up to its full value, so the price paid for the stock has no significance.

Northport—Andrew J. Kehl will shortly engage in business, carrying lines of cigars, tobaccos, confectionery and canned goods.



Committee on Arrangements of the Grand Rapids Retail Grocers' Association Third Annual Food and Industrial Exposition.

Auspicious Opening of the Annual Food Show.

The third annual Food and Industrial Exposition held under the auspices of the Grand Rapids Retail Grocers' Association is now in progress and will continue this week and next in the Furniture Exposition building, at the corner of Fountain and North Ionia streets. The exhibition is complete in every department, there being a greater variety of exhibits than there was a year ago. Last year there was a preponderance of coffee exhibitors, especially those who were demonstrating coffee in liquid form. This year the exhibits are so evenly balanced that there is not a superfluity of exhibitors in any one line or class. The floor space has been increased 50 per cent. over that of the year before. The affair opened with much eclat Monday evening, and if interest continues—and there is every reason to believe that it will increase as the days go on—the third Food Show will be much more successful in every respect than either of its predecessors.

The Story of a Millinery Store Employee.

Written for the Tradesman.

Once there was a little scrub of a Kent county girl who "came up" in an exceedingly nondescript fashion. Her people were dead and she was kicked around from pillar to post by unwilling relation, none of whom yearned for the task of bringing up the forlorn little waif. Finally, she fell into the hands of a more distant relative than those who had been so lukewarm in their bounden duty, and this last one to receive her saw possibilities in the ugly duckling that

might be developed—saw a bright future for the girl if her natural bent were but fostered.

The child had always had a perfect passion for millinery work. No matter how unpromising the foundation and trimming material, her keen eye saw immediately all that might be accomplished with the stock in hand. The result was that even while in school she earned quite a bit by making over and trimming hats for her young friends and not a few of the neighbors.

She showed such decided talent in this direction that, when she had completed the first high school year, her aunt advised her to leave school and strike out for herself.

The girl called the lady "aunt," but she was in reality an older fourth cousin.

She took her aunt's counsel, although she regretted exceedingly the breaking up of her school life, and secured a position with a first-class millinery house. Here she served the customary apprenticeship, learning thoroughly all the details in the art and receiving unstinted praise for her work. Then she became a saleslady in the same establishment, where she acquired a further knowledge of the business and was thrown in contact with more people so that she gained confidence in herself and ability to read humanity.

Not long had she been in this position when she was offered a better one as head saleslady in another and larger establishment, which stood high in the business world.

Here the girl improved so rapidly and showed such marked efficiency that she was transferred to the whole-

sale department of the store, there to assist in the buying.

When I look at this prosperous, self-made woman of the world to-day, I can scarcely realize that her early life was so pitiful as has been told me by that same generous-hearted aunt who took the little orphan to her heart and home.

Her career was one of better to better all the while. Now she is employed by an immense Toledo wholesale firm; and the trust they place in her by sending her twice a year to New York as their only buyer, and for the past three years once a year to Paris, shows what luck comes to one endowed by Nature for a special calling and whose talents along a special line were developed to the utmost degree.

To-day the lady, young looking, handsome in face and figure, chic, well off in this world's goods, lives a happy, contented and useful life. She keeps house in an elegant flat, where she is surrounded by all the luxuries that taste and money may compass. And the aunt who helped her in childhood is eating the bread she cast on the waters some twenty-five years aback. Her husband died several years ago and the niece insisted on her making her home with her, "without money and without price."

Once in two or three years this fortunate milliner visits Grand Rapids on a vacation, and makes the rounds of her old friends, who all rejoice with her in her happiness and success as a business woman.

Perhaps this case is one in a thousand—I suppose it is, being as the "case" is a woman! Jennie Alcott.

The Drug Market.

Opium—Is very dull but the value remains steady.

Morphine—Is unchanged.

Quinine—Is steady.

Bromide Sodium—Has been advanced 3c by manufacturers.

Hypophosphites Lime, Soda and Potassium—Have been advanced about 25 per cent. on account of higher price for the crude material.

Chloroform—Manufacturers have reduced the price 3c per pound. The patent process under which this article is now being manufactured expires next month.

Menthol—Is steady at the reduced price.

Oil Peppermint—Has declined and is tending lower. Stocks carried over from last year's crop are being marketed.

Oil Cloves—Is tending upward on account of higher price for the spice.

American Saffron—Has declined 10c per pound.

The decline in the price of camphor last week was a surprise, as at the same time it advanced in London. The uncertainty of shipment of crude is one reason for higher prices.

Sir Oliver Lodge announces that after years of research he has at last discovered a current which he has successfully applied in his long experiments for the dispersing of fogs by electrical means. The method is described as "a persistent current which will overcome greater obstacles and go in any direction regardless of what stands in the way." He pays tribute to Profs. Crookes and Aitken in connection with his discovery.

ASSETS EVAPORATE.

Peculiar Circumstances Surrounding Failure of Orwant & Son.

On Nov. 2, 1904, Oscar Orwant, junior partner in the firm of Orwant & Son, who were then conducting a produce business in this city, called at the office of the Michigan Tradesman, in company with an attorney, to protest against certain statements previously made by the Tradesman relative to the financial responsibility of the firm. As several statements previously made by the young man had been found, upon investigation, to be untrue, the editor of the Tradesman informed him that the statement would receive no consideration unless he was willing to swear to it, which agreement he carried into instant execution. The statement in detail is as follows:

Assets.	
Eggs in storage, 1,100 cases @ 23c	\$7,590.00
Stock on hand, in store	590.00
Empty egg cases and jars in store and among trade	200.00
Store Fixtures and other office furniture	546.00
Three horses and five wagons	850.00
Accounts receivable	735.00
Cash on hand and in bank	500.00
Total Assets	\$11,011.00
Liabilities.	
Owing for merchandise (none of which is past due)	\$ 877.64
Owing notes at bank	4,290.00
Total liabilities	\$5,167.64
Net assets	\$5,843.36
Insurance on stock in store	\$6,600.00
Insurance on other stock and fixtures	1,000.00
	\$7,600.00
Real estate, being homestead of S. Orwant	\$2,000.00
Encumbered	250.00
	\$1,750.00

About three months after this statement was made the firm went into bankruptcy and the schedule filed with the referee in bankruptcy shows total liabilities of \$3,013.92, distributed among seventeen creditors in the following amounts:

P. Sjöholm & Co., Chicago	128.00
J. N. Adams, Chicago	299.00
S. T. Fish & Co., Chicago	13.00
C. C. Green, Chicago	252.45
Lepman & Heggie, Chicago	281.25
Armour & Co., Chicago	52.50
Bennett, Day & Co., New York	263.83
Wm. A. Camp, New York	36.00
Thomas D. Bradford, Grand Rapids	109.00
Fifth National Bank, Grand Rapids	450.00
R. G. Dun & Co., Grand Rapids	27.50
G. R. Cold Storage Co.	622.25
Grange Store, Allegan	185.66
R. Tripp, Allegan	78.00
Hellenthal Bros., Hamilton	75.46
C. J. Lokker, Holland	78.75
H. J. Purse, Detroit	150.00

Total\$3,013.92

The assets have either shrunk or disappeared entirely, being now scheduled at \$149, a shrinkage of \$10,862. Where this property has gone no one seems to be able to explain or determine and whether the property ever really existed, outside of the imagination of young Orwant, is a matter that should be investigated by the creditors. The elder Orwant proposes to take the remaining assets to apply on his exemption, so that there will be absolutely nothing to divide among the creditors.

This failure, if such it may be termed, is probably the worst one that ever occurred in Grand Rapids, if not in the State of Michigan, and it is quite apparent to the casual observer that the people who are the principals in the fiasco should not only be prevented from re-engaging in business, but should be subjected to a rigid examination before the referee,

because it is very evident that either the assets scheduled in the sworn statement of Nov. 2 never existed or have been secreted or disposed of during the three months which elapsed between the date of the statement and the institution of bankruptcy proceedings.

Oscar Orwant is now in the employ of the Grand Rapids Produce Co., 40 South Division street. Several merchants who have called there lately have received the impression that he is a partner in the business, but Mr. Fleck, the manager of the establishment, assures the Tradesman that such is not a fact.

The Game in Sugar.

Three thousand employes of the Havemeyer sugar factories in Williamsburg are idle. They do not know when they may work again. They have not asked for a play spell. It is the sugar trust which indulges in a little game. The workmen and their families will pay for the amusement of the trust. Already there are stories of distress. Preparations for the game began last fall. The workmen did not know it. They knew, if anything, only that prices were being steadily raised on refined sugar. Now it is declared that the market is dull. People refuse to buy so much sugar when it comes higher. Men of mere business instincts would suggest cutting prices to build up a demand. Not so the merrymaking trust. Rather than sell more sugar at less per pound it will stop its refineries.—New York World.

Marvelous Steel Bridge.

The steel bridge over the Pecos River, Texas, is a marvel of mechanical skill and extreme simplicity of construction. It is considerably more than 300 feet in height and is 2,180 feet long, yet it is supported by stone pillars so small that it seems incredible to a beholder that they can sustain the enormous weight of passing trains, which invariably stop on the bridge to allow passengers to view the structure and the bleak, desolate surroundings.

Violence of Tropical Storms.

The violence of tropical rainstorms is proverbial, yet never before has one been scientifically registered in which so much water fell in so short a time as at Santiago de Cuba recently. An English engineer who gauged the rainfall found that it was at the rate of over four inches an hour and that between 7 and 10 o'clock in the evening more than a foot of water reached the ground. The storm covered nearly 300 square miles and in places was heavier than at Santiago.

Chicago Freight.

The Graham & Morton-Holland Interurban combination makes the fastest time with perishable freight between Grand Rapids and Chicago.

At the church festival the oyster dogdeth alike the just and the unjust.

The more we tell our troubles the larger they seem to grow.

The G. & V. Handy Hitcher

The latest and probably the greatest vehicle improvement of the age, is on exhibition at the Grand Rapids Food Show.

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A Natural, Hygienic Food, combining the choicest products of field and garden in one food that is unmatched, perfect and complete, is exhibited at the Grand Rapids Food Show. Dealers are especially requested to give us a call.

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

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.

To Close an Estate

We Offer for Sale all or Any Part of the Following Stock, viz:

	Par Value.
68 shares Michigan Barrel Company	\$1,700.00
70 shares National City Bank of Grand Rapids	7,000.00
88 shares Old National Bank of Grand Rapids	8,800.00
14 shares American Light & Traction Co., pfd.	1,400.00
5 shares American Light & Traction Co., common	500.00
150 shares Grand Rapids Chair Company	3,750.00
25 shares Commercial Savings Bank of Grand Rapids	2,500.00
75 shares Fourth National Bank of Grand Rapids	7,500.00
250 shares The Baxter Company	2,500.00
100 shares Grand Rapids Veneer Works	1,000.00
16 shares Grand Rapids National Bank	1,600.00

We will receive offers for the same until May 20, 1905; bids may be made for the entire list, or for any of the separate stocks, and sale will be made in such manner as will be for the best interests of the estate. The right is reserved to decline any or all bids which in our opinion may not be made at satisfactory prices.

The Michigan Trust Company, Executor



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, May 3, 1905

DESTRUCTIVE GUNFIRE.

Now that ample time has elapsed to permit of a thorough examination of the destroyed or rather sunken warships in Port Arthur harbor, it is possible to arrive at some estimate of the probable salvage. Japan would undoubtedly be glad to raise and repair some of the Russian ships, as they would make welcome additions to her fleet, hence it is safe to assume that a most careful inspection has been made.

Aside from torpedo craft and vessels of minor importance, there lie sunk in Port Arthur harbor five battleships and two armored cruisers. All these vessels were primarily sunk by Japanese gunfire, and before the surrender the Russians themselves did their best to complete the destruction so that the Japanese would not be able to raise and renovate the ships. Despite this, however, it looks probable that some of the large ships will be successfully raised and refitted.

The descriptions and photographs of these sunken ships furnished by the war correspondents on the scene indicate to the unmilitary observer that they are nothing better than worthless hulks, fit only for the junk heap. In the case of some of the vessels, this is strictly the case, and the best that can be done is to blast them to bits so as to clear the harbor. The American-built battleship *Retvizan* is in this category a hopeless wreck. All of her upper works have been shot away, leaving her decks encumbered with a mass of scrap iron and rubbish. The vessel's hull is badly shattered, and her decks have been plowed up by the plunging fire of projectiles. The *Pobieda* is in much the same hopeless condition, as are also the two armored cruisers. The battleships *Peresviet* and *Poltava* are in better shape, however, and the Japanese are sanguine of saving them.

The hopeless wrecks into which these great battleships have been converted by direct gunfire speak eloquently of the power of the modern gun when properly handled. The attempts made by the Russians to protect the decks of their large ships by placing coal thereon resulted disastrously, as the coal was soon set

afire and helped materially to complete the destruction. The loss of the Port Arthur ships represents many millions of dollars' cost to Russia.

NIAGARA FALLS.

A good deal of attention has recently been attracted to a magazine article published the other day, in which an engineer gives it as his opinion that at this rate Niagara Falls will, before many years, lose its grandeur and its attractiveness as a piece of natural scenery. The reason is that hydraulic plants are already diverting the water for mechanical uses, and still others are in prospect. Thus far something like 41 per cent. of the water going over the falls can be used and it is believed that enterprise will suggest and require the use of practically all the remainder. Mr. Adams is the authority for the statement that "children already born may yet walk dry shod from the mainland of the New York State reservation to Goat Island across the present bed of the Niagara River." Newly married couples who have long looked upon Niagara as their mecca will have to go somewhere else.

The present plants in operation divert 48,800 cubic feet per second, which is 29 per cent. of the water in Niagara River, and when those now under construction reach their full capacity it will amount to 67,406 cubic feet per second, or the 41 per cent. referred to above. The Canadians are getting interested in various enterprises and are awakened as never before to their business opportunities. They can not be expected to remain blind to the chances for manufacturing power and hence for making money on their side of the Niagara River, especially in view of the example just across the stream. They have their rights, too, which may be utilized, and it is altogether possible, indeed altogether probable, that before many years there will be times and seasons when Niagara Falls will not be very grand or majestic. A fine argument arises between utilitarianism and the sentiment which seeks to preserve scenic beauties. It can be argued by the hour without reaching a decision, whether it is better to turn wheels of industry with the water or let it pour over the precipice to be looked at by admiring millions every year.

The Japanese have adopted a compulsory system of national education. Boys and girls must attend school as soon as they attain the age of six and remain there until the age of fourteen. The first four years they teach them the Japanese and Chinese languages, and the latter four years they add English: when a boy and girl are graduated from the Japanese common schools they can read and speak English. By teaching the Chinese and English languages, besides their own tongue, they bring up a new generation, prepared to seek knowledge in the outer world, as commanded by the Emperor.

Don't accept a favor unless you expect to pay interest on it.

THE CONTROL OF TRUSTS.

In the war which almost everybody wants to see made against the powerful and overbearing trusts, the question which always comes up is, "What shall we put in their place when they are overthrown?"

The answer of the socialist is, "Government ownership and operation," but to those who know the evils and power of political corruption, and who can understand that a public monopoly would be far more despotic and unbearable than even the worst private trust, Government ownership would be not only no remedy, but it would be the worst of all.

In Public Opinion for April 29 Hon. W. J. Bryan has an article on the subject that is so far away from socialism, and yet so much in harmony with conservative Democracy, that it is worth attention. After a general discussion of the subject, he proposes a Federal Government license for every trust. Briefly, the proposition is thus stated:

"The plan contemplates a law requiring corporations engaged in interstate commerce to take out a Federal license upon terms and conditions to be prescribed by the law. Under this plan a corporation organized in a state could do business in that state without interference from without. The people of the state could be trusted to regulate such corporations in their own interest and for their own protection. The moment a corporation organized in any state attempts to do business outside of the state it enters the sphere of interstate commerce, and comes under the scrutiny of the Federal authorities. A law requiring a license could be easily complied with by legitimate corporations. If, for instance, the law required a corporation applying for license to show that there was no water in its stock, and that it was not trying to monopolize any branch of business or the production of any article of merchandise, it would impose no hardship upon the corporation, because the evidence would be at hand and the legitimate corporation could well afford to take the trouble to secure a license in order to obtain protection from corporations bent upon monopoly."

Federal license is not Federal corporation. The incorporating of such companies would be in the states where they originate. If the license system as proposed by Mr. Bryan were adopted, its operation would be something like this:

Take the Standard Oil Company, for instance; it could not do business outside the state of its origin without securing a license. To secure the license it would have to make application to certain officials and present the evidence of its complying with the conditions. The evidence would show that it controls so large a proportion of the total product as to virtually fix the price of oil. It would be denied a license. It then could not use the nails, the railroads, or the telegraph lines to carry on its business, and would have to sell enough of its refineries to bring it within the pro-

visions of the law. And these independent refineries would restore competition and, as no one of them would be permitted to obtain a monopoly, the reign of the Standard Oil Company would be over. The same is true of the sugar trust, the steel trust, the coal trust, the starch trust, the salt trust, the harvester trust, the tobacco trust, etc.

Some such plan would strike at the root of the evil and leave competition where it should be, in the hands of the people, and save them from the unspeakable evils of Government monopoly, operated by the most vicious systems of political corruption.

The result of the impending battle between the Russian and Japanese fleets will not only determine the outcome of the war, but will decide the fate of the Russian government. If the Russians are able to regain mastery of the sea, they will be the ultimate victors in the war, for if cut off from the sea the Japanese will be helpless in Manchuria. With its prestige restored, the Russian autocracy would be able to suppress the rising tide of popular freedom, but with its prestige completely broken, as it would be by the destruction of the last vestige of its navy, the Czar would be forced to yield to the demands of the Russian people for a representative government. Seldom has more depended upon a battle than depends upon the one now at hand. The world at large hopes for a Japanese triumph, not only because Japan deserves to triumph, but because a Russian defeat will advance the cause of human liberty and progress in the lands over which the Czar holds sway.

The trade paper of to-day is not the same trade paper as it used to be, at least the best among them have long ago broken away from the old-fashioned idea. The modern trade paper has standing. It has standing because it gives service. Because it gives service it has merit—decidedly so. But there are still others and many of those advertisers who ought to patronize the deserving trade paper are classing all alike. Who is to blame?—Printers' Ink.

Referring to the position taken by the Tradesman on the exclusive and arbitrary contract used by the International Harvester Co., the Implement age, of Philadelphia, writes: "We are glad to learn that the Michigan retailers have a paper that is not afraid to take a stand for their interests against relentless monopoly."

The Benedice & Macfarlane Co., which until recently furnished the stamps to Seigel, Cooper & Co., has been thrown into bankruptcy, and the managers of the big department store, to keep faith with their customers, are redeeming the stamps for which they have already paid, with stamps of their own issue.

The fellow who goes out of his way to put you on to a sure thing will generally bear watching.

THREE CLASSES.

To Which of These Classes Do You Belong?

"Of the three kinds of young men," says Andrew Carnegie, "those who do their duty, those who do less than their duty and those who do more than their duty, the last class is furnishing all those who amount to anything in the world.

The young man who would rise must do something unusual and beyond the exactions of his special department. He must do something to attract attention. If he is only a shipping clerk he may discover a mistake in an invoice that has escaped the attention of the proper person. A weighing clerk may have an opportunity to save for the firm if he is interested enough to question the adjustment of the scales, even if this may be the business of the master mechanic. No employer will frown upon a messenger boy who has gone beyond the letter of his instructions in order to get the desired reply. There is no position in which a young man of willing disposition and capabilities can not prove himself worthy of greater trust.

That Mr. Carnegie secured his own start by working on this plan is recalled in his experience in the telegraph office. He started in as messenger boy at \$2.50 a week, being promoted from the work of running a small engine in the cellar, where he was only getting half that amount. He had not been here a month before he asked his employer to teach him telegraphy. He spent all of his spare time in practice and in a little while had learned to do as well as his employer. He became an operator, sending and receiving by sound instead of the tape, as was customary in those days, and earning a little extra money by copying telegraphic messages for the papers.

While an operator he delighted in a big day's work, and getting business out of the way at a crowded time was his chief pleasure. He then went into the Pennsylvania Company—still as an operator—and he had been there but a short time when he pointed out to his employes how the telegraph could be made to insure safety and success on the railroad. He was then given the position of Secretary to the Superintendent, and, not long afterward, devised the plan of dispatching trains by telegraph so as to make use of a single track. After this he was made Superintendent of the Western division.

During this experience Mr. Carnegie put in practice a theory which he has recently formulated for the benefit of beginners. "Instead of asking yourself," he says, "What must I do for my employer?" change your question to, "What can I do for my employer?"

There is no theory upon which all men of great success have declared themselves so freely or which they have backed up so practically as the one contained in this advice. It is a principle of success which is closely incorporated with the inner workings of wealth and of which all who are

closely associated with it or make it a study fully recognize.

"The chief duty of man is to do things," was the text of a success sermon given by John D. Rockefeller, Jr., and one which throws light on the fact that, in spite of his youth and his wealth, the "gospel of work" has taken firm hold of him. "Life is a task full of duties to be performed ungrudgingly," is his creed and the ruling motive which has made a serious, self-controlled man out of him. He says:

"I have seen many who are willing to do certain things and to work hard along certain lines, but they were not willing to do all things. If you hope to make a success of life you must do whatever comes your way to the best of your ability."

"Too many young men in this country don't want to work hard," says George W. Perkins. "They prefer to take things easy, stay up too late at night, and lie in bed too late in the morning. They can never get ahead in that way. Times and conditions may change, but the old rule remains that there is no success without everlastingly keeping at it.

"I am interested in young men, and I like to see our boys push ahead and succeed. These are days full of opportunities. All that a young man who has brains and health has to do is to take advantage of the chances offered. The opportunities are not limited to any one line or occupation. They are found in every direction. It is more and more true, however, that a boy must fit himself for some specialty. He should find out as soon as possible what he is especially adapted to and pitch into it."

Daniel M. Clemson was one of the Carnegie lieutenants who made his position what it is in life by following this advice. He was born on a farm. When he was 9 years old he was apprenticed to a blacksmith. His pay was all that he could eat and an occasional suit of clothes. He blossomed out into an accomplished smithy on his nineteenth birthday. As he could not get anything more than his board at his old place, he started out to seek his fortune. He drifted to one of the Carnegie mines.

"What can you do?" asked the Superintendent.

"Shoe horses," was the reply.

Mr. Clemson shod horses so well and so many in a day that when Mr. Carnegie was inspecting the mine the Superintendent said:

"That fellow shoeing horses over there is the fastest and best man in the shop. He's not afraid of work, either. He will work all day and all night if necessary."

"Give him a chance in the mechanical department," said Mr. Carnegie.

Mr. Clemson soon had charge of all the mining machinery. Next he became the mine Superintendent. In 1885 he was transferred to Pittsburg. Now he has charge of the 15 river and lake vessels owned by the steel trust and is head of a natural gas company which produces 40,000,000 feet of gas each day in the year. Like most of the Pittsburg group of millionaires he is comparatively young.

William E. Corey was also one of Carnegie's "thirty young men." Fifteen years ago he was pushing a wheelbarrow in the yards of one of the Carnegie mills of Braddock. He wheeled so much more iron in a day than men at his elbows that he was soon made foreman over them. Then his employers noticed that he got three times as much work out of his men as the other foremen, and at the same time the men worked harder without any grumbling and swore by their new and youthful boss. Corey was straightway picked out by Mr. Carnegie as a promising and valuable acquisition and given constantly widening opportunities. He was made Superintendent of this mill and that department and invariably increased his output.

Perhaps the man of all others who has acquired what may be called a passion for work is Charles S. Mellen, who is one of the highest salaried men in the country. One of the reasons that he has held so many different administrative positions is his wonderful grasp of what there is to be done and his great executive ability in setting the most tangled machinery in running order. The delight with which he takes hold of a wider field of activity is one which excludes interest in the question of salary.

One of the influential directors of the New York, New Haven and Hartford is J. Pierpont Morgan. One day in 1897, when Mr. Mellen was sitting at his desk in New Haven, the telephone bell rang. When Mr. Mellen answered, a voice at the other end of the line asked if he was prepared to go at once to St. Paul to take charge of the Union Pacific?

"Who controls the road?"

"J. P. Morgan at present," was the answer.

"Yes," said Mr. Mellen.

That was all there was said. The question of salary was not touched upon at all. He did not know what this was to be until he got his first check. The road had been out of the hands of a receiver but a year. It had never paid a dividend on its common stock. It had a bad reputation among investors by its frequent bankruptcies. This was the condition which attracted Mr. Mellen. He set about learning the details of the road and worked sixteen hours a day, for

months in his private car, which was a combined office and hotel. The result was that at the end of four or five years the net earnings of the road were greater than the gross earnings when he took charge.

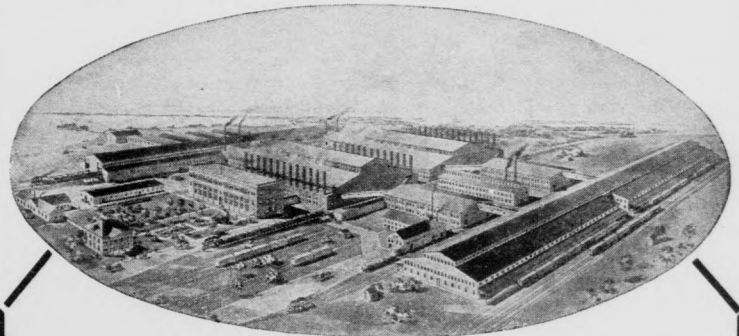
Says another railroad man, Lenore F. Loree, speaking of this same subject: "Men who grumble at work or fret about an eight hour working day forget that a man will be tired at the end of the day whether he works or not. The fatigue of work is much better than the fatigue of idleness, and there is no pleasure like that which comes from the consciousness of having accomplished something." G. R. Clarke.

Devices for Showing Up Goods.

One up-to-date window trimmer for a shoe department utilized a number of white silk handkerchiefs, with monograms on them, for draping the windows. This combination of white material thrown over a glass or nickel stand, the harmonizing background against which they were shown, and contrast of the black shoes, formed altogether a very attractive display. Care must be taken to drape the handkerchiefs very neatly over the stands, otherwise much of the beauty and effectiveness will be lost. Another very effective but inexpensive device was the following: A piece of good cardboard was secured for each shoe, and an oblong opening cut in each of a size to correspond with the size of the shoe. The surrounding portion of the card is used for price and other particulars. To avoid the appearance of a cheap get-up there are three points which require attention: First, cards of a good quality and thickness; in the second place, only a few in the window, and next, not splashed all over with hasty, cheap-looking lettering. Colored cards may also be used with good effect. This device commends itself as being cheap, tasty in appearance and something different from the conventional. The trouble with the ordinary show window is, it is so very ordinary that it fails to attract any attention.—Canadian Shoe and Leather Journal.

In nine cases out of ten a man who can not explain his ideas is the dupe of his imagination in thinking he has any.

Great Northern Portland Cement Co.'s Plant



Covered with Torpedo Ready Roofing.

For Sale by

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

DRY GOODS

Weekly Market Review of the Principal Staples.

White Goods—There has been an increased enquiry for white goods of all grades during the week, from jobbing circles as well as from the cutting-up trade. Jobbers are fairly well cleaned out of nearly all grades, especially batistes and cambrics, and to a certain extent long cloths. Lingerie and waist cutters are free buyers of cambrics, batistes and nainsooks. All white goods that have a hard, smooth linen feel are in excellent request. Many foreign white goods are finding a ready market.

Napped Goods—Canton flannels are sold very far ahead and it is difficult for buyers to get any quantity for nearby deliveries. Of late the export trade have bought very heavily of these goods, which has helped materially to harden prices. Cotton flannels of all grades are in very excellent shape. The flannelettes and flannels of the outing varieties are being bought in very large quantities by the shirting and allied trades to be made into fall goods. The pajama makers are beginning to be very large users of these fabrics.

Quilts—The quilting business is in very excellent shape, and, as a rule, all mills making these goods are very busy. Quite a number of additional looms have been started on Marseilles quilts, as these goods seem to have the preference over all others. In the making of quilts the principal feature lies in the bleaching of the goods. Goods with a perfect bleach bring very good prices. The jacquard work also must conform to tastes of buyers, and designers should be very conservative in this respect.

Towelings—Are very active and most mills are well supplied with business. Large and small towels of Turkish construction are excellent sellers, more so, in fact, than damask and plain weave goods. Several attempts have been made of late to show fancy colored towels on the market, but it can be safely said that the buyers will give little encouragement to anything fancy.

Cotton Underwear—In the primary markets considerable business was done during the week, more, in fact, than was anticipated a week ago. The bulk of the business done was in small duplicating of heavyweight goods, although considerable nibbling was done in several lines of seasonable goods. Representatives of many of the big jobbing houses have gone abroad in the interest of goods for the spring of 1906 and it leaves the market in the hands of smaller men. Because of this it would naturally be expected that there would be little doing, but notwithstanding this there has been considerable activity shown and a great deal more business is in sight. This period of the year finds all initial business placed and also finds as a rule a waiting market for

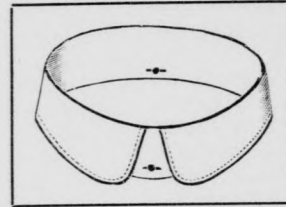
the big duplicate orders that generally show up in June and July. Consequently this is supposed to be "a between hay and grass period," but from the outlook it will be the most active one the market has experienced for many a year. The absence of left-over stocks in retailers' hands has acted on the situation as the numerous spring medicines are advertised to do on the human system, and its stimulating effects ought to hold out even after the present heavyweight season is forgotten. The feature of the cotton underwear market is standard and sub-standard fleeces; especially the former, and it will be a wonder to a great many if knitters will make deliveries on all the business that they have and will contract for at the stated periods. The immense business done earlier in the season at very reasonable prices is being questioned as to whether knitters will live up to deliveries, but it will be some time yet before this will be known.

Cotton Hosiery—Heavyweight goods have been the feature of the week's business, although seasonable goods have received more or less attention. The duplicating of full and half hose in fleeces and other heavyweights by Southern and Western jobbers was of a very large order and this business goes to show the condition of trade in these sections of the country. Heavy duplicating at this early stage of the game proves the fact that initial orders have pretty well been placed or a place has been anticipated for the goods, and further than that, the far-away jobbers have the right idea that all heavy hosiery bought early in the season is sure of delivery. The large Eastern jobbers, it is expected, will not place many duplicates on heavyweights until their buyers come back from abroad, and at that period it is believed that they will not be in as good a position as would be the case if they had shown their willingness to operate earlier. Southern and Western buyers bought very largely of full, fleece-lined goods and 84-needle 2-pound half hose. These lines are exceedingly well sold up. In seasonable goods demands have been for full length black laces and lises embroidered full and half hose and tan and white full hose and standard blacks. In whites and tans the market is cleaned out of spot goods and most mills are in a position where they can not accept much more business. These lines ought to be very good for the spring of 1906.

Woolen and Worsted Underwear—The worsted underwear makers are in an excellent position and most lines ought to be out of the market in a very short while. In woolen goods and in merinos the situation is not as active as in cotton goods, but most mills are very busy. The very lightweight worsteds and the best makes of merinos are in the best sold-up condition and knitters of these goods are very well satisfied with the result.

A woman who married a poor man for love never forgives her pretty daughter if she deliberately goes and does likewise.

Collars and Cuffs



It is a pleasure to sell a well made collar. Ours is a four ply collar and is made to stand the test; our cuffs are made of the same material. We have them for men and boys, in all the latest styles.

We also have a large variety of ladies' turnover and stock collars from 45c to \$9.00 the dozen. We will gladly mail you a sample dozen.

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods

Read What a Customer Says About Our Automatic Lighting System

Stanton, Mich., May 1, 1905.

Noel & Bacon Co.,
Grand Rapids, Mich.

Gentlemen:—

The light has proven entirely satisfactory, and far beyond our expectations. We have our two big main stores, warehouse and harness factory lighted, using 7,000 candle power. Our cost for April was \$3.20 with your machine and the month of April a year ago cost us \$13 with electricity. We now have ten times the light and the best lighted store in town, and we must say your automatic part is a wonderful invention, as we can turn lights on or off anywhere in the building, the machine regulating itself, which saves both time and gasoline.

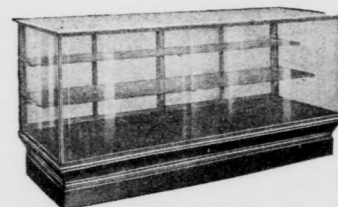
Yours truly,
Hawley's Big Dept. Store,
N. B. Kirk, Mgr.

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

1000 Floor Cases of all Descriptions in Stock

Ready for Shipment at Moment's Notice

Why
Don't You Write
to us
for Prices
When in Need of
Fixtures?



We
are the Only Ones
who can
Guarantee
You Thorough
Satisfaction
and
Prompt Delivery.

Grand Rapids Show Case Company
Grand Rapids, Mich.

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

Don't Be Easily Contented.

The contented man bars his own way to success. The world belongs to the man who keeps climbing. "Keep Hustling" is the watchword of achievement. The salesman who studies his day's failures in planning the next day's campaign captures the business prizes. I have often heard it said that a contented man is a happy man. I do not believe it. When I am perfectly satisfied and contented I want to get out of the company. That is where you want all men of the contented stripe. The contented man generally stands still, and a live company has no use for salesmen of that sort.

"Keep Hustling" sums up the best gospel of success. Success is the other word for happiness. It is a good gospel for all salesmen, just as his definition of happiness is a good definition to remember. No company has room in his district for a salesman who pats himself on the back after a day of big sales and tells himself that he is satisfied. In casting up the day's business, he should count, not the goods sold, but the sales he missed and the reason why he missed them. It is wise to remember all good selling points and store them up for use another day. When you sit down, however, to study your day's work and profit by your experiences, do not overlook your failures.

Contentment is a shady nook just off the hill-road to success. The road is rough, steep, sun-beaten. The shade is pleasant, alluring. But the man who drops out of the race, the man who quits climbing, is done forever with ambition, success, happiness.

The men who do things lead the world and enjoy the fruits of it. Effort means growth, achievement. Contentment brings mental dry-rot. Keep hustling. Keep climbing. Keep selling. Make more sales—bigger sales.
Myer N. Jacobs.

Power of Silence.

If you can be silent without embarrassment, that is the best test of friendship. Some people feel as though they must always talk when they are with another and entertain with their chatter. This may be all right with a casual acquaintance or a person whose mind is ordinarily vacant, but it is not necessary with a real friend who understands.

Silence in the presence of another is a great testimony to that other's capacity for thinking. Do not think you have to talk all the time in order to be agreeable and to influence another's mind. There is no power so impressive and strong as silence which has back of it real mental force and character.

There is a good deal in the idea of thought transference, after all. It is just as easy to create a mental atmosphere as it is a moral atmosphere. Try to influence the people with whom you come in contact more by thought than by the power of speech.

True love is too polite to look at the clock.



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.

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 today before the stock is broken.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids Michigan

STORY OF BROWN.

It Confirms the Adage, "Never Too Late To Mend."

"Never too late to mend" has been worked, along with other trite commonplaces, until, generally speaking, it no longer possesses any direct sense or meaning. But if the quotation be slightly altered to something like, "Never too late to win success," it is beautifully appropriate to the story of Brown. His name isn't Brown, but it might have been if it hadn't been something altogether different, and, as he needs a name, and Brown is delightfully simple and vague, Brown it shall be.

Up to four years ago Brown was a horrible example of a misspent life. He had betaken himself to the ways of the bum. He worked occasionally, just enough to enable him to have some excuse for laying off whenever he felt like it. But when he did work he was always paid for it, and money in the hands of Brown spelled ruin. He should have worked regularly, for he was an expert pressman, and his services were much in demand at a good rate of salary. But until he was 40 years old Brown had vague ideas of his duty toward himself and his family. Then, when people were calling him a wreck, he suddenly braced up and "made a man of himself." He is now foreman of a printing shop, and he works regularly. His career proves the truth of the never too late theory conclusively.

Brown came to the city from a neighboring state while still in his teens. He had a good common school and high school education. In the small town where he originated he had worked as printer's devil on the weekly paper, so when he came to the city he sought employment where this experience would be most likely to be of service to him. He secured work in a printing shop. Here he learned the pressman's trade complete, and other things. Up to the time when he reached his twenty-fourth year Brown was a fairly steady worker. Drink had always had some attraction for him, and his career suffered some from the beginning because of this, but he was not a "booze fighter" until he was about 24.

Then—and he was married and had two children—he began to look across the bar when it was doing business with altogether too great a frequency. He went on sprees that lasted for days. He came to his work more than half intoxicated on several different occasions. Generally he showed that he was not a man to be trusted in any position of importance. So his employers, who had seriously considered making him foreman of their pressroom, suddenly let him know that he must reform or suffer discharge. Apparently he could not reform, for a few weeks later found him walking the streets looking for work.

The sight of his family suffering actual want because of his faults apparently sobered Brown to some extent. He stopped drinking, secured employment in another shop, and

swore that his days of foolishness were over. Brown was not what could be called a hard drinker. He was not a victim to the drink habit. He didn't drink because he needed the drink, but the conviviality of his companions was irresistible to him. He was weak, so he got drunk frequently.

He held the second position for something like two years. He never made any progress there for his habits continually prevented him from being regarded as a valuable employe. His work was in every way satisfactory, when he worked, but he was dreadfully irregular. Employers have little use for irregular workmen. They need dependability rather than brilliancy in the conduct of their business, so Brown did not go far up the road of success as he grew older.

Instead he went back, for his habits grew stronger on him each year. His employers could never depend absolutely upon his being at work any morning. He averaged, possibly, five days' regular work a week. At the end of two years he was let out, and he was told the why and the wherefore in no uncertain terms.

"You'd be a good man, Brown, if you'd brace up," the boss told him, as he was discharging him, "but you're not worth a cent the way you're going now."

Brown became worthless after his second discharge. He concluded that the easiest way to get rid of his troubles was to drown them, and he decided upon whisky as the liquid to do the drowning.

But troubles are many lived when one tries to submerge them, and Brown found that they always came back the morning after. There was a whole year then that he worked but little. So soon as he found employment he was discharged, so what was the use of looking for work?

Then came another spasm of reform. His wife pleaded with him to brace up, and Brown, for he was not a bad fellow at heart, only weak, promised to make a new start. He did not swear off drinking, but he swore to begin working regularly as other men and to do his best to win some kind of a success. He easily found enough work, but he just as easily lost it. Habits which have been years in forming are not to be discarded in a moment, and Brown was still careless. He went from one job to another, never staying in one place long enough to prove that he was of any real worth.

He made several brilliant starts towards a hardworking career, and once or twice he lost his position only after having risen to where a promotion would have been a question of only a few months. But always he managed to fall down and lose when victory was nearest. The man was perilously near to what must be called a wreck at this time of his life. He made resolves nobly, and then weakly went and broke them. He swore by all that he revered that dissipations or irregularities of any nature no longer should hold him a slave, and that from now on he

Give Their Money Back If They're Dissatisfied



We don't ask the grocer who sells **Ceresota Flour** to do anything but depend upon us. We claim that **Ceresota** will make better bread than other flours and make more of it to the barrel.

That we believe in the claim is shown by the fact that you are authorized to refund the money if the flour doesn't satisfy. Tell us how to do more and we'll do it.

Ceresota will make forty pounds more bread to the barrel than other brands. Have you a customer who can resist that?

The Northwestern Consolidated Milling Co.

Minneapolis, Minn.

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

You Get a Reputation

for being a dealer who looks out for the interests of his customers when you sell

New Silver Leaf Flour

THE FLOUR THAT'S ALL GOOD FLOUR

Such a reputation means dollars to you. It not only increases your sales of flour but it brings customers to your store for other goods as well. Isn't such a reputation worth trying for?



MUSKEGON MILLING CO.,

MUSKEGON, MICH.

would "attend strictly to business." But it never did any good, and Brown was not much better than the helpless, unnerved, will-lacking bum of the streets.

Finally one of his old employers heard of his plight during one of his periods of reformation. He sent for him and listened to his new plans. So impressed was he by Brown's earnestness that he again took him on the pay roll. He gave him some advice and let him know that a few more years of the life he was leading would place him entirely without the pale of decency.

Brown went to work with the determination to stick to his place until he had won some kind of success. He lasted less than a year. Old friends found him out and with them came the call of the old habits, and it was the same thing over again as it had been so many times before. When he was discharged this time his benefactor spoke to him harshly.

"Brown, you're no man; you could not amount to anything if you wanted to," he said. "You haven't the backbone to stick to your promise for a week. You'll keep on getting lower and lower, and the first thing you know you'll be a professional bum and your family will be without support of any kind. You're no good. Don't let me see you around the shop again."

That was four years ago. Brown took the rough words to heart and went home to think over them. He wondered if it were true that he was no man. He wondered if he did not have the backbone to keep a promise for a week. He wondered if he really was going to become a professional bum and his family suffer want because of him. All these things he thought over after his first discharge. Then he set his lips in a firm, straight line that is seldom seen in men who fail, and went out to seek employment in a new shop where he would be unknown.

The writer met Brown a month ago, and he was then foreman of the pressroom. He had been working steadily for four years and had made himself invaluable to his employers. He had saved money, and there was no doubt that he is a real success in his line. The man who discharged him the last time was wrong; Brown did have a will and a backbone, but it took him a long time to find it. However, this helps along considerably the argument that it is never too late to succeed. Guy R. Edson.

Let Those Behind the Counter Cultivate Bonhommie.

Written for the Tradesman.

Clerks, get cheerful.

Just take it home to yourself.

Supposing you had a want and in your hand you held the wherewithal to pay for that want.

And supposing you came into a store with your mind made up to purchase a certain article.

You enter the establishment and happen to be given over to the tender(?) mercies of a clerk whose visage exhibits not the ghost of a glimmer of a smile. No cheery "Good

morning" falls on your waiting ear—the only sign of recognition is a cold steely glint of a pair of eyes belonging to that most wretched of persons, a pessimist, as he waits in stony silence for you to make known your wishes.

You are frozen, in spite of yourself, at this chilling reception and you wish you had gone to some other store to supply your needs.

I know a young lady who is the soul of good humor herself and who thoroughly enjoys that quality in others. She told me, not long ago, that she made it a point, when she moved from New York State to this city, to make the rounds of the stores at the different departments where she would probably have need to replenish and see for herself—when she would inform the clerk that she "was only looking"—whether that was the employe she would prefer to have wait on her in the future. She purposely refrained from buying, that she might observe the attitude of clerks under this—to them—trying condition.

Of course, they are behind the counter to sell goods—they are not there simply as ornamental statuary. And all the sales that they incautiously or negligently let slip through their fingers count just that much against them in the monthly business they do.

But many clerks fail to realize that, even if no sale is accomplished at the time, if they are pleasant in endeavoring to wait upon a customer, that customer is going to carry away a pleasing impression not only of the clerk but of the place as an entity.

It is not required of one behind the counter that he keep up a silly grin; but let him accustom himself to taking a real personal interest in the steady patrons of his department, and

then delicately show that interest, and let him "assume a virtue if he have it not" and make himself give a sunny salutation to each customer. This is in truth a compliment to them. Don't be gushing, officious,

forward, but simply strive to be your best self all the time. So will those leaving your presence be buoyed with the exhibition of heartiness.

Suzanne.

You can only sell honor once.

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

For Goodness Sake

Buy

Golden Horn Flour

You will never have a better opportunity to buy GOOD FLOUR to GOOD ADVANTAGE than RIGHT NOW. We can offer inducements that will appeal to you. Write or telephone us for prices.

Golden Horn Flour makes the most delicious bread you ever tasted.

It is made and sold on honor. Remember the name.

Inquire for prices, also on pure rye and winter flours.

Manufactured by

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

Distributed by

The Davenport Co., Grand Rapids, Mich.

Sleepy Eye Flour Is Different



In quality and in name Sleepy Eye differs from any other flour. It enjoys an individuality approached by no other brand. Such distinction means much to your store.

Sleepy Eye guides you to a sure and profitable flour trade. Write us today.

Wykes-Schroeder Co., Grand Rapids, Michigan

Distributing Agents



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 29—Business in the grocery line is reported as dull, and it is said that April has been the quietest month for a year or more. Not in one or two instances have we heard this, but in very many. It is hoped that May will see an improvement. If it does not, there will be a number of people wondering "what they are here for."

Coffee remains very firm and some jobbers are reported as being quite free buyers. Prices have advanced to a point that makes buyers cautious. At the close Rio No. 7 is worth 7 $\frac{3}{4}$ c. In store and afloat there are 4,165,447 bags, against 2,800,772 bags at the same time last year. West India grades are steady, but sales generally are of small lots. Good Cucuta is worth 9 $\frac{1}{4}$ @9 $\frac{1}{2}$ c, and good average Bogotas, 10 $\frac{1}{2}$ @11c. East India coffees have been well sustained and just about the average amount of business has been done.

The tea market is absolutely lifeless, and neither "wars nor rumors of wars" seem to be capable of galvanizing any life to the trade. The little gain that seemed to have been made a month ago appears to have been lost, and buyers are taking only enough to keep stocks fairly complete.

Sugar, too, has had a dragging week. Buyers seem to regard present prices as too high and hang back. New business has been extremely light; in fact, it is safe to say there has been none, the few sales made consisting of withdrawals under previous contracts.

There is an atom of improvement in the situation as regards rice, a little export demand springing up for the sort known as Domestic Japan. It is generally thought by those who are well posted that the rice acreage will be very much smaller this year than last, and it is hoped this will have the effect of placing the article "on a more exalted plane" than has been the case heretofore. Local buyers show little interest and prices are without change.

In spices there has been a pretty fair call for pepper and full values are asked and obtained. Foreign dispatches indicate a firmer feeling, and no surprise will be occasioned if some advance takes place. Other spices meet with about the usual demand and quotations are unchanged.

A fairly active call exists for molasses. The crop of Ponce is now definitely known to be very short, and dealers announce that an advance of 2c will take place May 1. New Orleans, grocery grades, are steady and demand has been as active as could be expected. Syrups are quiet. Supplies are running rather light and quotations show little, if any, variation from a week ago.

"Demoralized" is the only word that fits the canned goods situation. The market is full of the veriest trash and every sort of price can be found. Corn begins at something like 47 $\frac{1}{2}$ c, for stuff that even the brokers call by bad names, and from this the range is through every fraction up to full standard N. Y. State pack at 67 $\frac{1}{2}$ @70c. Peas are found in great abundance on a level of about 60c, some selling for 55c and running up to \$1.50, \$1.75 and even \$2. Tomatoes continue dull and dragging, with only 60c obtainable for some really desirable cold packed goods in cans of 2 $\frac{1}{2}$ pounds, f. o. b. factory. California fruits are very closely sold up and prices on such as are left are very firm. Some future Maine corn has sold at 95c, and N. Y. State, 70@75c and upward, as to quality and brand. The outlook for canned goods as to quantity this year is promising, and it is pretty certain that the quality will also show improvement as a result of the year's agitation in favor of purity.

Little change is to be noted in the butter market, but that little is toward a lower basis, as supplies have been somewhat augmented. At the lowered price there sprang up a more active demand and at the close the article is fairly well sustained. Extra creamery, 28c; seconds to firsts, 25@27c; imitation creamery, 23@26c; factory, 22@25c, and renovated, 22@26 $\frac{1}{2}$ c, the latter for extra grades.

Cheese is being closely cleaned up so far as old stock is concerned, and prices are well held at 14 $\frac{1}{2}$ c for full cream small size. Little new cheese has arrived.

Eggs are firm, with best Western quoted at 17 $\frac{1}{2}$ @18c; seconds, 17c and from this down to 13@14c.

The quiet of a city is the quiet that one most appreciates, for the sense of quiet in the country is lost by want of contrast.

It isn't difficult to pose as a financier if you have sufficient money.

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

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"Gold Mine"

Were not the best Flour on earth could we sell it under our liberal guarantee to the consumer

"Satisfaction or Money Back?"

Get a trial lot from

Clark-Jewell-Wells Co.

Our Wholesale Distributors

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Proposition.

Sheffield-King Milling Co.

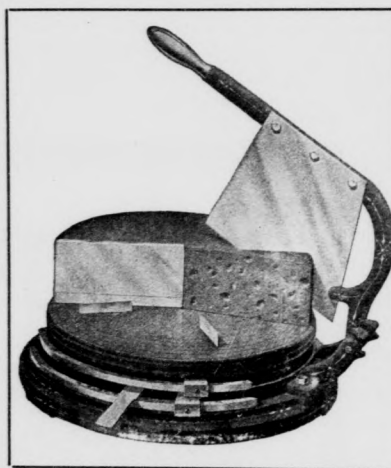
Minneapolis, Minn.



The O. K. Computing Cheese Cutter



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



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

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

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

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

IMPORTANT:—Absolute accuracy and durability guaranteed.

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

The Standard Computing Scale Co., Ltd.

Detroit, Michigan

DOES NOT PAY.

Some Reasons Why Cigarette Smoking Is Unprofitable.

There is a large business house that accommodatingly provides a smoking room, where employes of the office may spend their spare time during the luncheon hour. On the walls of the room, at a level where it is impossible for any one to miss seeing it, is a sign: "Cigarette smoking not permitted in this room."

The man who caused that sign to be put there is a wise man. He has lived longer than most men, his years of activity in the business world have been nearly twice as many as the average man's, and, as head of the great enterprise that bears his name, he has come into contact with more people in more different and more intimate ways than is the lot of most men. So he is wise and ripe in human experience. And he will not permit cigarette smoking in his offices, nor will he knowingly employ clerks who are addicted to the cigarette habit.

"I can't use men who smoke cigarettes," he said. "I know it is useless to attempt a wholesale reformation in regard to smoking, even were I so inclined. I wouldn't try to stop pipe or cigar smoking among my men. I couldn't do it. But cigarette smoking I can and will stop. For I can get along in my business without the men who smoke cigarettes. In fact, I can not employ them.

"I do not make these statements in a careless, offhand manner, nor do I speak from the idealistic point of view. I am essentially practical. What I know I have drawn from my observance of men, from studying men as they and their careers and their lives bloomed forth, flourished, and withered to a crisp before me.

"I have seen, and I know, from actual experience. When I say that I can not afford to have cigarette smokers on my pay roll I know what I am talking about. No man who needs wideawake, active men, men whom he can rely upon in all conditions and under any emergency, can afford to employ cigarette smokers.

"The drinker is a source of worry to an employer, but the cigarette fiend is worse. The drinker never lasts long, and he seldom works himself into a position of responsibility where he may cause trouble by neglect of duty. But the cigarette smoker, for years apparently unharmed by his habit, often is able to work up to positions where he has unlimited responsibility on his shoulders. Then, when he goes to pieces, there are trouble and woe in his trail. Furthermore, there is something in cigarette smoking which saps a man's character and manhood the same time as it is sapping his health, and long before he is 'all in' as to his body he is a wreck in character. He is dishonest, unself-respecting, and this is the end of any man."

A man died in a Minnesota State institution a few weeks ago who five years ago was one of the most promising young physicians of the West. Still under 30 years at the time of his

commitment to the institution, he had already made three discoveries in nervous diseases that had made him looked up to in his profession. But he smoked cigarettes—smoked incessantly. For a long time the effects of the habit were not apparent on him. In fact, it was not until a patient died on the operating table under his hands, and the young doctor went to pieces, that it became known that he was a victim of the paper pipes. But then he had gone too far. He was a wreck in mind as well as body, and he ended his days in a maniac's cell.

A case of where cigarette smoking resulted in another young man's ruin came under the personal observation of the writer. The victim in this instance was a real estate man in Chicago. He was a college graduate, a brilliant man in his line, and singularly clean and blameless in his life. A long life of usefulness was apparently open before him.

However, he became addicted to the habit of the cigarette. At first it was only one or two a day. Then the number began to grow. Little by little the desire and need for the smoke grew on this man until when he died, a victim of heart trouble and mental weakness, he was consuming forty cigarettes a day. He died before he should have been in his prime, another of the thousands of victims that the cigarette counts as its own each year in this country.

But the citing of such examples is inadequate. Figures of the grand total who fall before the paper pipe, if accessible, would probably be so appalling as to force the young man who is slightly wrapped up in cigarette smoking to pause and think. But proper figures are unobtainable.

However, it is only necessary to look about one and see the overwhelming numbers of young men who are addicted to the habit to receive some idea of the great number that will be harmed through it. For the highest authorities on this question agree that not one in a thousand who smoke cigarettes can completely escape harm in some form.

Here is the way cigarette smoking acts on the average man: Decreases his energy. Prompts a desire for smoking as a cure for the tired feeling. Creates an actual need for the cigarette. Affects the heart, the liver, the lungs and the mind. Makes a man a slave to the habit, makes a "fiend" of him; and after this honesty, decency, self-respect and ambition are things of the yesterday and have no part in his life.

If you are at all ambitious; if you wish to live your life in a manner that will yield you and the world in general the best that is in you, don't smoke cigarettes. If you are not particular of what becomes of you, whether you land in the gutter of life or on the street level of respectability, then you will lose little by smoking. For the cigarette will help you to the gutter quicker than you could possibly go alone, and then you will be quite out of the way as a real factor in the world's affairs.

Henry Oyen.

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.



Cigar

has the largest sale of any 5 cent cigar on the market. There must be a reason for it. Send us a sample order and find out the reason. Remember

Wise Men Smoke
Wise Merchants Sell

The Ben Hur Cigar

WORDEN GROCER COMPANY

GRAND RAPIDS, MICH.

Distributors for Western Michigan

CLOTHING

Grey and Green the Commanding Colors in Cravats.

What puzzles many buyers yet is the problem of summer shapes. Considering that turn-down collars of the old-fashioned kind are to be worn even more than a year ago, ample knots will be necessary to fill the neck opening. Still it would seem that two inches is as wide as the summer four-in-hand can well be made without getting unwieldy. In truth, each buyer has followed his own conception of what the public will demand, some taking 1 3/4 and 2 inch and others 2 1/4, 2 1/2 and even 3 inch four-in-hands. We do not believe that extremely broad cravats are either appropriate or desirable during hot weather when, after all, comfort is the desideratum. At the same time, it must be remembered that the filmy fabrics used for summer do not, when tied, give the clumsy knots that bulkier fabrics would and that hence greater width is needed to lend firmness and roundness to the knot. It may seem like splitting hairs to dispute over fractions of an inch, but every buyer knows just in what degree the size of a four-in-hand affects its selling properties. The cry right along has been for "big shapes" and the maker who gave the biggest shape for the littlest price is the one that got the order.

Windsors in Rumchundas, surahs, crepes, grenadines and Louiseine plaids and stripes continue to be important factors in the demand, and there is a well-defined request, especially in the South, for all flowing end cravats of the Windsor type. The smart summer tie will be the graduated form, about 1 1/4 inches in the center and about 2 inches at the ends. Very wide ties are less sought. While the consumption of ties will probably be larger than last summer, nevertheless the four-in-hand will be the shape most approved. As a matter of fact, if the signs come true and the old-fashioned, turn-down collar prove the choice of the younger set, only the four-in-hand can satisfactorily be worn and the tie will be out of the running as a natural result.

Grey and green are the commanding colors in cravats just now. Brown, except in soft crepes for summer, is lagging behind. Tartan plaids are coming to the fore more prominently than during any recent season, and there are some fresh and fetching Tartan mixtures in white, green, brown and black, all in one design. Ombre Louiseines and Dresden patterns, a revival of the old Dresden motif, with warps printed in high colors and filling thrown across the prints, are among the latest offerings for summer. The present season will bring an enormous range of distinctively summer cravatings, wholly apart from washable goods, which, of course, hold a peculiarly strong place of their own.

In conjunction with the plain tendency toward launderable cravats for summer, another word of warning is pertinent. It is essential to order early to insure prompt and full deliveries. Particularly in the best grades, tub goods are not abundant, and the same thing applies to Rumchundas and other printed cravatings. The softness and lightness of Rumchundas have gained a place of their own for them among hot weather cravatings and, although fabrics come and fabrics go, Rumchunda renews its youth with each recurring season. The periodical attempts made to copy these sturdy English cloths in cheap domestic goods to sell "at a price," do not detract any from the vogue of genuine Rumchundas, the demand for which is not spasmodic, but uniform from season to season.

Stocks have passed out and they are not worn now even on the field, where knotted handkerchiefs serve the purpose. The stock was always a clumsy cravat and, while it enjoyed a fugitive vogue, its most ardent adherent could not claim either fitness or becomingness for it. There is to-day no distinctively outing cravat for the simple reason that "elegance" on the field has fallen into disfavor and a man dresses for the task in hand, and not for show. In summer the cravat is now generally dispensed with on the links, the shirt being left loose and open at the neck to give more freedom in moving about and playing.

Something new in launderable cravats for summer are four-in-hands made of fine white French waistcoatings. These retail at \$1 each and tie into broad firm knots. White is again smart this spring in four-in-hands and it is even more appropriate for summer because it looks wonderfully cool and fresh. No pins are worn in white four-in-hands. The introduction of fold collars between the bands of which cravats may be slipped to and fro with ease removes a very real objection against the fold collar and one that should conduce to render it more acceptable than it has been.—Haberddasher.

Elements of Success.

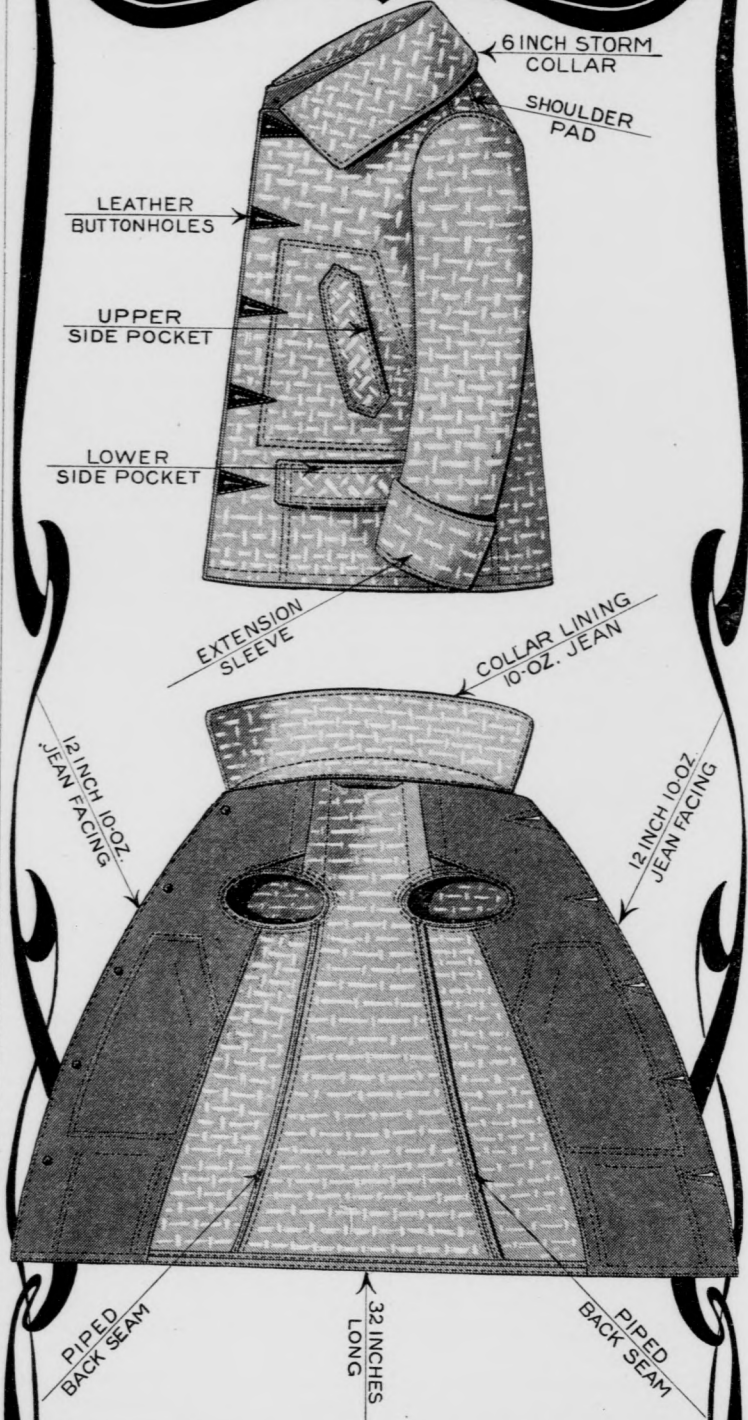
I have noticed that they are to be found in the life of every man who goes straight ahead and does what he knows is right, taking the best counsel he can, and learning from life as it shapes itself under his touch. All the time he is laying out grappling-hooks, without knowing it, for the opportunity that comes only to the one who can profit by it, and when it passes, he lays hold of it quite naturally. It is only another way of putting Roosevelt's philosophy that things happen to those who are in the way of them. It is the idlers who prate of luck. Luck is lassooed by the masterful man, by the man who knows and who can.

Jacob Riis.

The maxims of wisdom are the pieces of glass in a kaleidoscope; they remain forever unchanged and in the same case, but every age shakes them into a new combination of colors.

A FEW REASONS

WHY WE MANUFACTURE THE LARGEST LINE OF MACKINAW, COVERT, DUCK, KERSEY AND CORDUROY COATS IN THE WORLD.



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

Style Tendencies in Little Folks' Wearables.

There are very few of the clothing manufacturers who are not now represented "on the road" by their salesmen. There is favorable promise of an early autumn season. Those calling on trade "near home" report that retailers are feeling good as a result of the big April business they are getting. That spring business is large is indicated by the goodly number and size of the repeat spring orders coming in from all parts of the country. Since the first of the month every succeeding Saturday's business has grown in volume, overtopping in amounts the corresponding dates of last April. Easter trade began early and grew to unusual proportions during the fortnight just closed. Retail stocks have been so heavily cut into that buyers are now wondering where they are going to get new goods from which to replenish. There is comparatively little made-up stock available. Business has been heaviest on medium and best grades, of which the manufacturers' market is short of stock wherewith to fill immediate wants. Procrastinating buyers, who wouldn't get their advance orders down when they could, claiming they "always found it easy to get clothing when they wanted it," find it difficult now to realize on their faith in a well-stocked market.

From early autumn buying it is learned that worsteds have the call, and it is as heavy on suits to retail at the popular "bread-and-butter" prices comprising the bulk of sales as upon the higher grades. This is significant. When asked to explain its significance, a member of one of the foremost firms in the country, manufacturing high-grade clothing, said:

"Its meaning is just this, that we, and by we I mean the manufacturers and retailers who were at first disposed to maintain an all-wool standard, are forced to recognize that legitimate mercerized worsteds are the missing link, that they will have to be taken up to fill this want for a popular-priced worsted suit, which can not be supplied otherwise. If you have interrogated the retailers upon this point you have, no doubt, learned from them just what we have, that they will sell legitimate mercerized as such, and sell it to the customer wanting a \$5 worsted suit just to retain that customer and prevent the trade from going to a competitor. That retailer's position is ours. We have to have a worsted suit to sell for \$3.50, and legitimate mercerized worsted makes it possible.

"We are only advancing the exact cost, the difference in the cost of fabric and making to us, nothing more. This advance is greater on some fabrics and more on some garments than upon others. On certain lines, where it is possible for us to do it, we are taking less profit ourselves in order to give buyers clothing at standard prices. Where the advances are heaviest we are simply adding the extra cost to us. Yes, it is costing more to make garments for next season. Sack and overcoats

are made longer, and they have long vents, and these details call for more cloth and mean an increase in the yardage cut up. There are other details which add to the cost, such as the more general adoption in high-priced overcoats of plaid back cloths, the putting into overcoats of fancy linings, and the maintenance of the highest grade of tailoring essential to well-made clothing.

"If we could use the light winter-weights as a substitute for the proper weights really necessary for comfort, such as a sixteen-ounce mercerized in place of an eighteen-ounce fabric, chevots in lieu of worsteds, and substitute in this way the cloths upon which the most money is made for dependable goods, we would destroy the good name we have been years in building. No, we prefer to leave the skimping and the dishonest substitution for the cheap manufacturer to do. It is they who have to figure for their lives this season. They are going about continually raking the market over for all the antiquated cloths they can unearth, buying regardless of age or previous servitude, and the clothier who puts himself in the power of the cheap man this fall will injure his trade."

If the clothier properly gives his trade a realizing sense of higher value of clothing there should be no trouble getting higher prices. When coal and other necessities are advanced the increase is paid by the people, and if the reason for clothing costing more is made plain, there should be no apprehension on the part of the clothier, who will benefit more by "trading up" than by flying to cheap clothing for relief when his best remedy is to be found in maintained quality and legitimate profits.

The retail season has developed a big reefer demand. Shepherd checks and scarlet reefers are in lively request in fine grades, and manufacturers are taxed to meet the calls for deliveries, owing to the tardy shipment of piece goods from the mills. Shepherd checks in junior and boys' suits are also ready sellers. Reefers of the regulation "Jack Tar" cut and length, of Middlesex flannel, serge, cheviot and covert cloths are successful garments with the best retail stores.

The Norfolk suit is the dominating favorite. Double-breasted jacket suits with bloomer trousers are in demand. Sailor blouse suits are in improved demand, and selling in sizes up to 12 years. Russian blouse suits remain the leading favorite, with the sizes called for running up to nines.

Business in wash suits is showing remarkable growth and an early season.—Apparel Gazette.

Men Who Do Things.

A man to amount to anything must be practical. He must actually do things, not talk about doing them, least of all, cavil at how they are accomplished by those who actually go down into the arena and actually face the dust and the blood and the sweat, who actually triumph in the struggle. Theodore Roosevelt.

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



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.

Present Style of Dress for Men About Right.

It should need no argument to show that if the present style of dress for men were not in the main better adapted to the requirements of the average man than anything else yet suggested, it would have changed by gradual evolution in an effort to approximate the better form. As it is, the present generation of men can not remember a style of dress essentially different from that they now wear. Coat collars are a little wider or narrower; waistcoats are cut a little higher or a little lower; trousers are fuller or less full in mid leg or spread more or less at the bottoms; edges are sometimes braided and sometimes not, and coat skirts are longer or shorter. These, however, represent the limit of the tailor's power to make the garments of one season impossible in the next; and by reason of the fact that it usually requires two or three years fully to develop a change of style sufficiently conspicuous to be noticeable, one who does not conserve his garments with exceptional care may usually wear out a suit before he is required to get a new one in order to be presentable. The professional dandy of the seventeenth and eighteenth centuries had few imitators in the nineteenth and has still fewer in the twentieth century. It is no longer good form to be in the least conspicuous, and by common consent the best-dressed men are those whose clothes are remembered only as without striking feature. This means that, however costly, they must not be "expressed in fancy."

The conventional dress suit has been the subject of especial animadversion from the academic dress reformers, but, best of all, it has resisted innovation. A great many men are to-day wearing dress suits ten or fifteen years old without attracting attention. There is now an effort being made in Chicago to introduce a variant in the form of a gray Tuxedo, but it is destined to ignominious failure. Equally futile have been the efforts to popularize the ruffled shirt front and the satin knee breeches. This is an age of utilitarian concepts. To know that there hangs in one's closet a suit which is perfectly good form for every occasion of ceremony after 6 p. m., that one may "jump into it" if belated, without the assistance of a valet, and that it is not for the moment but is for yesterday, to-day and forever if it does not wear out or get shiny at the seams, is a vast comfort and one worth a great deal more than any satisfaction to be derived from contributing to a color scheme of drawing room decoration. The average man knows that if he gave countenance and encouragement to the fads of the masculine dress reformers he would have to spend on his personal adornment dollars where dimes now suffice, and he is not such a fool as to do it. The *raison d'être* of the black dress suit is the fact that once provided it is good for years, and this counts for a great deal more than the unsatisfactory result of an effort

to rival the Protean magnificence of the woman of fashion who, to do what is expected of her, must give a great deal more time to selecting materials and being fitted than any man of business could afford. It is best as it is. Dress reform would close the door of society to thousands of young men who have no time to think much about dress in any aspect and for whom the sempiternal "swallow tail" of black broadcloth is a priceless boon. It is at least an acceptable foil to the color delirium of the gorgeously appareled woman, and from this point of view it could have no better function.

Recent Business Changes in the Buckeye State.

Byesville—J. E. Larrick will continue the furniture and undertaking business formerly conducted by Larrick & Bryan.

Cambridge—C. M. Hyatt is closing out his stock of queensware and tea.

Cincinnati—The merchant tailoring business of H. J. Hamberg will be continued by H. J. Hamberg & Co.

Cincinnati—J. M. Koch & Co. are succeeded in the manufacture of boys' clothing by Koch, Schaffner & Alder.

Dayton—John G. Knab is succeeded in the retail grocery business by J. & F. Murray.

Dayton—Mr. Lewis has withdrawn from the firm of Mallow, Lewis & Long, retailers of stone, brick and tile.

Defiance—The implement business of H. C. Gherke will be continued in future by Gherke & Masterson.

Dayton—R. W. Mather & Co. succeed Mather Bros. & Co. in the retail lumber business.

Jenera—Smith, Williams & Co. are succeeded in the hardware business by the Smith Hardware Co.

Jewell—The general store business of J. A. Trubey will be conducted by Trubey & Palmer in the future.

McConnellsville—McElfresh & Wilson succeed McElfresh & Duvall in the grocery business.

Rogerville—Elmer E. Link will continue the drug business formerly conducted by the Estate of M. J. Link.

Springfield—The Geo. F. Niuffer Grocery Co. will discontinue business.

Toledo—Litman & Hoffstadt are succeeded in the wholesale clothing business by Litman, Hoffstadt & Robinson.

Zanesville—J. W. Shafer will continue the grocery store and meat market formerly conducted by Shafer & Winter.

Akron—The creditors of Zangler Bros., who were formerly engaged in the dry goods business, have filed a petition in bankruptcy.

Delphos—A receiver for the Delpros Foundry Co. has been applied for.

Rockford—A petition in bankruptcy has been filed by the creditors of H. D. Streete & Son, implement dealers.

Some men could reconcile the bible and science if only the bible would be reconciled to their sins.

Hermanwile Guaranteed Clothing For Fall, 1905

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



Quality, price and advertising are equally attractive features.

UNION MADE

The Best
MEDIUM-PRICE CLOTHING
in the United States.

Herman Wile & Co.

Buffalo, N. Y.

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.

Why Retailers Should Visit Jobbing Markets.

A merchant may buy all of his goods from traveling salesmen and do a paying business, but his business will pay better if he goes to market once or twice a year, gets in closer touch with the credit men and the heads of firms he buys of, looks over the stocks carried by jobbers and manufacturers and sees something of the methods for drawing trade that are employed by others. Staying at home all the time means getting into ruts, and ruts retard progress, checking one's speed in the race for wealth to the great advantage of more fortunate competitors.

A merchant should go to market occasionally, first, because he can buy many things that can be sold at a good profit, that can not be obtained from traveling salesmen—job lots that can be picked up in his rounds; salable articles that are not shown in lists of staple goods; novelties that will draw trade and advertise his business; second, to get acquainted with men who are in a position to grant favors and give assistance in various ways when rough places are found in the course of business and aid is required to overcome obstacles in the way of profit-making; third, to get hold of business-building ideas that are furnished on every hand by successful and progressive dealers.

These are three good reasons why a merchant should go to market, and it is important to keep them in mind. A man may pass through a country with his eyes closed and see nothing of the mountains and valleys, farms and villages, cities and towns. He may go to market and come away with nothing but bills for his purchases. He should return home in possession of much valuable knowledge that can be applied to his business with immediate and highly beneficial results. The merchant who goes into a large market with his eyes open returns home with a great deal more than he pays for—a great deal that will be of permanent value to him, and which no amount of capital could buy. He obtains a broader view of his business, a better idea of the possibilities of rightly directed effort along the lines marked out by modern business practice. He can not learn all that is worth knowing during one visit, or a hundred, any more than a student can learn all the schools have to teach in one day, or in many days; but he can learn something every time he goes to market that will be of value to him, if the knowledge gained is properly applied.

Great and rapid changes are taking place daily in the world of business. Old things are giving way to new things—the things of yesterday are discarded for the better things of today. For the man who is satisfied with his condition—who finds contentment in dreaming and drifting—old things, the things of yesterday, or of half a century ago, are sufficient. For the man who is progressive, only the latest products of active business brains will suffice. The

ox cart will do for the man who has not progressed beyond the ox cart stage of business, but for the modern hustler after wealth the automobile and lightning express will serve only so long as no more rapid modes of travel are in use.

There was a time, before the day of traveling salesmen, when merchants were compelled to make long overland trips in covered wagons to buy their goods. At that time going to market means little more than hardships and loss of time outside of the mere business of buying. The jobber and the small town merchant did business in pretty much the same way. Both arranged their stocks in a primitive fashion and opened their doors as the sole invitation to buyers.

A vast difference is shown by comparison between the situation at that time and at the present. A retail merchant is not forced to go to market now, but when he does so, the trip is usually a pleasant one, is quickly made and very often with little or no expense, commercial clubs in leading jobbing centers paying the cost of tickets for visiting buyers. While going to market is not a matter of necessity, there is no good reason why the merchant should not visit the source from which his supplies are obtained, and there are many good reasons why he should go as often as twice a year. Jobbers and retailers do not all do business alike as in the old days. Every man is thinking for himself, originating new methods for pushing business or adapting to his needs the methods of others which have come to his knowledge through observation or through the trade press of the country. Open doors are no longer the only invitation to customers—they are no longer the only evidence that firms are in business and have goods for sale. The invitations are numerous, increasing, changing from day to day—they are seen on every hand in the form of attractive signs, artistically arranged show windows, newspaper and magazine, and bill board advertising; they are sent through the mails in the form of booklets, circulars and personal letters—they are found in the stores on price cards; in well arranged stocks of goods, classified in special departments, in displays of new styles and fabrics, and in many other ways of drawing trade that are new and novel for a brief period, but soon cast aside for something better. At all times there is something to learn, and something to unlearn, in the business of merchandising, and next to close and careful reading of trade papers and magazines, going to market is the best way to brush off the cobwebs and clear the brain for action in the battle for wealth.—The Business Magazine.

It pays to please a customer and keep him pleased. Every satisfied user of your product helps you sell more goods.

People who protect themselves from the world's problems are the first to suggest its panaceas.

M. Wile & Company.

THE PIONEER BUFFALO CLOTHING HOUSE HAS MADE NO CHANGE IN TITLE OR OWNERSHIP.

Recent changes in the personnel of clothing manufacturing houses in Buffalo have led to some confusion in the minds of dealers, involving the name of M. Wile & Co. It should be distinctly understood that there has been no change in the title or ownership of this house. M. Wile & Co. is the pioneer clothing manufacturing firm of Buffalo and is composed of M. Wile, B. Hirsh and S. Bock. It was established October 1, 1877, by M. Wile, and has made a steady and substantial growth along broad and progressive lines. It remains to-day the same firm, with M. Wile actively directing its business policy and daily participating in the manufacture and sale of clothing. This name has become well known to the trade, not only by reason of the long and successful career of the house, but by a liberal policy of advertising and a constant and intelligent effort to better the grades of clothing manufactured in their factory. In all the firm's publicity two expressions have been so constantly employed that they have come to have the significance of trademarks. These are "Clothes of Quality" and "Makers of the Best Medium Priced Clothing in the World." Mr. M. Wile is especially equipped by his long experience to maintain the position that these terms signify, as applied to clothing made under his direction, and is anxious that the trade should understand that his house has not been at all affected by the changes in other houses.

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.

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



Raising Ducks Profitably for Shipping Purposes.

A young duck carrying five pounds or more of salable weight that will command an average price of 20 cents per pound can be placed on the market eight weeks from the date of hatching. This is quick work—turning a profit in twelve weeks from the time the egg is laid—and no proof is needed that a substantial profit can be realized on ducks so marketed. Therefore, since the loss of ducklings need not be over 5 per cent. (frequently it is not over 2 per cent.) and the equipment required is neither extensive nor expensive, there is money in raising ducks for anyone who will make an honest, intelligent effort to get it.

Growers of ducks frequently have everything to buy at market prices, and some even have to go off their farms to secure sufficient green food for their flocks. The farmer with his wide acres is prepared to feed ducks at the minimum cost. He has at hand much of the grain produced on the farm at less than its market value and this the exclusive duck raiser has to pay good money for. The vegetables, which are often difficult for the duckman to obtain, the farmer sorts out from his potatoes, turnips, beets, cabbages, etc., and places but little value upon them. Fed to ducks this inferior quality will produce meat salable at 15@30 cents per pound. If the farmer is a dairyman the skim-milk fed to stock furnishes the best of nourishment at little cost, and if fed to growing ducklings will produce twice or three times the value it would if fed to swine.

Nearly one-third the bulk of food for breeding ducks may consist of vegetables and clover. The latter can be grown on the farm and cured in the shade of the orchard or on the barn floor out of the sun, but open to the fresh air where it will cure perfectly, and if stored away in a clean, dry place it will make the best of green food when treated with boiling water and added to the mash.

There is always a demand for well fattened ducks, and a simple announcement that they can be secured is all the requirement necessary in localities where the flavor is known.

Thus it is seen that the farmer is able to secure the last cent that the profitable business will yield and that for little outlay.

As before stated, expensive buildings are unnecessary and since additional capital expended means less profit on the investment they are not desirable. A house built with a shed roof, high enough to give head room to the attendant and 12 feet wide, exclusive of alley, or 15 feet if a walk or alley is desired, will accommodate two ducks to each foot of length. It may be framed of 2x4 inch pieces, these to be covered with

barn boards and roofing material. Such a building should be located on a well drained spot, facing south or southeast when convenient, with liberal yard room enclosed by a wire netting fence 2 feet high. One window in each 12 feet of house length will admit sufficient light to the pens.

Opinions differ somewhat as to the utility of a walk, some claiming that it is nearly as easy and far better for the caretaker to go from pen to pen over the division boards 2 feet high because he exercises more care in distributing the food; but in a house 50 feet long or more the argument is in favor of a walk at least 3 feet wide, along which the feeder can pass, feeding the occupants of each pen over the low partition or carrying fresh bedding or removing the old when cleaning the house, without frightening the inmates.

A floor of earth, made by filling in to the top of the foundation, is better than boards or cement, which hold the water spilled by the ducks about the water fountains, making the pen damp and uncomfortable, requiring far more bedding to make it habitable.

The pens may be 12 feet square, with the yards of corresponding width. If the partition separating the pens from the walk is made with laths set 2½ inches apart the drinking water may conveniently be given in V-shaped troughs at least half as long as each pen, placed in the walk where the ducks can reach them through the slats. If water is piped to the house, a trough extending the length of the house and connected with the piping makes it possible to water the houseful of ducks by simply turning on the water. In a long house this is a great time saver.

A hopper or box with compartments for shell, charcoal and grit and a trough for feed complete the equipment of the stock duck house.

The cost and construction of the brooding equipment naturally depend upon the extent of the operations contemplated. Frequently there are buildings about the farm in which could be placed broods enough to raise several hundred ducklings, but we will consider that the importance of this branch of farm industry warrants building those required.

A brooder house 60 feet long, 15 wide, arranged with an alley or walk 3 feet wide next the north wall, having pens 12 by 5 feet, will enable the builder to properly brood one thousand or more young ducks to sell during the season of good prices. The early ducks are the money makers, and to secure the warmth necessary for the best growth of the little ones, besides economizing fuel, it is advisable to build this house snug and warm, but with windows and doors sufficient to thoroughly ventilate and cool the house in spring.

If a good house of this kind is built the least expensive and probably most satisfactory method of brooding is with hovers heated by hot water pipes. These hovers should be 2 feet, 6 inches wide and extend through eight of the pens, leaving

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.

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

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 Eastern Market
 Co-Operative 254

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.
 40 S. Division St.,

Reference
 5TH NATIONAL BANK

Citizens Phone 3083
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ONIONS

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

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

four pens without hovers in which to temper the ducklings before removing them to other houses or to yards outside. To heat these hovers four one and one-half inch pipes, two flow and two return, are needed, attached to a water jacket stove or small boiler.

Eight lamp brooders can take the place of these hovers, if it seems desirable, and a hot water pipe system may be installed to warm the house in cold weather or omitted entirely at the builder's option. The combination of lamp brooders and pipe system is a good one, especially useful in the early season, while the lamp brooders alone will suffice in warmer weather.

If operations are fairly extensive and work is begun early in the season it is convenient to have one or two other wind and water tight buildings to which the young ones can be taken when forced out of the brooder house by the new arrivals from the incubators; but if the weather is warm before the brooder house becomes congested and the occupants are nearly feathered, no more house room will be needed and yards of good size inclosed by fencing 2 feet high, with a provision for shade from the sun, will accommodate the ducks in flocks of fifty to 200.

I have not made special provision for an incubator room because a dry, well ventilated basement or an unoccupied room in a house will answer for the work better than many houses that have been built for the purpose.

This is practically all of the equipment needed, and it will last for years, making each year's share of the cost but little.

What branch of animal industry on the farm will so quickly turn so large a profit for the expense incurred?

Quality is the point of importance when buying breeding stock, for the influence of the original purchase lasts for years and determines to some extent the value of each season's products. Vigor is the primary consideration. The degree of profit depends upon the ability of the individual specimen to digest rapidly and well every ounce of food, turning it into flesh with the least waste, which is the work of a healthy, vigorous system. Large birds are desirable, not monstrosities, and a well shaped, deep keeled bird at a little more than medium size is more satisfactory than a larger one with a coarse, angular frame and consequent slower flesh development.

A group of young ducks bought in the fall and well cared for through the winter will begin to lay in January and continue through the spring. They should not be fed for laying in the fall or many of them will lay a litter in the early winter and not lay again until spring. A mash of vegetables and bran chiefly, with a ration of corn or wheat occasionally and very little meat, will prove a good bill of fare until Christmas, when it may be gradually strengthened until it contains something like one part of corn meal, one and a half of bran and the same of cooked vegetables

or steamed clover plus 10 per cent. of beef scrap. This fed every morning and alternated with corn, wheat and oats at night, supplemented by plenty of fresh water and a supply of shells, grit and charcoal, will produce eggs that will hatch if fed just as much as the ducks will eat and any remaining removed after each meal from the trough in which both mash and whole grain are fed.

When the young ones are developing, previous to the fattening period, those that make especially rapid and vigorous growth and show a symmetrical development should be selected for next season's breeders and when six weeks old should be separated from those intended for market. Place them in a well grassed and shaded yard of considerable area to develop naturally until the cold weather of the fall drives them to winter quarters. The old ducks, breeders of the previous season, should be likewise turned out to pasture, and may be allowed to forage for most of their food on free range if it is convenient for the owner. A swampy meadow, generally unused after the grass is cut, will supply a flock of ducks with over half of their nourishment and send them to the next season's breeding pens with lusty good health.

Incubating is in no way difficult and the method is identical with that recommended for hens' eggs except that one week longer time is necessary. The little ducks are placed in hovers having a temperature of 95 degrees, which after a couple of days is reduced to 90 and further reduced to 80 in two weeks' time.

The first feeds are best composed of stale bread moistened with milk and a little fine sand or grit sprinkled in. This is gradually replaced by a simple combination of ground grains mixed with milk or water, to which are added 5 per cent. of fine grit and a little meat scrap. One of the simplest rations consists of one part corn meal and two of bran mixed with milk and having 5 per cent. each of beef scrap and grit added.

These simple foods, with a liberal allowance of grass or garden truck and a supply of coarse grit and good water, will grow big ducks if other conditions are right. The quarters must be kept in a fairly sanitary condition, cleaned well and frequently disinfected.

Fattening is easy if the subjects are in good health and three parts of corn meal, one part bran and one of scraps, mixed with milk when obtainable, will fatten the healthy duck in one week fit for the most exacting market. Some growers substitute an equal bulk of ground oats for half of the corn meal and claim better results.

Killing and picking are simple and no loss need be sustained if reasonable care is taken when dry picking or scalding. The proper time to kill and best time to pick are when the first full coat of feathers has fully matured, which usually is about the end of the eighth week, when a well grown duck will be fat and heavy.

H. A. Nourse.

WE BUY

Eggs

Poultry

Packing Stock Butter

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Butter-fat in Cream

Empire Produce Company

Port Huron, Mich.

EGGS

That's what we want.

For storage and present use.

Phone, wire or write us.

COYNE BROS.

CHICAGO

References Michigan Tradesman and Egg Reporter.

We Want Eggs

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

James Rowland & Co.

80-82-84-86 Hudson Street
New York

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

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

RENOVATED BUTTER.**Dubious Claims As To the Right To Manufacture.**

The American Butter Refining Co., notice of whose organization was given some time ago, are the owners of a patent covering a process of refining butter, issued in 1895 to Joseph H. and Charles H. Campbell. They claim that manufacturers of renovated butter have infringed this patent and that they are beholden to its owners for royalties. Briefly, the purpose of the company—which is said to have ample financial resources—seems to be to organize manufactories in various parts of the country for the production of renovated butter, taking into the combination such present establishments as may prove desirable from their point of view, and with which satisfactory settlement and arrangement may be made, and proceeding at law against all others for the collection of royalties, etc.

The plan evidently contemplates a virtual control, under one company, of the entire business of renovating butter. It depends entirely upon the extent to which the Campbell patent has been infringed in the past, and the extent to which this patent is fundamentally or in detail necessary to the process of renovating butter. As the American Butter Refining Co. appears able and determined to put its claims to the test of court actions renovated butter manufacturers are up against several alternatives: First, they can endeavor to secure the absorption of their establishments by the new company; second, they can go on as at present and be prepared to defend themselves at law if they believe their process does not in fact infringe the Campbell patent; third, they may perhaps arrange to go on under royalty, and fourth they can close up and take the chances of suits for past royalties.

The Campbell patent is number 532,528, issued January 15, 1895. It illustrates an apparatus and describes a process for refining butter, lard, oils and fat. The process is described in detail, but may be summarized as follows: The butter is first melted so as to allow the solid and semi-solid impurities to precipitate; these are removed by skimming off such as rise to the surface and drawing off such as settle to the bottom. An air blast is then turned on so as to deprive the fat of its moisture and solidify the albuminoid substances: the material is then allowed to settle or is subjected to filtering process. The process thus far is said to be facilitated by the addition of water at the top, to wash away the solid impurities, and by a repetition of the air blast and washing process. When the oil has been purified sweet milk is added and the air blast again turned on to thoroughly commingle them to the consistency of thick cream, when sour milk or buttermilk is added without interrupting the air blast. The mixture is then discharged into ice water, where it takes the form of minute flocks or crystals, within which the sour milk is imprisoned.

The mass is then drained on tables, after which it is placed in a churn containing milk or cream (preferably aerated) that has previously been churned until the butter is forming; the whole is then churned, worked and salted in the usual way.

The claims under the Campbell patent comprise six specifications, which are summarized as follows:

1. The process of refining butter, which consists in removing the impurities therefrom and subsequently treating the remaining purified butter oil to an air blast in the presence of milk, cream or sour milk, and then precipitating the mixture into a cold bath.

2. The process of refining butter, which consists in alternately treating the same to water and an air blast, then adding sweet milk to the purified butter oil in the presence of an air blast until the mixture is of about the consistency of cream, then adding buttermilk or sour milk without interrupting the air blast, drawing off the contents into an ice tank, then removing the flocculent particles thereby formed, and churning the same in the presence of milk or cream which has been already partially churned.

Whether or not the various processes described in the Campbell patent and claimed as novel are really original with the patentees, and, if so, how far they have been infringed by some or all of the methods of butter renovation now in practical use, are legal questions upon which we shall not venture to express an opinion. Naturally the American Butter Refining Co. has obtained legal opinion supporting the validity of the claims to novelty; but it is quite probable that as to at least some of the processes of renovation now used, patent attorneys would undertake their defense with confidence.

There are experts in the process of renovating butter who claim that the salient features of the Campbell patent were used prior to the issue of that patent; also that the work of butter renovation can be thoroughly accomplished without using the processes covered by the patent.

Under all the circumstances it would seem that a test case to decide in court the exact standing of the various Campbell claims would be desirable.

Best Results for Butter at Under Zero Temperatures.

The best temperature to hold butter in storage has been an open question with merchants and cold storage men for some time. This was believed to be worthy of investigation by the Department of Agriculture and plans were perfected a year ago last October for an extensive experiment. Chicago was chosen for the work as this city offered the best storage facilities at that time for what we wanted, and further the Department had an inspector there well qualified to conduct the detail work of the experiment. The object of the investigation was to study the influence which a range of temperature exerts upon the quality of butter as

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

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

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E. B. FISHER, Secretary

Eggs

Butter

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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.

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Bought**Stored**

determined by flavor and texture. Instructions were also given to note the loss in weight under the different conditions. The temperatures of the various rooms were 30 deg., 20 deg., 10 deg. above zero, zero and 5 deg. below, the 30 deg. room being chosen as a check on the others since this temperature was known to be too high for a long period of storage. In order to secure butter of a uniform quality for the experiment, special arrangement was made with a large creamery plant in the Middle West and 10,494 pounds of cream were gathered by rail in the usual way from nineteen stations, thoroughly mixed and placed into six vats, where it was pasteurized and churned, the butter secured amounting to something over one and three-fourths tons. This was packed in sixty-pound tubs and prepared for shipment. On reaching Chicago the butter was scored by experts, weighed and placed in storage at the temperatures indicated. Every precaution was taken from start to finish to have the entire lot uniform, and experts pronounced the different lots to be of the same flavor and texture in the minutest degree. The butter was given 92 points on a scale of 100. Each room was provided with a self-recording thermometer, which was kept in close proximity to the butter. During the progress of the experiment the butter was scored six times. Two tubs of each lot were taken out at every test, weighed, scored and sold.

To give the results in a few words it may be said that the butter stored at 5 deg. scored better than that stored at other temperatures, having lost only four points in flavor after eight months and being still sweet and clean. The zero lot was noticeably aged at the second test and lost with each succeeding score, or twelve points in all. A fishy and bitter flavor developed after five months. The butter at 10 deg. lost quality rapidly at first, but later showed a better record, finishing with a score of 83 against 80 for the zero temperature. This also developed bad flavors. It was stored in a small room, where there was less variation in temperature and also in a different warehouse than the zero butter. Better conditions of humidity and ventilation may account for the better score. The lot scored at 20 deg. underwent rapid and constant deterioration from the start. At four months the butter was fishy and aged and at eight months had lost 19 points (17 in flavor). It was not supposed that the 30 deg. lot would keep well, this being used as a check temperature. The loss in quality was excessive and shows that a much lower temperature is needed for storage of butter for long periods. The loss in weight was insignificant and did not seem to bear any decided relation to temperature.

In general conclusion the data gathered from this experiment emphasizes strongly the need of very cold temperature for the storage of butter. A modern cold-storage house using mechanical refrigeration, where temperature of zero to 10 deg. below

can be readily maintained, affords a minimum loss in quality and the question of shrinkage need scarcely be considered. Butter of clean, pleasant flavor, good firm body, carefully packed in bright, clean parchment lined tubs and stored at a temperature below zero is almost certain to retain its good qualities even for a period prolonged well beyond two-thirds of a year.

Warehousemen are sometimes given credit for things they are not responsible for. I refer to the "fishy" flavors in butter. This is a question of no small importance to the dealers and holders of butter. In talking with several in the butter trade they all agreed to the fact that the loss from fishy flavor is a very serious item. Goods bought and passed as extras and placed in cold storage come out with fishy flavor and have to be sold at a low figure. One very curious fact in this connection is, that goods from the same factory will show the fishy flavor in only a portion of the packages while others will be perfectly free. If this condition prevails it is a serious problem and one that will cause great loss when the goods are put on the market for consumption. Scientists do not all agree as to the cause of this trouble. One states that the fishy flavor of butter is caused by the bacterium odium lactis and that by inoculating a portion of milk with this bacterium fishy flavored butter was produced, while the control portion of milk produced butter of good flavor. Also, by pasteurizing a portion of milk containing this germ butter of good flavor was produced while the control transmitted a fishy flavor. Our bacteriologist in the department has set this same bacterium at work but as yet it has given no fishy flavors. I wish to say, however, that we now have extensive experiments in progress to study this question. Different lots of butter made in the most careful manner and subjected to different treatments are now in storage in New York and we propose to make a thorough study of this question and determine, if possible, not only the cause but the remedy as well. I have already pointed out to you that in our butter experiment in Chicago that stored at a temperature below zero developed no fishy flavor. Here, then, is one way in which you can help the butter industry and yourselves at the same time, namely by supplying low temperatures and studying how you can do this at a minimum cost. You can help the cheese man to sell 100 pounds of cheese where he was only able to sell ninety-five pounds before. All these experiments show the great benefits that may come through co-operation, and they mean much to the dairy industry as a whole if your warehousemen can guarantee to store butter and cheese for eight months or a year with practically no loss. Through co-operation many of the problems in refrigeration presented by the various industries in the future may be solved. C. B. Lane.

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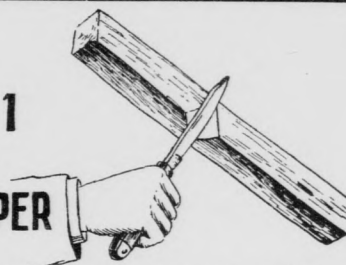


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JACKSON, MICH.



TALLY 1

FOR THE SHIPPER

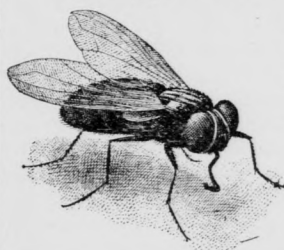


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The Unendless Search for the Ideal Woman.

The most colossal thing in the world is man's ideal of woman. It is certainly one of the seven wonders, and the eighth is that women should even approximately approach it, for the concatenation of charms, and virtues, and looks, and intelligence, and practicality, that a quite ordinary man expects of his wife would do credit to an angel, a houri, a seeress and a Hetty Green rather than be the everyday equipment of a mere woman.

Of course, no man finds any woman who ever quite measures up to his standard. If she is beautiful, she is apt to be dull; if she is intelligent she is more than likely opinionated, and a bad cook; if she is a fascinator, she is not satisfied to bury herself in her own home, and so on. Everywhere there is a speck on the cheek of the peach, a fly in the ointment, a crumpled rose leaf under his forty mattresses of ease, and so man bemoans the faults and imperfections of the female sex, and the search for the ideal woman goes endlessly on.

With the woman the disappointment in proving a disappointment is even more acute. Every young wife marries in the fond belief that she is going to be all in all to her husband. She soon finds that this is an impossibility—that she does not come up within a million miles of what he expected of her, and she blames herself, whereas the real fault merely lies in human limitations.

If married women told the truth about their experiences—which they never do—there would not be a one who wouldn't admit that there had been times when she wondered if there were not redeeming features in polygamy. These were the occasions on which she found out that her husband expected her to be a grub, and a butterfly, a companion and a cook, an economist and a fashion plate, a clinging vine and a tower of strength.

Almost every woman can and does fill one of the roles acceptably, and if her husband could be satisfied with one charm or virtue she could make married life interesting enough for him, but when he demands the whole category of charms and virtues to be massed in one individual, she necessarily fails.

It is when she contemplates his demand that she shall come up to his ideal and fire his fancy at the same time—that she shall be both domestic and alluring—that she feels that she would like to divide her job, and that to really make married life thrilling to a man would require two wives, one to help a husband make his money and the other to spend it; one to toil and make him comfortable, and take care of his children, the other to always keep young and fresh and beautiful for him to admire.

It is certainly expecting too much

of any one woman to be all these things.

One of the reasons why divorces are more frequent in America than in any other country is because we are republicans in taste as well as politics.

In European countries a man is born in a certain grade of society, and he expects to stay there. He marries, and he is satisfied with his wife, if she has the virtues of her class. The shopkeeper or the artisan does not expect his wife to possess the beauty and style and accomplishments of the lady of rank.

In this land of the free we feel that there is nothing too good for us, and this feeling extends even to wives. The poor man is not contented with his wife being merely a good cook. He wants her to look as smart and fashionable as if she were a millionairess, and to be as vivacious as if she were a member of the chorus.

The greatest fault of the American character is that we all have a champagne taste on a beer income, and it works disaster for us in matrimony as it does in a thousand other things.

It is natural and human to want the earth, and no one need be surprised at a man desiring to be married to a woman who will make him a comfortable home, who will be a good mother to his children, and who will always be an entertaining companion, and retain the graces and good looks of youth.

But before a man demands all this of his wife he ought in common honesty to ask himself if he is paying the price for all of this superior line of attractions, and if it is not as much his fault as hers that she does not possess some of the charms he admires.

The woman who must count every penny can not always be beautifully dressed.

The woman who has a house full of little children, demanding her ceaseless attention, can not keep up with the latest news and the six best books of the week, no matter how intellectual she is.

The woman who is housekeeper, cook, laundress, chambermaid, nurse and seamstress, as well as wife and mother, has no time to spend half an hour in front of a mirror trying to get her pompadour in the latest dip, and she has plenty of other things to think about besides manicuring her nails and keeping her hands in a soft, squeezable condition.

Yet few men think of this, and one of the most pathetic phases of the whole domestic problem is that men find life dull with the women who have grown dull working for them.

Many a woman is doing her full duty as wife and mother, who toils all day to keep her little flat or cottage neat and clean, her children healthy and comfortably clothed, and to prepare a good dinner for her husband, is left to spend a dreary evening alone, while her husband seeks the society of some gay and handsome woman whose high spirits have not been quenched by having to cook or nurse or economize for him.

Facts in a Nutshell

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Jamo

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

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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.

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Detroit, Mich.

Manley Jones in Charge

The poor man who complains that married life is dull because the woman who is slaving herself to death to make him comfortable is not thrilling is certainly the limit of ingratitude.

And if married life is dull to the man whose wife is too hard worked to have time to cultivate and beautify herself, what must be its abysses of dreary monotony to the woman who has not even the solace of her husband's admiration and appreciation, and who knows he is disappointed in her?

Where the husband has the good sense and good principle to demand only the reasonable from his wife—where he admires her for her faithfulness and loyalty and devotion instead of criticising her for not being dashing and witty and frilly—married life is never dull, no matter how poor people are or how hard they have to work.

The trouble with men is that a man marries a woman for one thing, and then blames her for not being something else. It does not require a fortune-teller to predict that the hot sport, who loves the excitement of the race track, and the gilt and glitter of noisy cafes and crowded hotels, is going to get mighty tired of a prim, Puritan Priscilla whose idea of having a perfectly hilarious time is going to a Christian Endeavor meeting. Yet the man marries her, and when she makes him the sedate, quiet, religious home that she was foreordained and predestined to make he flies from it because he finds it dull, and he has the nerve to cry out that she has disappointed him—she is not what he expected her to be.

It does not take any occult powers to foresee that the frivolous and flighty woman, whose real compelling interest in life is in fashion and society, is going to fall far short of his ideal if she marries a preacher, or that the petted daughter of luxury who marries a poor man and goes to live in a 2x4 cottage is not going to be a helpmeet to him, but what right have these men to expect the virtues they did not profess to have of the girls they married? There are always plenty of sisters in the church, and good, capable, practical girls to be had for the asking, who would know exactly how to run missionary meetings and keep house on \$10 a week, and if a man wants that kind of wife he should marry her to start on. It is a little unreasonable to marry a girl because she is useless and then berate her because she is not useful.

Fortunately, however, although most of our idols have not only feet of clay, and the balance of them is mud, yet we can find great solace and comfort in the companionship of a very earthly individual if we will.

No perfect conditions exist in life. Everywhere in society and business there are angles against which we bump, and situations against which we fret and chafe, yet they do not make us declare that existence is insupportable, and that we will repair to a hermit cell.

Matrimony has no more disappointments and no more disillusioning in-

it than anything else, but before it ever becomes a perfect institution men will have to cut down their expectations of what a wife should be.

Dorothy Dix.

The Value of Appreciation.

It is the duty of every man not only to do his work as thoroughly as possible, but to create the atmosphere in which other men and women can do their work thoroughly and well.

It is the duty of every man not only to unfold his own character freely and completely, but to create the atmosphere in which other people are able to develop their best qualities.

There are hosts of men and women who depend absolutely on others for their finest growth, who have to be drawn out, whose sweetness and charm never find expression unless they are evoked by warm affection or by generous approval.

The world is full of half-starved people whose emotions are denied their legitimate expression; who are hungry for an affection which they often have, but the possession of which they do not realize because it never finds expression; who have latent possibilities of achievement of a very high order, but whose possibilities are undeveloped because nothing in the air about them summons them forth.

Such people need a summer atmosphere and they are often compelled to live in a winter chill. Many of those who diffuse the chill instead of the cheer are unconscious of the influence for repression which they put forth, simply from lack of thought about the delicate adjustments of life.

They have never studied themselves, or those about them, and so there are thousands of homes that are without cheer, not because they are without love, but because they are without the expression of love; and there are thousands of offices, workshops and school-rooms that are without inspiration, not because they are lacking in earnestness or in integrity, but because the habit of recognition has never been formed, and there is none of that spiritual co-operation which not only gives but evokes the best.—Outlook.

Perseverance Conquers All Things.

Genius is really only the power of making continuous efforts. The line between failure and success is so fine that we scarcely know when we pass it, so fine that we are often on the line, and do not know it. Many a man has thrown up his hands at a time when a little more effort, a little more patience, would have achieved success. As the tide goes clear out, so it comes clear in. In business sometimes prospects may seem darkest, when really they are on the turn. A little more persistence, a little more effort, and what seemed hopeless failure may turn to glorious success. There is no failure except in no longer trying. There is no defeat except from within, no really insurmountable barrier save our own inherent weakness of purpose.

An "Eye-Opener"

Our Jewel—Special Roll Top Desk



As Good
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The Best

Dimensions
50 in. Long
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Almost a Complete Office in a Single Desk

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

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

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

Don't delay ordering.

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**YEAST
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The First Grand Prize
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**PERFECT
BREAD**

FINANCIAL REVERSES.

They Compel Girl to Hustle for Position.

Written for the Tradesman.

Once a woman has tasted the joy of earning her own living, once she has sipped the delight of the knowledge, what is hers is hers—to do with as she pleases just as a man disposes of his own as he wishes, to be accountable for to nobody on earth for its use or disuse—I say, once a woman has known the happiness that springs from monetary independence acquired by her own exertions, the world will never be the same to her again.

That reminds me of the lines:

"A sigh too deep,
And a kiss too long,
And the world is
Never the same again."

That is true; but I did not start out to write about the tender passion. A far different theme is mine to-day. This little story deals with the prosaic, the unsentimental matter of gaining one's bread—and butter—by the sweat of one's brow; the putting away, bit by bit, of money in the bank, where, one dark and rainy day, it will be convenient to draw upon for sickness, an enforced journey or what-not in the way of unforeseen happenings.

There is a young woman who has recently taken up the burden of caring for herself in a money way who, until but a few months ago, never dreamed that in so short a time—in any time, for the matter of that—she would be supporting herself. Now she gets \$10 a week and board, and the work is not very onerous.

Although living in an arduous age, like a good many other girls she had "never been brought up to work." Somehow she seemed always to have had her own way. Her mother's attention was entirely taken up with what her daughter was pleased to term "her society stunts." Mabel Lee had no great regard for her mother's favorite pastime. There was not much sympathy between the two as to daily pursuits. Because the daughter preferred a life of outdoor exercise, liked to row, to fish, to hunt, to hold the ribbons herself instead of sitting behind Jeams, because the girl was never so happy as when, mounted on her favorite horse, she galloped off into God's own green country—for these her mother, who "never had understood Mabel," was forever "calling her down," never seeing that these enjoyments were just as much, if not more, to the daughter as her frivolities were to her.

As for the father, he was a patient, uncomplaining man who, although he detested balls and the like, allowed himself to be dragged off to social functions. But he would far rather have sat by the glowing grate at home in his own cozy den in slippered ease. He made these sacrifices for her he loved, nor counted it time wholly thrown away since his presence as her escort contributed to her pleasure.

This sort of life continued until last summer when, without warning, the husband and father succumbed to a stroke of apoplexy.

Then came troublous times for the

wife and daughter. They had supposed themselves well enough off, but the wealth was but seemingly secure. It was a case of living up to an income and when that income was cut off nothing remained.

Finally, after a long struggle against the inevitable, it began to be seen plainly that there must be a change. The money that was available at the time the master died had become almost dissipated and Poverty stared them in the face.

The mother was offered a home with a rich relation and for the time being it seemed best to accept the offer. This home was tendered as a shelter to the daughter, also, but the girl, as she said, "mustn't ride a free horse to death," and so declined the offer. That meant she must support herself. I will say, however, that she accepted the relative's offer for a few days—she felt so sure of obtaining employment that she thought a week at the most would be sufficient in which to find something to do.

Then began the search for a position.

That was no easy task for this young woman, reared as she was without the necessity of asking aught of any one.

She decided to apply to strangers first for work, then to acquaintances if she could not find a position with the former.

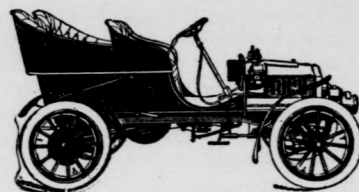
Hunting for labor soon became like the proverbial hunting for a needle in a haystack. It looked as if every one in town had either "just hired somebody" or "wasn't in need of anyone just now." Everywhere the girl applied they asked her "what experience she had had." Of course, she was obliged to answer in the negative, and that didn't help matters any. It seemed to Mabel that she tramped miles, to save car fare, and

when the end of the week came she was no nearer the object of her quest than when she started out. Many had taken her name and said "if there was any vacancy later on they would let her know." But such promises were inadequate for present emergencies—it was work the girl wanted, and that at once.

Finally, despairing of success at getting a place with some business house by "going after it," as is advised by so many, Mabel decided that she would see what an advertisement in the daily evening paper would bring. Accordingly, on Friday, she began to look over the columns of those who wanted to hire and, incidentally, those who wished to obtain work, and, the very first thing, what should strike her eye but a four-line advertisement for a companion to an elderly lady who was ailing, and the wages offered were \$10 per week!

"Now I wonder if I couldn't get that position!" Mabel said to herself. "To be sure, I don't know just what would be asked of me," she continued

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.

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Quality===Uniformity



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

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You have had calls for HAND SAPOLIO

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

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

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

to soliloquize, "but I believe I could fill the bill—I always liked to take care of sick people. I think I'll hunt up the 'elderly lady' to-morrow and find out just what is required. I suppose my fashionable mama would consider that I was coming down in the social scale to accept such a situation, but I have reached a place where choosing is not in my hands. I'll get up bright and early, and take a bath in cold water before breakfast, to feel fresh for the fray, as it were. Then I'll don my nice tailor-made frock, and I'll wear my good gloves and best shoes. My beautiful 'tailor-made' Knox hat shall surmount my locks. On the way I'll treat my head to the luxury of a dressing at the beauty parlors. Then I'll carry the handsome black hand bag that Cousin Jane, my rich relative, gave me last Christmas—the black one with the little lizard skin stitched on the outside, and, with my trim rain-stick, I'll sally forth to 'beard the lioness in her den!'

All this planning was carried out to the letter the next day. And very chic did Miss Mabel look as she rang the bell and was ushered into the reception hall of a fine old-fashioned home.

* * *

That day was just four months ago yesterday. The work connected with the position of companion was light and Mabel found herself more than capable of performing it satisfactorily to the invalid and herself. The former proved an exception to most people similarly afflicted. She is very pretty to look at and her illness, instead of rendering her peevish, fretful, has seemed but to sweeten an already lovely temper, and the 'elderly lady' treats the girl more as a dear daughter than as a paid companion.

All this is extremely gratifying to Mabel and she is very happy in her new life.

One of the perquisites coming to her in her new home is the use of a beautiful Kentucky thoroughbred. When her father died and the family had to give up all the luxuries which had become a part of their very lives, the parting with the fine horses was the bitterest blow to Mabel of all those which followed his death. The girl had not yet disposed of her saddles and, whenever the invalid can spare her for an hour or so, she may be seen scouring the country near the town, perfectly happy, whether riding with a lady's saddle or "man-fashion," for this young woman is one of the sensible ones who believe that riding "cross-saddle" is the only correct way for a lady.

"Given health, a horse you love and the knowledge you are doing your duty in the world and one should be perfectly satisfied with life," says Mabel.

"Before I worked for my living I scarcely knew what to do with all the leisure I had. Now it's all different; I have plenty to do to keep me busy. I never knew, in my other world, the joys of independence. I like to earn my living. I find so much truth now in the following quotation, which is tacked up in a handy place

on my bedroom wall, where I can read it every day. It has helped me so much since I began to earn my own living. The quotation was written by T. L. Cuyler:

Where Happiness Is Found.

"The best things are nearest: breath in your nostrils, light in your eyes, flowers at your feet, duties at your hand, the path of God just before you. Then do not grasp at the stars, but do life's plain, common work, as it comes, certain that daily duties and daily bread are the sweetest things of life."

Jennie Alcott.

Responsibility of Prosperity.

Something must be said about the security of prosperity because we all know of our losses in prosperous times, but this brings to mind the story of a negro who was a Methodist. He had been a brother of the church for a good many years, and there came a time when he thought he would like something new, and so he told his brethren he was going to join the Episcopal church, and he left and joined that body, but after not many months he returned and his brethren welcomed him back and asked him if he had come back to stay. He said he had. They asked him what was the trouble with the Episcopal church. Well, he didn't like the service, they spent altogether too much time in reading the minutes of the last meeting. Keep in mind that power without character is dangerous, and that great wealth without its sense of responsibility is often worse, and that a prosperity which is purely material and does not take into consideration the moral and spiritual welfare of the people is a curse and not a blessing.

Be Enthusiastic in Your Work.

There never was nor never will be a business not susceptible of material improvement, provided a little more enthusiasm were injected into the personnel of the business, and there never was and never will be a business which will not bear a little more of enthusiastic energy.

There is a physical element in vim

or energy. When people are exhausted physically their energy is apt to subside, but your truly enthusiastic person retains a certain amount of this characteristic quality under all circumstances.


Enthusiasm is a mighty good thing in the shoe business, so good that we do not know how it can be dispensed with, although given a good supply of that quality several other supposedly important qualities could be dispensed with, on a pinch.

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100 Candle Power
Strong at
15c a Month
by using our
Brilliant Gas Lamps

We guarantee every lamp
Write for M. T. Catalog. It tells all about them and our gasoline system.
Brilliant Gas Lamp Co.
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Money by Wire



A Reliable, Silent Messenger

Never tarries, always at its post of duty.
A valuable acquisition to your sales force is
a LAMSON RAPID CASH SYSTEM.

Lamson Consolidated Store Service Co.

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YOU CAN'T FOOL A BEE



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

Karo

CORN SYRUP



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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

THE AMERICAN BOY.

The Most Productive Thing in the World.

The statement has been emphasized that a dollar is the most productive thing in the world.

People who believe in that statement doubtless are disciples of the doctrine that "the almighty dollar is greater than all things visible and invisible, unmeasurable in quantity of results, infinite in accomplishment."

But there is a fatal defect in the omnipotence of the dollar. It is material, and, being material, is subject to the physical law of material things, action and reaction.

The dollar of the stock exchange, which makes a fortune to-day for one, loses the same fortune for another, and when the sun goes down there is no increase in assets. The happiness of one is offset by the misery of the other.

The most productive thing in the world, in fact, is not a dollar, or two dollars, or a million dollars; but it is something which is not material. It is the germ of that power which moves ships and trains, navies and armies; which builds empires and populates continents; which converts the prairies from their wilderness and deserts from their waste, and changes them into the rich grain fields of the world; which fashions the clay into brick, quarries the granite and builds cities, great and glorious in their enterprise, achievement and splendor. It is something which gives no promise in appearance, but it is alive and bristling with energy and power.

It is a boy! and, above all, an "American boy."

To-day there are thousands, yes, hundreds of thousands of boys, "American boys," scattered all through and over this vast and resourceful republic of ours. Boys who are seeking fortune—their welfare and their success will be the future welfare and the future success of our nation.

What is it to be? What shall it be? What is best that it should be?

These are important questions that you and I and every man are interested in. Yes, vastly interested in. The undertakings and the developing of every great and important question, civic, state or nation, are interested in it.

The vast agricultural, manufacturing and financial interests everywhere are interested in it.

The application of scientific principles, in the country as well as in the great commercial centers, the establishing of great power plants, and the working of the soil as well as the mines, are all interested in it.

The nation's welfare, the happiness of homes, the blessings to all our people, are interested in it.

What can we do?

Our first great work should be to keep the child in a splendid and harmonious condition, in his physical, intellectual and spiritual being.

As we undertake to develop "this image of God," we must with great care be watchful that we do not warp its individual power.

The child's physical development

should be vigorous, through which the intellectual and spiritual power will grow. It should be taught in infancy a love for nature, as a wholesome and refreshing tonic educator of the future.

"Consider the lilies of the field, how they grow."

From the Sermon on the Mount, by our blessed Savior, these words of Holy Writ are taken as an undertone of contemplation, as we together review the importance and magnitude of the theme before us.

The country lad, who from childhood is in a peculiar degree taught by necessity to utilize the resources at his command, develops at an early age the possibilities of an active and great future.

Out in the country, away from the noise, the dust, the glare, the confusion and the temptations of city

my judgment, the greatest boon that could come to our country to-day would be the universal establishing in the Nation's Greatest University, "the free American public schools," of manual training and domestic science, with well equipped shops and laboratories.

I would to-day urge this upon our great universities, local, state and national in reputation—the pride of our nation and from whose walls have gone out men honored and renowned at home and abroad.

I would appeal to them as I appeal to the great men of brains and power, who mold public opinion and sway the nation by their pen and power of speech, as I now appeal to you.

Turn the tide! Turn the tide!

To every technically trained expert graduating from colleges to-day,

be taught brickmaking and bricklaying, plumbing and blacksmithing, wood and metal working, and the various branches of practical commercial service and training, just as he is taught his A, B, C's.

The average boy who is kept in ward schools of our cities without crowding, and who takes the regular course in the high school, is usually, at the end of that period, from 16 to 19 years of age. If he had taken a course of mechanics, together with his studies of the usual branches, he would step out into the world with some practical equipment for bread-winning. But now he leaves school with no technical knowledge whatever, and if compelled to earn his own living must begin at the bottom, often for the time being far below others of his age who chose to cut out the last three or four years of school life according to the regular schedule, in order to enter the factory or office and get an early start in the battle of self-dependence. The school would be vastly more popular with both parents and pupils if the preparatory work was fairly divided between the education of the mind in a knowledge of books and the education of the muscles in the skill of some useful handicraft.

Systematic grading and training might give a boy upon arriving at the grammar grade an apprenticeship in a trade favored by him, almost equal to the high degree of a skilled mechanic.

The bulk of population are unable to pursue the expensive and elaborate scheme of education embracing the public or private school, the college and university, and that is why I urge the technical training in the public and district schools.

Success will follow success, and, while some districts will hesitate and demur by reason of increased taxation, their unprogressiveness will react the greatest to their own detriment.

We have, as the people of the nation, before us great problems to solve, of which this is only one—but in my judgment it is one of the most important.

We are making history daily and in doing so we must contemplate that the solution of all great problems in history involves pain, change, peril, deprivations and hardships, and yet in the ultimate victory, as in the past, the world is made better for the conflict.

We should rejoice that God has permitted us to live and to participate in the great advancements of civilization, the safeguard and forerunner of which is the uplifting enlightenment of Christianity, upon which and through which we reach a more perfect brotherhood of love, in which we shall find a more satisfying life of peace and good will.

May our efforts reconsecrate our lives to the service of an all-wise God, and may each of us, with renewed energy, take up life's perplexing duties as we see them daily, and may we help in directing the lives of the boys and girls, of the young men and the young women of to-



C. A. Carlisle

life, out where God's clear sunlight has an uninterrupted chance to flood with radiance the earth and the dwellers thereof, where hill and forest, vale, purling brooks, green grass, lowing kine, and all the sights and sounds common to country life give calmness, cheerfulness and serenity to the mind and soul—I say it is in such atmospheres and amid such surroundings, moral fiber has the best chance for growth and development. There, where the child is brought in contact with the full beauty of nature, where he can breathe pure air and eat healthful food, and just "as the lilies of the field grow," so would I have the "American boy" grow.

As the child develops and school days appear, then should begin the transformation scene.

Here would I emphasize that, in

there are ten professional men, lawyers, doctors, authors, statesmen and gentlemen of leisure.

You may beautify your lovely parks and pave your shaded streets. You may glorify yourself, your city, your state or your home; but no more enriching endowment can you leave to posterity than establishing within reach of the American boy or girl, everywhere, the opportunity, coupled with the necessity, to acquire a useful working foundation and education.

Manual training and domestic science in public schools, with experimental scientific farming stations in every rural district throughout the nation, should come and must come soon.

A boy should be taught the fundamental principles of civic, state and National Government; and he should

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

Michigan Tradesman

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

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

Name _____

Address _____

Business _____ No. Clerks _____

day, inculcating in them a desire to emulate a higher and better life. Above all wealth, position and power—above the snow-crowned heights of genius—rises in triumph and eternal grandeur, the honest, sincere man—the man with heart and brain, who, openly and publicly, walks in the highway of right.

Charles Arthur Carlisle.

Comical Incidents Which Happen in Business Establishments.

Written for the Tradesman.

If one has an eye for the humorous, and keeps that eye wide open, he may observe very many things that more than border on the ludicrous and that would be passed unnoticed by the sleepy eye of the serious, phlegmatic person.

One of the funniest incidents I ever ran across occurred one day in Foster, Stevens & Co.'s.

The clerks were extremely busy, as it was the last day of the week, and I had to wait my turn to make my purchases. On such occasions I try to possess my soul in patience and to while away the time I pass it in quietly observing human nature as it crops out in those about me. That does no one any harm and gets rid of many a dreary ten minutes in the course of a year.

At first I amused myself in listening to the squabbles of two tiny bootblacks. One evidently knew something concerning the other which the latter was anxious should be concealed, for he loomed himself in a threatening attitude over the other and shook a pointed finger in his face.

"Now, if you tell," he said, with the utmost menace in voice and gesture, "now if you tell," he repeated, even more emphatically than at his first utterance, "you know what'll happen to you!"

This was half question, that admitted of no argument, and half exclamation, that seemed to clinch the situation, for the one that was the under dog in the fight subsided and didn't dare to say his soul was his own.

I have often conjectured what the scrap was over, and wondered what would have happened to "You" if "You" were the mighty secret to divulge. But I had no means of finding out without a personal investigation, which, of course, was out of the question.

The shiners soon took their departure and the affair was ever after shrouded in mystery.

Next there appeared on the scene a raw young fellow—straight from his native heath. His clothes were of the comfortable sort but as for cut and style—well, these were "conspicuous by their absence." He wore boots, into which his trousers were carelessly tucked. His neck could boast no collar. Red mittens were on his large hands; it was before the advent of these last warm days and the air was yet too chilly for exact comfort. His overcoat hung up behind and down in front, and altogether his appearance verged not on the prepossessing.

An ugly wet paper parcel protruded several inches from the coat pocket nearer me, out of the top of which stuck the bifurcated tail of a fish!

The countryman, too, had to wait his turn for a clerk.

And as he waited something began to happen! A gentle gurgling sound filled the air, accompanied by a rapid drip, drip, drip. At the same time the floor under that suspicious-looking pocket began to get moist, and then moister and moister, until a space the size of a milk pan was all water.

The farmer's feet seemed utterly unconscious that things were coming their way, for they "nevaire" budged! Their owner "nevaire" budged, either.

Then a question arose in my mind: Should I tempt Fate and run the risk of a black look at my interference in the farmer's behalf or should I let his fish-pocket absorb the moisture until it showed on the outside, and thereto should be added a salty odor of mackerel, possibly to stay by him in other stores as well?

Reader, what would you have done had you been standing in the writer's shoes?

I finally reasoned it out with myself that, were I to be placed in the predicament of this supposedly-honest tiller of the rural soil, I would have nothing but thanks for the person who should save me from a perhaps further display of an untoward combination of circumstances.

So I came to the conclusion, by this debatement, that it was my duty to make bold and inform the man of his ridiculous situation.

So I said in a low voice:

"I beg your pardon, Mister, but hadn't you better take a sheet of paper here at this counter and wrap it around the fish you have there—it doesn't seem to have been wrapped up well?"

The man clamped his hand naturally around the lower edge of his coat pocket, to feel if the fish had saturated the cloth, and then quickly pulled an astonished hand away. Then he glanced hurriedly around him and down at the floor, in anticipation of trouble there, also.

He found it and plenty of it!

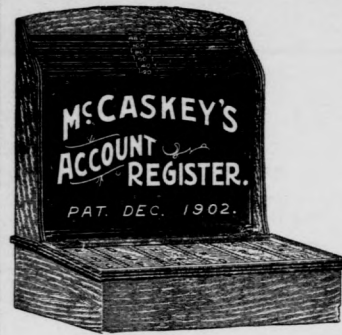
His face took on the deepest of beat-y reds and he dragged that offending denison of the briny deep to light instanter.

The paper was soaked and the water ran off the tail and began to collect in puddle Number 2 below the counter's edge.

Straightway the wretched man grabbed three or four sheets of paper at one fell swoop and lifted Mr. Fish, in his torn, sopping wrapper, and slapped him down on the new paper, doing him up securely and giving him a parting slap of his red-mitten encased ham of a hand!

That transaction ended, he took another piece of paper from the pile on the counter, carefully placed it over the wet spot on the floor, gave it a tap or so with his foot and made a bolt for the door.

Poor man! He may be flying yet.
I. C. Funn.



McCaskey Multiplex Duplicating Sales Slips

We have told you about The McCaskey Account Register. Now we want to tell you about the Famous Multiplex Sales Slips and Counter Pads. They are the QUICKEST Pad ever made to take orders on. WHY? Because every other slip has a carbon back. Every copy is a good one because it is made with a fresh carbon, while with the single or loose carbon pads, the carbon is worn out or torn before the pad is used up and about 25 per cent. of the copies are very poor.

With the Multiplex you can get two, three or four copies with one writing—no loose carbons to bother with. If you wish to run all of your sales through the cash register for the purpose of checking both cash and credit sales, The Multiplex Triplicate Pad is what you want. Multiplex Pads are used by such concerns as Montgomery Ward & Co., Standard Oil Co., Bell Telephone Co., American Telegraph & Telephone Co. and the U. S. Post Office Department.

Why do the above concerns use Multiplex? CAN'T YOU GUESS?

Write us for prices.

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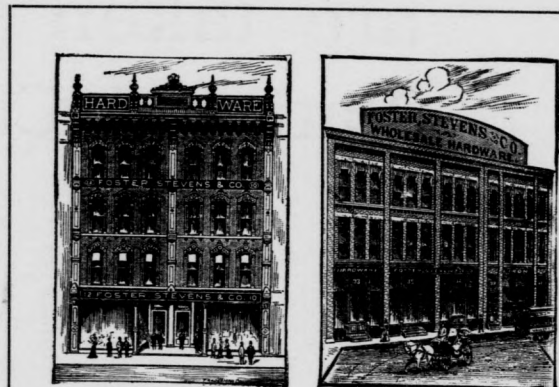
All of our energy this year will be used in showing you the advantages of Grand Rapids as your natural source of supply for

GLASS

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

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

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



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

Merchants' Loyalty to Each Other and to Home Institutions.

Written for the Tradesman.

In a village of about one thousand population with a dozen stores two young Germans were running a bakery and doing a good business. About four years ago the bakers put in a stock of shoes. It was the cause of some comment in a neighboring village, the opinion being expressed that it was some job lot or part of a bankrupt stock which had been purchased at a low figure. This was followed by the report that they had really gone into the shoe business because some of the grocers had sent to the city fifty miles away for bread to sell.

Whatever may have been the reason, the bakers worked up a good trade in shoes, and in the course of about two years they discontinued baking altogether and sent to the city for their supplies of baked goods. With the addition of tobacco, cigars, confectionery and some canned, bottled and package groceries, on which there is little loss or shrinkage, the bakers are now doing a good business without sweltering in the bake shop.

It did not seem to the Tradesman's correspondent that the merchants of the place could be so short-sighted and disloyal to so valuable a home institution, and a favorable opportunity was improved to enquire into the matter:

On the platform in front of the coal, grain and lumber dealer's warehouse, one day recently, stood a bale of wire fencing.

"Do you handle fencing also?" asked a man who was buying coal.

"Oh, no," replied the coal man, "that roll has been left for some one to call for. The hardware stores sell fencing. We don't mix in with their trade. It is not a good plan. It is all right where there is only one store to carry numerous lines, but here each dealer would have only a little dab of each kind of goods, and the result would be that sometimes all would be sold out at once and customers would be discommoded."

"How about the baker selling shoes; was it because the grocers put in bread to sell?"

"Yes, I believe that was the reason," was the reply.

A few days later, having made a purchase at the baker's, the question was asked:

"How did you happen to go into the shoe business?"

"I suppose it was because Blank," mentioning a dealer who sold shoes, dry goods, notions and groceries, "put in bread to sell," replied one of the brothers.

"Was he the only one of the grocers who sold bread?" was asked.

"Oh, yes; the other stores were all on our side. They were pretty mad, I tell you. Blank lost some of his best customers just for that thing."

"It was just like this: We had to do something. We were losing money; it cost so much to run the bakery. We did well when we had all the trade. We didn't raise the price of bread when flour went up.

Most every place where there was only one bakery in town would have done so. Our four-cent loaf always weighed more than a pound, and our eight-cent loaf more than two pounds. Then we made a three-cent loaf, just a little less than a pound, to accommodate some of our customers. Our bake oven cost us \$250 and would last a life time. It was used only five years, and we sold it last year for \$50. But we have not really lost anything after all. We have our bread trade just the same."

It certainly does not look as though the merchant who antagonized his fellow merchants by competing with a home bakery had profited by his course, but the bakers are gainers thereby. The public has more places to buy bread, shoes and groceries, so it has no cause for complaint. Formerly there was not a single place in the village where one could buy a cup of coffee without going to a hotel and paying the price of a dinner. Now a part of the bake shop is used as a lunch room, and hot coffee is served whenever desired, which is much appreciated by those who prefer that beverage to beer.

E. E. Whitney.

Recent Trade Changes in the Hoosier State.

Attica—Elmer E. Parnell is succeeded in the hardware business by Rathrock & Steele.

Bloomington—Van Valzah & Rose will continue the hardware business formerly conducted by N. J. Allen.

Evansville—The Crescent City Shoe Co., manufacturer, has increased its capital stock to \$75,000.

Kokomo—H. E. Bates, druggist, is succeeded by Martin & Groff.

Marion—W. F. Mickle succeeds H. S. Strohme, retail grocer.

Richmond—Edward Huber & Co., wholesale commission dealers, have discontinued business.

Richmond—The Moore Drug Co. is succeeded in business by Quigley & Babylon.

Sheridan—Louis Wetzel succeeds T. L. Malott in the general store business.

Trinity Springs—Daniel Sargent & Sons succeed D. A. Clark in the general store business.

Phrases for Show Cards.

Prices that are the envy of our competitors.

Prices that fit the pocket as well as the foot.

Prices cut and trimmed beyond recognition.

Price inducements worth considering at once.

We have broken the monopoly of high prices.

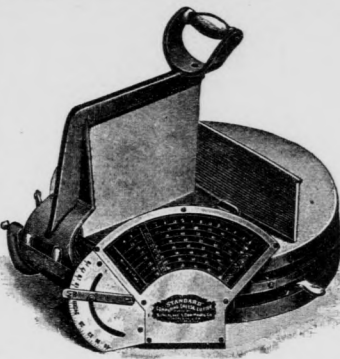
Prices that mean farewell to all spring goods.

A few additional and especially fetching prices.

Prices that tell the story better than arguments.

These prices are as a helping hand to economical buyers.

If people were as ready to put in the offering as they are to pass on the sermon the church would soon be rich.



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

The Standard Computing Cheese Cutter

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

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

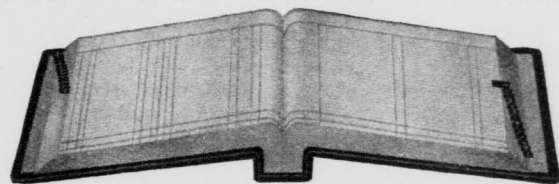
SUTHERLAND & DOW MFG. CO., 84 Lake St., Chicago, Ill.

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The Furniture City Loose Leaf Outfit

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

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10 1/2



7
Dollars
and
50c.

THE Edward Hine Co.

Mfg. Stationers, Printers and Binders. Loose Leaf Specialties.
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Always Uniform
Often Imitated
Never Equaled
Known Everywhere
No Talk Required to Sell It
Good Grease Makes Trade
Cheap Grease Kills Trade



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FRAZER Harness Oil
FRAZER Hoof Oil
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Established 1881.

Cash Capital \$400,000. Assets \$1,000,000.
Surplus to Policy Holders \$625,000. Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to

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



Shoe Dealers' Paths Not All Roses and Sunshine.

Written for the Tradesman

In my peregrinations up and down this good old State of Michigan, it is my lot to have many a tale of woe breathed into my sympathetic ear—I say "ear" advisedly, I only hear in one.

When it is a grocer who breathes you would think for certain sure that he was the one of earth's creatures who had the hardest existence. Sometimes 'tis a dry goods man who declares he is up against it. Once in a while a druggist regales me with the story of his struggles with refractory humanity. But it is the shoe man who deals out the choicest bit of despair over his situation in life. Here is one; he lives over in Muskegon:

"Some days I feel just like throwing up the sponge," he burst out the last time I was over there. "Those days are the ones when everything goes awry—when everything's at sixes and sevens. Last Monday was one of that miserable sort. And you may put it down as a fact that 'So goes Monday, so goes all the week.' I never knew it to fail.

"Last Monday, if you were in town, you know it rained.

"And that reminds me of the farmer who prayed for rain, but was particular as to the kind he wanted sent. Said he:

"O, good Lord! Won't you please send us some rain? Thou knowest how we need it. But, O Lord, don't send us one of your miserable old thunder storms but just a gentle little sizzle-sozzle!"

"Well, I hadn't prayed for rain that day, but we got it just the same, and it was something terrific—it couldn't by the widest stretch of the imagination be termed 'a gentle little sizzle-sozzle!' It was of the drenchingest of the drenching.

"The storm came up gradually, as befitted a storm which has a wholesome respect for itself. That left people to see what they might, in the natural course of events, expect, and so our rubber trade loomed up with bright anticipations that morning.

"But it wasn't without its drawbacks. Any number of annoying little incidents occurred, but this one took the cake:

"A mother and one of her school girl daughters scurried into shelter and said they both had to have rubbers as it looked as if the storm just on us was going to be a severe one.

"Some of my clerks are incapable of doing more than one thing at a time. If they have one customer they do not seem to have the faculty of attending to more than that one. I can keep half a dozen people good natured by jollyng them up and so preventing their leaving the store during a rush and going to some

other place. To be sure, most of my trade are 'steadies' who have been pleased patrons for years. Still, I have some new trade coming in all the while, and these I endeavor to get acquainted with and by all fair means win them over to me for permanent customers.

"This woman and her daughter, of whom I speak, were new faces in my store. I had always coveted their family trade, but knew they were wedded to a dealer down the street—and he can have their custom after this, I don't want it at any profit, for it would only cause me trouble, that is, if they are in the habit of employing such tactics as they made use of with me.

"As I say, when that storm was brewing they rushed in and wanted rubbers right away, as they were in a great hurry to finish their shopping and get home before the storm broke in all its fury.

"I seated them in the pleasantest section of the trying-on department, and kept up a little chit-chat with them while I got other people out of the way who were here before them. Then I carefully fitted each to a pair of the best rubbers I have in stock. The mother wore sensible shoes of the low-heel extension sole variety, while the girl was shod with silly little French heeled, beribboned Oxfords, with all the approved folderols of fancy. The rubbers of both were just the thing for their respective footwear and I was hugging myself over having been able to suit them and anticipated a handsome profit on their possible future trade, for they have the reputation of being good pay and the father has on his hands a Roosevelt family of extravagant dressers.

"I bowed out the two members of it in my most graceful manner and smiled my most enchanting smile, inviting them, cordially to 'come again.'

"They said they would—later I wished they hadn't accepted the invitation, for I don't want to see them in here ever again.

"In about an hour after the skies had cleared in they came, with rubbers all muddy and looking as if they had been worn a month of sloshy days.

"Do you know, these rubbers are no good for wear!' began the mother in a tone one-half bland and conciliatory and the rest all bluff.

"And somehow they don't seem to fit us, either,' she went on. 'Can't you do something about it?'

"They sat down and I removed the dirty rubbers.

"Would you believe it, each of that precious pair had stepped on a nail or other sharp projection and stove a hole right in the side of the left rubber, and that was the reason they had come back!

"I knew very well, if I made a fuss about it, that their ill-will would cost me many times the margin on the rubbers and, although I called myself a chump and several other delightful epithets, I let it go that the 'poor fit' was the cause of their re-

The Same Old Sport

is at it again.

He has forgotten all about Mama's slipper.



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

Goodyear Glove Sporting Boots

Order now

Hirth, Krause & Co.

Grand Rapids, Mich.

For Men---\$3.50 and \$4.00



Top-
Round
Shoes

This is our No. 61 all ready to ship—and such a rush as we have had on this Oxford. All up-to-date dealers are now ordering at once on this remarkable seller. White oak sole, made on special Oxford last, and fancy lining which is sure to hold at the heel. Order by number.

White-Dunham Shoe Co., Brockton, Mass.

Michigan Representative, W. J. Marshall, Detroit.

turn, and again dressed them out with my best grade of rubbers.

"They left all smiles and suavity—and I played the same role, but inwardly was a roaring lion.

"That other fel. down the street is welcome to that whole family, if the rest are a sample of the duo that got ahead of yours truly. I don't want them on my plate, for they will think I'm an 'easy mark' and can be imposed on to beat the band. No, no, I don't want 'em!" was the emphatic ending. H.

How Lack of Discipline Hurts the Store.

One can hardly look through a trade journal of any kind nowadays without finding in it one or more articles in which is argued and brought forward the importance of good store discipline, especially that portion of it which relates to the manner in which the sales force greets and serves customers.

Proprietors and managers of stores are instructed as to the correct methods to be pursued in the administration of store discipline, and especially frequent are those articles which can be called "heart-to-heart" talks with clerks and salespeople.

Frequently, it seems, when going through the stores (and it is painful to note through the shoe stores), as though this advice must in most cases be ignored or have made no impression upon the mind and determination of the reader.

In conversation with a business man, possessed of a sufficient quantity of this world's goods, and inclination to keep himself well supplied with modish footwear, to place him in the class of "preferred customers," he said:

"Why is it we find in many stores where every other branch of administration is carefully conducted that the selling force is so poor? For example: I have been in the habit of purchasing shoes made by the Regal Company, and, because their 125th street New York City store is within easy distance of my home, I have gone there five or six times a year for shoes. Each time I have left with the firm intention of never patronizing that store again, and my last experience is not different from those I have had previously.

"A couple of weeks ago—it was Saturday night about 6 o'clock—I went into the store and seated myself. There were three other customers in the men's department, and one clerk, who was, so far as I could see, in every way a thoroughly competent salesman, was endeavoring to wait upon all three. I must say that he did his best, and what is more, was so pleasant that his manner would do much to quiet the irritation that each of the customers must have felt at being forced to wait because of a lack of clerks on the floor.

"There were several other clerks in the far corner of the room talking vigorously. Undoubtedly the subject was, 'Who should go to supper first,' or something of the kind. Several of them saw me, but manifested no intention of ascertaining my wants.

"The poor, over-worked salesman who was waiting upon the other customers came to me and said he would ask one of the other salesmen to wait upon me at once, and immediately walked over to the little crowd of indifferent salesmen and said something to them. He was greeted with emphatic remarks, evidently sarcastic in nature, but continued his argument, meanwhile pointing to the three customers.

"After waiting perhaps eight minutes from the time of being seated, a salesman shuffled over to me. During his progress across the floor he adjusted his necktie and smoothed his hair. Without a word he stood in front of me and looked at me nonchalantly, whereupon I said: 'Have you a 10 A patent coltskin button shoe on a straight last?' Greatly to my surprise he said: 'No, we have not got it.'

"As I had been a frequent customer at the store and had always been able to secure that size and style, I pointed to one end of the room, where on previous visits I had seen that those sizes and styles were stored, and said: 'I think if you will look there you will find them. At least be so kind as to see if they are not there.'

"The look the salesman gave me was indescribable, and he turned and sauntered slowly to the end of the room, climbed the ladder with great care, and after a short search removed one shoe from a carton. What was my surprise to note that instead of bringing the carton down the ladder and placing it with the top removed on the shelf, he replaced the cover and pushed the carton back into its former position. He then came to me and handed me the shoe.

"I unbuttoned my own shoe, removed it and tried on the shoe he had brought. He slowly seated himself on the stool and buttoned it. As it was a trifle tight, I asked him to get me a 10½ A on the same last. He waited until I had removed the shoe, took it up and again climbed the ladder. Before he found the box in which the returned shoe belonged, he was forced to open eight cartons. Finally replacing it, he took out another carton, holding the 10½ size, and, as before, removed one shoe, replaced the cover on the box and rushed it back on the shelf among the other cartons.

"After bringing the shoe to me, and after I had repeated the same process of pulling the shoe on my foot, I had to ask him to button it. I then told him that the shoe was O. K., and asked for the left shoe. His trip to the shelf was again in the nature of a voyage of discovery, and he had to open as many cartons as previously before he discovered the one from which he had taken the 10½ A.

"I left the store the possessor of my new pair of shoes, but the determination was as strong in my heart as it had been on former occasions never to return to that store. I do not know the manager of that store by sight, but as I saw no one who had the appearance of being in the habit of enforcing discipline, I con-

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.

Don't Forget

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

Send Us Your Orders

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

Rubbers

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

We can do you good any spot in the world.

Geo. H. Reeder & Co.

Grand Rapids, Mich.

Geo. H. Reeder, Pres.-Treas.

H. L. Keyes, Vice-Pres.

J. W. Baldwin, Sec'y.

cluded that he was, at the time, not in the store, so that undoubtedly he could not be blamed for the indifference manifested by the sales force."

The experience of this man is one which is duplicated daily by customers in many stores in New York City, and it leads to fervent enquiry on the part of all interested in seeing the retail shoe trade improved rather than retrograde as to why such indifference on the part of salesmen and lax business methods are allowed to continue.

We feel that it is doing no injustice to any firm in publishing the words of the man whose experience forms the basis of this little talk, but it is doubtful whether such publication will bring about any result other than a general scoring of local managers by the company indicated.

This problem (as it is sometimes called) of enforcing correct discipline should really never be considered a problem, for any clerk or salesman who can act as indifferently when waiting on customers as did the clerk mentioned must show in many ways, even when not waiting upon customers, his general character, and the process of weeding out such salesmen should be vigorous and constant.

No matter how well goods are purchased, no matter how timely the offerings, and it may be, price reductions, no matter how clean and immaculate the store and its fixtures may be kept, and no matter how fine the window display or advertising may be, all these advantages of perfect service (so far as they are effective in creating interest in the store and the stocks which it sells) may be neutralized or nullified by one indifferent or lazy salesman.

It is a regrettable fact that retailers of shoes who have gone far enough along the path of progressiveness to employ window trimmers, floor walkers, competent buyers and liberal advertising spaces, are not more generous in the matter of wages to floor salesmen. In order to secure the better grade of clerks, those who are capable of advancing the store's interest, of pleasing customers and holding trade, it may be necessary (and undoubtedly is necessary) to pay each two, three or even five dollars a week more than the average of salaries which to-day rule in retail shoe stores.

From a business viewpoint it is criminal economy not to spend the slight extra amount when so much may be won thereby.—Shoe Retailer.

The Fuel of the Future.

Whether the steam engine has reached its climax, and gas, oil, or other agents are to be used extensively for power in the near future, is a question now debated in scientific circles. Much progress has been made in using these substitutes, and more is probable, as one obstacle after another is overcome. Gas especially is coming forward, and oil is freely used. It seems to the writer that, where coal is plentiful, the day is distant when steam will not continue to be the principal source of power. It will be a world surpriser that beats

one horse power developed by one pound of coal. The power to do much more than this, however, lies theoretically in gas, but there come these wise words of Arago to mind: "Persons whose whole lives have been devoted to speculative labors are not aware how great the distance is between a scheme, apparently the best concerted, and its realization." So true! Watt's ideas in the brain, and the steam engine that he had to evolve during nine long years, are somewhat akin to the great gulf between resolve and performance, the "good resolution" that soothes and the "act" that exalts.

Who shall doubt, after finding the secret source of force in water, that some future Watt is to discover other sources of power, or perchance succeed in utilizing the superabundant power known to exist in the heat of the sun, or discover the secret of the latent force employed by nature in animals, which converts chemical energy directly into the dynamic form, giving much higher efficiencies than any thermo-dynamic machine has to-day or probably ever can have? Little knew Shakespeare of man's perfect power of motion which utilizes all energy! How came he then to exclaim, "What a piece of work is man; how infinite in faculty; in form and moving how express and admirable?"

Don't believe the man who says he doesn't care what his neighbors say.

Cash Paid for Stocks

Write to Us

All Communications

Strictly Confidential

N. S. Dryfoos

2116 Glenwood Ave. Toledo, O.



Merchants, Hearken

We are business builders and money getters. We are experienced. We succeed without the use of hot air. We don't slaughter prices. If we can't make you reasonable profits, we don't want your sale. No company in our line

can supply better references. We can convert your stock, including stickers, into cash without loss. Everything treated confidentially.

Note our two places of business, and address us

RAPID SALES CO.

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



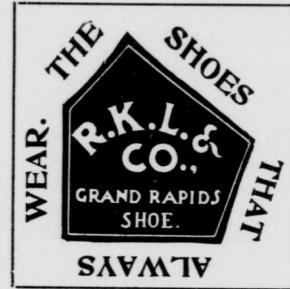
We face you with facts and clean-cut educated gentlemen who are salesmen of good habits. Experienced in all branches of the profession. Will conduct any kind of sale, but earnestly advise one of our "New Idea" sales, independent of auction, to center trade and boom business at a profit, or entire series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

G. E. STEVENS & CO.

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

If You Don't Know Our Line You Ought To

The shoes we make bring the retailer a good profit and give the wearer extra special value.



Especially if the kind of walking he does is extra hard on footwear.

We go everywhere for business.

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



We Ship Your Order The Same Day We Receive It

That is the way we got our reputation as quick shippers.

Our reputation as reliable wholesalers was acquired through selling

Skreemer Shoes

which are the best and most popular medium priced shoes. We want one dealer in each town to sell these shoes. If you are not already doing so, write to us and we will have a salesman call on you.

MICHIGAN SHOE CO.

Distributors

DETROIT, MICH.

How Some Firms Figure To Get Even With Buyers.

The writer lately happened to be in a large and well-known retail store in a city of size, when a salesman who travels for an equally well-known and prominent wholesale house called to see the buyer in the endeavor to ascertain at what hour during the day he would condescend to give him attention while he exhibited the samples he carried. As they were laid out on tables at the hotel, where he was trying to pass the time, he was not busy. It was about 10 a. m. when our grip hero appeared, and he was politely informed that the buyer was very busy just then and could not possibly give any time to inspection for several hours.

The salesman was accustomed to such replies and didn't appear to be at all uneasy, but instead of hurrying out of the store hung around and talked with the clerks or any one else who seemed willing to do so. This, of course, included your humble servant, because I find that information along our line can be pumped from almost any and every one who smells of leather.

In consequence of the intercourse we had previously had together, we soon fell into a sort of confidential chat. I asked him if he didn't get provoked when buyers treated him with apparent indifference, and staved him off when they might just as well as not have met him, and at least made an appointment. He replied: "Not at all. I am used to it and expect it. Besides they pay me for it." Now, this latter remark not being quite definite enough for my dull comprehension, I so intimidated, when he proceeded to make it clear. He said: "The manager of our house is a very careful and systematic man, of great capacity and quick conception. He, sometime ago, gave each of the salesmen a memorandum book that is kept for the exclusive purpose of setting down just the number of minutes any buyer keeps them waiting. Not only the minutes but also the dates of the times and full particulars. These books are gone over by his Secretary and himself, and then figures play an important part.

"We have another memorandum book we each carry, in which the name of every customer is seen, and opposite their names is a sort of cabalistic character, the meaning of which no one could know unless he had been informed. Those characters, so harmless and inoffensive themselves, mean much to the salesmen. They tell us just what to expect from each customer, not only the time we must expect to waste(?), but what we must charge them extra as consideration for their use of the needless time.

"We know just what our time costs per minute, figuring our salaries, expenses, interest on investment, etc., down to the smallest fraction, and we are expected to make these careless men pay us in full for that time. They are not informed of it, but we know it. Our reports sent into the house previously give the basis upon which

the figuring is done. We know just how much to add to the price of all shoes in order to bring the house out all right, and we do it, you can bet. "It often is a source of great satisfaction to a salesman to know that he is getting even with those pompous, indifferent people, who by hook or crook hold the position of buyers, and seek to annihilate the poor, hard-working man who earns bread and butter for his family by selling shoes."

It struck the writer there was much good sense in the idea, and that if it was generally understood and practiced the expenses of many traveling men would be greatly reduced. Retailers can see at once that they are now paying for any waste of time caused as stated above, but that they shall mutually pay for that time is not right. Let the extra expense fall on those who are the indifferent cause of it, and there is no doubt but most of them would manage to give prompt attention to salesmen who go hundreds and thousands of miles from home with a desire to be of benefit to customers.—Expert in Boot and Shoe Recorder.

The Biggest Fool.

There's the fool that's always throwing stones, no matter where they light, and the fool that looks into the gun to see if all is right. The fool who over air-holes skates deserves at least a note, but the biggest fool in all the bunch is the fool that rocks the boat. There's the fool that wades beyond his depth although he can not swim, and the fool that slyly trips you up—we've not much use for him. There're lots of fools of lots of grades, both here, there and remote; but the fool that gets the doughnut is the fool that rocks the boat. Geo. W. Hatch.

The knowledge of the most value to us is that which we gain so insensibly and gradually as not to perceive we have acquired it until its effect becomes visible in our conduct.

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.

**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

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 M'fg. & 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

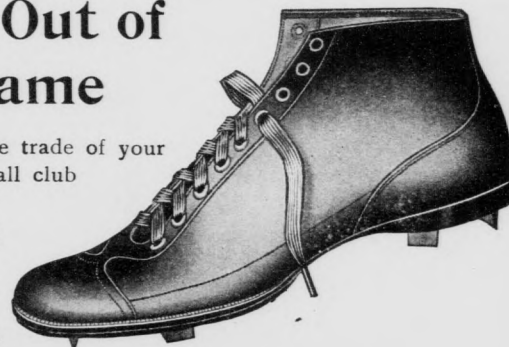
SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

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

Local and Long Distance Phone M 2226



CLERKS' CORNER

Devotion to Duty Sometimes Keeps Men Down.

Written for the Tradesman.

Volumes have been written advising young men starting on a business career about obeying to the letter the mandate of the employer—they are never told when not to obey a command.

It is not the purpose of this article to lay down any rules on how not to obey orders, but that something of this kind is necessary is evident by the mistakes, costly as they are numerous, that are made by young business people who take a too literal interpretation of orders. Unfortunately, there are some natures so constructed that an order given by a superior is as the laws of the Medes and Persians. With a military steadfastness they obey orders at any cost. The stories told of valiant soldiers who obey orders under almost impossible circumstances are very charming and make interesting reading; and to make them a good deal more interesting the thing is always done just right and the Captain comes along and says, "Well done," and the faithful private who did not know enough to do anything but as he was told is given a Captain's commission. Very well. The average teller of war anecdotes is more often moved by a desire to make a good impression than to adhere strictly to the truth. As a matter of fact, many of the most brilliant victories of war have been made in charges that were strictly against orders. What the business world of to-day is crying for is not men who will obey orders but men who know when not to obey them.

Probably the most common instance of when a man should not obey orders is when he gets foolish ones from an employer. Every man gets foolish at times and when, on a day when things go wrong—when he is rushed, irritable and nervous—some fool clerk rushes up to ask for advice about some trivial matter, the answer he gives in many cases is not the wisest one. The ordinary man who is permeated with the obey-orders-at-any-cost idea will do so and at a more rational moment of his employer be severely censured for not having more sense, for the average business man is not, as a rule, conspicuous for his sense of fairness when his business interests are in jeopardy.

Another time when the man who knows when not to obey is a shining light is when a superintendent of a business gives orders without being familiar with the details of a department. Such men often give orders with the best of faith which are absolutely senseless to a man familiar with the details of a department. When such orders are given the wise worker will disobey them, and will be marked down in his employer's mind as a man to keep an eye on for pro-

motion. Almost any chump of average intelligence knows enough to do as he is told, but wise is the man who knows when to disobey a command. The force of these remarks can be best illustrated by a story, which is in the main true:

There was rivalry in the house of Jennison. A vacancy had occurred in the force of head clerks and as yet no promotions had been made. Of aspirants for the place, of course, there were many, but between two young men every one conceded lay the best chance for promotion. Of the two it was thought that John Howard was a little ahead of his competitor in the race. He was the older and more experienced man and had a practical business training which his younger competitor, James Langdon, lacked.

Jennison seemed to be totally unaware of the tense air of expectancy about the place and still made no move to fill the vacancy. One day he called the two men into his office and told them that he was going away for a few days and, as they were the two highest in authority, gave them instructions about how the business should be conducted in his absence. "And," he added finally, "do not buy goods of any one. We are overstocked now and I do not care to load up with anything more, no matter how choice it is."

As he left the office both men were mentally congratulating themselves upon the chance for becoming distinguished in the eyes of the employer the Fates had given them.

Big Free Deal

on

ZEST

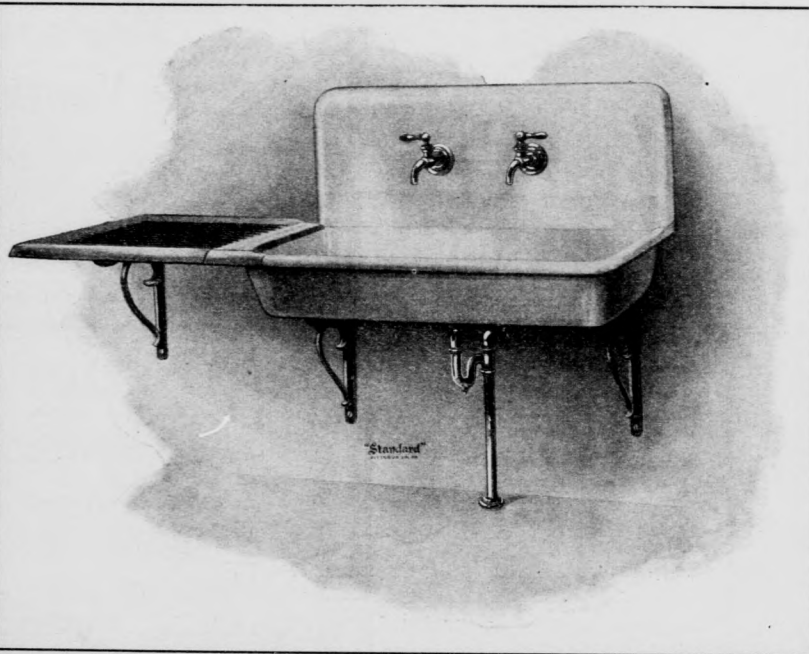
1 case free with 5

1/2 case free with 2 1/2

Ask your jobber

The deal lasts only a few days

From Factory to Home



You want your home up-to-date, and we will help you make it so.

It does not matter whether you have a large home or a small one, in the country, village, or city. The most modest little home is improved one hundred per cent. by a cozy little bath room, and not only that, think of the convenience and comfort that are yours for a very moderate investment.

Acquainted with conditions and circumstances as we are, we do not see how anyone can do without these necessities, considering that the most sanitary appliances are necessary to insure health in the home, and give it an air of completion that it would not otherwise have.

Our line of white enamel goods is complete in the extreme, and we are always

ready and willing to quote prices. No trouble at all, and we will furnish estimates on plumbing or heating jobs free. We are factory agents for the American Radiator Co. and carry a full line of their boilers and radiators.

Quinn Plumbing and Heating Co., Muskegon, Michigan

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

Everything went smoothly for a couple of days. The two minds seemed to work as one and each agreed with the other upon all business questions that came up. But one day came a representative of a house from which Jennison had been a steady buyer. After the usual preliminary conversation he started in upon the real business of his visit. A quantity of goods of a brand of which Jennison had purchased heavily was in stock at the mills and, as the firm was going out of business in that line, he was willing to make Jennison a special rate on them. The price was so low that both Howard and Langdon saw the opportunity; but Howard shook his head and said, "We have strict orders from Mr. Jennison not to purchase any goods in his absence and, good as the proposition is, we can not accept it."

The firm's representative pleaded for some time, but Howard was the senior and, consequently, took the lead in the matter, was obdurate and would not change his decision. Langdon strongly advised the purchase of the goods. A heated argument was the result, in which Langdon was the victor. The goods were purchased upon Langdon's promise to Howard to absolve the latter from all blame, Langdon to assume all responsibility of the deal. This he cheerfully did.

In his room that night he summed up the situation. He knew that Jennison had a large call for that particular grade of goods and that the supply at present was not large. If the firm went out of the business in this line it would be a good idea to have a good stock on hand for use until something of a similar nature could be located. On the other hand, Jennison had plainly told them not to buy goods under any circumstances, and he had disobeyed strict orders. Still debating about the matter, he fell asleep.

The next morning Jennison returned, and the wily Howard was down to the office early to explain the matter to his employer, assuring himself he would get the promotion on the strength of his fight, even although unsuccessful, to obey orders.

When he had finished his story Jennison said, "Hum-m," once or twice in a reflective manner and turned to his desk, leaving the fellow to draw his own inference as to the impression he had made by his recital of his dog-like devotion to duty.

When Langdon arrived he hastened into Jennison's private office to explain his disobedience to orders. When he had finished Jennison again said, "Hum-m," in a reflective manner and turned to his desk without giving a reply.

If Jennison was a trifle rude he was a very good business man, as was shown by his subsequent action.

The next day the expected promotion was made, and Langdon was the one that received it. Nothing was ever said, either in commendation or in condemnation of the deal, but the inference was easily drawn; and Howard, being a man of small caliber, is still wondering why he did not get the promotion after obeying his em-

ployer's strict instructions to the letter.

With this apt illustration it is plainly seen how a man who knows enough to disobey when the right time comes is slated for a high place in the business world. It is an instance of the harm done by a too literal interpretation of orders by an officious clerk. The incident is in every respect true as recorded here, so names and dates must be omitted.

A certain store was holding a special sale and the place was literally packed with customers as the sale was rather a novelty. In front of the store were a large crowd of people who jammed and pushed for an entrance. As fast as the customers inside were served they were passed out through the back door of the store, thus keeping the people moving in a steady stream. At the back door of the store was stationed a clerk with instructions not to let any one in that door, thus compelling every one to enter the front one. A reporter for a local paper with a nose for little human-interest notes made an endeavor to get in the store in search of material for a story, but owing to the crowd was unable to effect an immediate entrance. As his time was limited he went around to the back door and tried to gain an entrance there. The officious clerk would not let him in, even after a lengthy explanation on the part of the reporter. After several ineffectual attempts the latter gave it up in disgust and went off.

With his going, that store lost more

good free advertising than that clerk's salary would cover for a week—a costly mistake and one that it would seem as if few would make, but it is this dogged devotion to duty that costs money, keeps men down and makes things generally unsatisfactory. —Burton Allen.

The flattery of one's friends is required as a dram to keep up one's spirits against the injustice of one's enemies.

Alabastine Your Walls

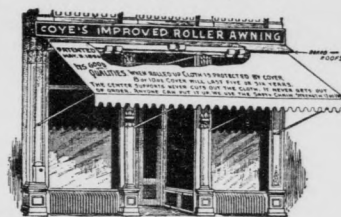
Alabastine produces exquisitely beautiful effects on walls and ceilings. Easy to apply, simply mix with cold water. **Better than kalsomine, paint or wall paper.** It is not a kalsomine, it is a sanitary, permanent, cement coating, which hardens on the walls, destroying disease germs and vermin, never 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.

Don't Buy an Awning

Until you get our prices.



We make a specialty of store, office and residence awnings. Our 1905 Improved Roller Awning is the best on the market. No ropes to cut the cloth and a sprocket chain that will not slip. Prices on tents, flags and covers for the asking.

CHAS. A. COYE

11 and 9 Pearl St., Grand Rapids, Mich.

HARNESSES

Special Machine Made

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

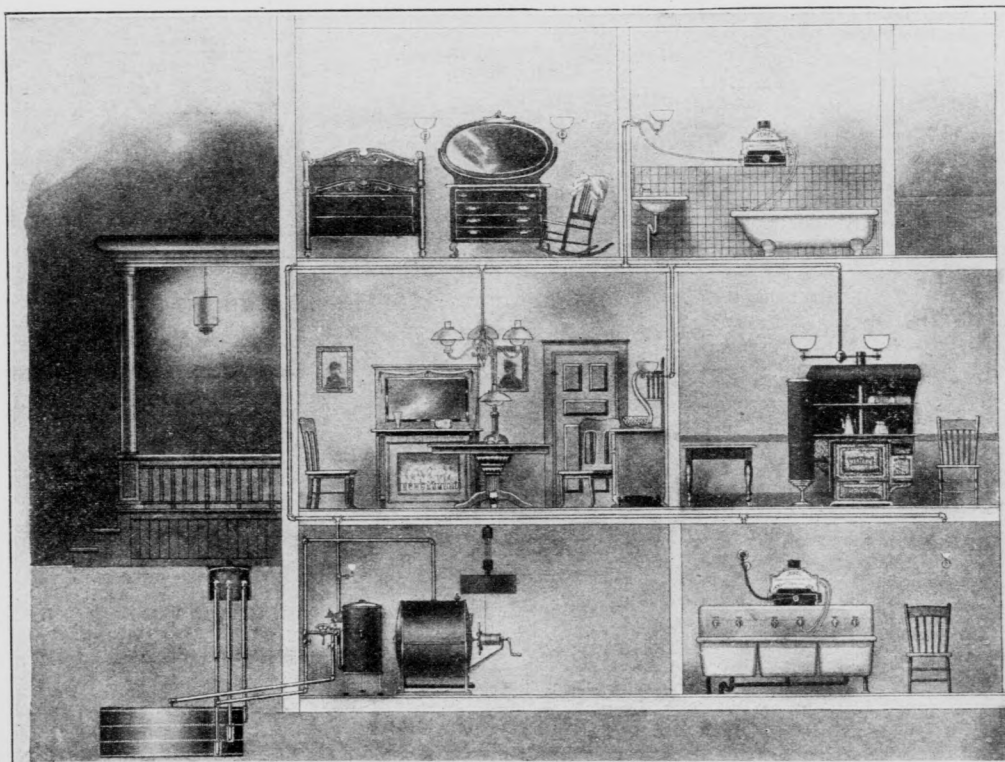
Any of the above sizes with Iron Clad Hames or with Brass Ball Hames and Brass Trimmed.

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

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

Michigan Gasoline Gas Machine



The above illustration shows our system for home lighting and water heating. Send for our catalogue.

MICHIGAN BRICK AND TILE MACHINE CO., Morenci, Mich.

SELLING CANDY.**It Can Be Accomplished Satisfactorily and Profitably.**

The candy business is one of the most paying in the country and offers splendid money field to the right young man who wants to make 100 per cent. on the dollar. There is more candy consumed in the United States than in England, France, Germany, Switzerland, Belgium and Russia put together. And in America, therefore, "whoso keepeth the fig tree shall eat the fruit thereof," or, literally speaking, whoso keepeth a candy store and keeps it right shall have plenty of money.

There has been something of a general idea that, when one has failed in all other lines, he can go into the candy business and make a success, but this is not so. It takes a man of ideas to sell candy. It takes a man of insight, foresight and knowledge. It takes an American "hustler," one who does not spend his time in thinking how nice the fruit will taste when he gets ready to eat but how invigorating it is to bring forth the fruit.

A well known candy man, who has seen most all the large stores come up from their small beginnings, and knows the business from A to Z, said:

"I have been over the road and would advise a young man wishing to establish a business for himself to do about the same as I did. I started in a small place, and started because I loved candy and took an interest in making good stuff.

"At 18 I was stirring the kettle and learning to manufacture candy. At the same time I was learning every detail of the business, and was learning a great deal I was not getting paid for then. Later I expected to have a business of my own, and men will not take suggestions from other men who do not understand the ins and outs of what they are suggesting. Women certainly will not. My first thought then was to learn to manage, not only men but women, and to mind my business.

"I stayed in my town three years, until I was able to make all kinds of the hand made goods, and then I went to a large city. My greatest success in those days was my hold on cleanliness. I called my place the 'Palace of Sweets,' and I hung up a sign, 'Cleanliness is Next to Godliness,' and I proved to the public that it was.

"It is a good plan to have candy made in the window. It whets the appetite of the lookers-on. And the ones in the window making candy should be kept in dainty white linen. I stayed in my own business for six years, and then a man who had three large stores and had admired my ways of cleanliness and frugality offered me the combined management of his stores."

The young man who would start in this business has two ways before him. He can enter as a clerk and learn all the little details and go step by step, or if he has a little money he can go to a small place, 15,000 or 20,000, and having first gone to an experienced man and got good advice can then and there put it into

practice. He can enter some of the societies or churches and make himself acquainted with the people of the town and their interests; must be adaptable, affable, full of patience of Job's kind, and above all have the best candy in the place and then he has success.

To introduce his candy he can afford to give some to church societies and bazaars, or if he knows of young women who are going to give parties he can give them some. For instance, if there are twenty young women at one party and they like his candy he has twenty customers secured. Let him determine to hold his customers after he gets them. Transient patronage is not profitable. He must have the best ingredients in his candy, learn to know traveling salesmen, and their goods, study the vulnerable points of his customers, keep busy and be prompt.

It is the way that things appeal to the eye and not the stomach that wins the customer. Therefore, have the window display dainty and tempting. Do not have everything mixed together. Have the pans clean and artistically arranged. Make a reputation and the remainder comes easy.

It is the middle class that buys the most expensive things. Experience has proved to him that this class wishes to be like the rich and knows of no better way to seem rich than by spending money. The rich can afford to keep their money.

If you wish to cater to "select" trade act accordingly. If the town will support dainty luncheons money is to be made by serving them in connection with your candy business. When you have enough business to warrant a force of help see that the girls are pretty and attractive.

You will get back what you give.

Maude W. Rogers.

Nature Cures.

Get back to nature, and make a short cut. It is found that a cure for appendicitis is to walk on all fours for twenty minutes four times a day. It is claimed that certain muscles around the vermiform appendix are brought into play and strengthened by this attitude. This is also a new cure for dyspepsia. It has also been found that going naked in all sorts of climates is good for lung trouble. It seems to be only a question of time when we will abandon houses and clothes, and bark good morning to each other from holes in the ground.—Atchison Globe.

Girls are true friends only when they cry together in sympathy.

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

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, 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



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.

Truth is Mighty

and never taxes the memory. It's always the same—yesterday, tomorrow, forever. It's the safest and surest ground to stand on. When you assure customers their money's worth and the

Candy

you sell them sustains your assurance you win friends. Be sure of the candy—get the right kind—the truthful kind. That's ours. It's as good as it looks and it looks good.

Hanselman Candy Co.
Kalamazoo, Mich.

Women of Leisure Should Not Shop at Noon.

Written for the Tradesman.

I am a stenographer employed in a down town law office. My hours are the usual ones—8 to 12 and 1 to 6, except Saturdays, when the p. m. closing time is 5 o'clock. There is the usual nooning of 60 minutes, and when business isn't pressing my employer once in a great while allows me to go out for a short time. This is a boon in the way of shopping, for at noontime there are so many office and other working girls in the stores making their necessary, or perhaps unnecessary, purchases that often it is utterly impossible to get waited on in time to get back by 1 o'clock.

Rich ladies who have all the time in the world in which to do their trading little wot of the trials and tribulations of the "employed girl," in trying to assemble enough clothes to make a goodly appearance.

In the first place, unless we run into debt—which don't do if you would enjoy peace of mind—the money must be earned with which to purchase our essentials. Sometimes, to be sure, our father or mother will "help out," as in the investment put into a coat or other large garment, but for most of her clothing the average working girl is obliged to rely on her own exertions. In the majority of cases this is as it should be, for most girls do not work unless there is need of so doing and with the money they earn they should dress themselves and not rely on the old father who, mayhap, denied himself for many years that they might be provided with necessities and the little luxuries they crave. It is their turn for self-denial now and it is "up to them" to "make good" to the old people.

If the girl of poor parents has the right kind of stuff in her, when it comes time for her to leave school and go to work she it is who should be more than willing to put the shoulder to the wheel and make that wheel revolve to the advantage of "the old folks at home."

As I said, first we must earn the money for our clothes—if we come by them honestly, which it is hoped we do.

But what I started out to speak of, but digressed, was the fact that it is such hard work for girls situated as I am, with many others, to do their shopping at noon. This, as stated, is largely owing to the truth that there are so many hundreds of us that it is most difficult to get properly waited on in the stores during the noon hour. The trouble seems to be that our name is Legion and we must all be waited on at the same time, for the same things! It may be gloves and shoes, it may be hats, coats and gowns, but the Legion's wardrobe seems to be in a chronic state of disrepair and need of replenishment.

And as if it was not enough that the stores are all so crowded at noon with the office and shop girls, very many women not employed—leisure women whom it is not imperative to

have at home at the hour between 12 and 1—must needs take that time in which to do much of their purchasing. They could, in most cases, arrange their "shopping around" for other parts of the day, and it would really be to their advantage to do so; and, whether they pursue this course maliciously or only through thoughtlessness, the result is the same—extreme inconvenience to girls and young women less favored of Fortune than they. Janey Wardell.

Number of Shoe Lace Eyes Used.

"Some of the apparently most trivial things in this world are the most necessary things and fortunes are made in manufacturing them," said Ralph L. Jenkins.

"Take the lace eyes of shoes, for instance. The average person never gives them a thought, but they are indispensable to our footwear, and there are factories that devote themselves exclusively to making them. Did you ever stop to think how many of those little things are used every year?"

"On the basis of the population of the United States being 80,000,000, this country uses more than 3,000,000,000 of lace eyes and hooks a year. Every man, woman and child will wear out on an average two pairs of shoes in twelve months. The majority of people have two feet and there are twenty eyes and hooks in each shoe. Use your arithmetic and see what the total is. It foots up to 2,000,000 more than 3,000,000,000."—Milwaukee Sentinel.

She Was Put Down.

A story is told of a certain lady who had an undue appreciation of her own importance as the wife of a prominent banker.

She was in the habit of riding to her husband's office in the street car. Entering the car with a haughty air, she was accustomed to say in a voice loud enough to be heard by all present: "Conductor, put me down at my husband's bank!"

One day she came in and seated herself, making the usual demand. Close by her was a man, disreputable looking in the extreme. His clothes seemed almost devoid of buttons, a multitude of pins doing duty instead. During the momentary hush which followed the lady's order, this passenger rose, and, drawing himself to his full height, pompously said:

"Conductor, put me down at my old woman's apple stall!"

Since then the conductor has heard nothing more of "my husband's bank."

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

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

Percival B. Palmer & Company

Manufacturers of

**Cloaks, Suits and Skirts
For Women, Misses and Children**

197-199 Adams Street, Chicago

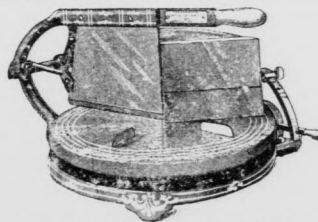
Mica Axle Grease

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 1/2, 1 and 5 gal. cans.

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

COMPUTING CHEESE CUTTER CO.

621-23-25 N. Main St. ANDERSON, IND.

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.

Saves Oil, Time, Labor, Money
By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

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



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.

PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

NO. E 90 AS SHOWN 24 LBS.

NO. T 90 WITH TIN SCOOP.

NO. 92 1/2 BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO.

CATALOGUE, 35 STYLES. CHICAGO.

Don't

order your stock of

Fly Nets and Lap Dusters

Before you see our line

Brown & Sehler Co.
Grand Rapids, Mich.
Wholesale Only



OLDS ENGINES

Economical Power

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

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

Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS.
Lansing, Mich.



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

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

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

Why Salesmen Should Never Knock a Competitor.

A young man, formerly a clerk in one of the metropolitan shoe stores, now on the road for a large concern manufacturing men's shoes, and who in about five years has built up a phenomenal business, was greeted by one of his customers with: "I hear that you have lost — Bros.' account."

He looked surprised for a moment, then referring to his order book and showing six or eight sheets he had used in writing orders of the concern in question, he said: "That doesn't look like losing them, does it? I know just who it was that told you that yarn, although why he persists in 'knocking' my line, I can not understand. I have heard other similar reports and in each case they came from Brockton, who, by the way, is a much older man than I am, and I presume has been in business a life longer.

"One would naturally think that he would have more sense than to try and 'knock' a competitor. I have plenty of opportunities to do the same, but never improved them, nor have I so done since I became a drummer. Very often a dealer will hand me a shoe and say, 'Here's one I bought from So-and-So, and it ends me with him. I can buy shoes for from 10 to 25 cents a pair less than beats 'em.' I simply look at the shoe and say it looks all right to me and lay it down. I find that I make more friends that way.

"Very often I tell a customer that we excel in style, or that I think our shoemaking is a little slicker, but never that we are better and cheaper. I simply say what I think is true, and I find it pays. This is proved by the fact that I am increasing my business largely each succeeding season, while such as my 'knocking' friend is usually looking for another line about every other season.

"I know of an instance where the 'Don't knock' motto was a winner. A young friend of mine was employed in the trousers department of one of Chicago's large stores, when he learned of an opening for a clothing buyer in a competing establishment. He applied in person for the situation, and after they had talked for some time, the one doing the hiring seemed to be impressed with the young man. He then began to question my friend about some of the things in connection with his employer's business. My friend was aroused and said: 'Excuse me, Mr. —, but that is some-

thing that I am sure my present employers would rather not have you know, and as they have honored me with their confidence, I feel that I would be small indeed to violate that confidence.' Saying this, he left the office, not expecting to hear from them again. To his surprise he was sent for again in a few days and given the position. To-day he is one of the biggest clothing buyers in the country. His opportunity came through his 'anti-knock' proclivities. I have yet to know of an instance where 'knocking' paid."—Shoe Retailer.

Don't Quit After the First Call.

The natural salesman abhors canvassing. His business, his very life, is selling goods, not simply accepting orders for goods already sold.

All over the country you hear the cry of "conditions" as an excuse for failure. But replace the man who canvasses for orders with the man who makes selling goods an art, a science, and lo! the "conditions" forthwith commence to fade.

When unable to interest a merchant in one call, do not forget about him until the next time you "make the rounds." Study the conditions and immediately commence to plan and think and work with a view to reaching that man. Do not depend upon what you pick up in a general way. Do not simply canvass your trade from time to time until some of them get ready voluntarily, but make each man an individual case. Let each approach represent a new form of attack; let each attack embody a new idea or thought.

There is a great deal of first-class selling ability in our organization today that is being smothered because of a tendency to drift into the habit of canvassing. An agent takes charge of a territory which is new to him. He goes through it and does a fine business on his first trip, and possibly on the second trip. Then he begins to ask himself where he is going for business. He goes into those portions of his territory that produced well for him at first and is disappointed. He demands a change or resigns. The agent appointed to succeed him goes over the same ground and does a good business notwithstanding that the former agent "had sold everything."

Why is this? Because on his first round an agent uses his best arguments to try to induce the customers to investigate. He interests them because he presents something new. After this, failing to study and attack each merchant as an individual case, the agent's presence and talk are no longer new and effective. The old arguments lack "barbs" for the old P. P.'s, and the argument is about like this: "How do you do, Mr. Blank? Are you going to give me your order this trip?" with the reply, "No, not this time, but next trip."

Don't canvass. Every time you fail to induce a man to buy go out and sit down and think, and go back with new ammunition—don't throw the old shells at him.

Keep up with your company's methods and ideas, for they are for

your own good. Have confidence in the proved wisdom of the management and the future of the business. Draw the line between selling and canvassing. Then if you have a reasonable degree of salesmanship you can not fall short of success.

Water Cool.

Love leaps over the grave.

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.

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

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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

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

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 2½¢ 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.

For \$4.00

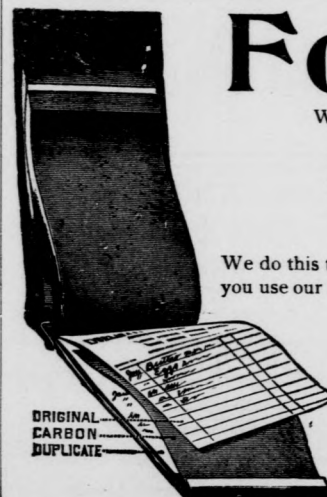
We will send you printed and complete

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

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

A. H. Morrill & Co.,

105 Ottawa Street,
Grand Rapids, Michigan



ORIGINAL
CARBON
DUPLICATE

Gripsack Brigade.

Lansing Republican: Floyd W. French has resigned his position on the road with Northrop, Robertson & Carrier, to accept one in the office of the National Grocery Co.

Evart Review: Thos. Deacey has engaged himself to travel for the Borden Packing Co., of Milwaukee. His territory will be along the Pere Marquette and Ann Arbor railroads, north of Mt. Pleasant, and the Northern Peninsula.

W. A. Hughes, who has represented the Bay City branch of the National Biscuit Co. for several years, succeeds John P. Oogle as traveling representative for the Grand Rapids branch of the National Biscuit Co. The change will necessitate his removing from Battle Creek to Benton Harbor.

M. A. Sheay, who has represented the Bay City branch of the National Biscuit Co. for several years in Northern Michigan territory, has been transferred to the Grand Rapids branch. He will continue to reside in Bay City and cover the same territory he has visited for the past twenty years.

An Alpena correspondent writes as follows: Alpena was recently visited by the oldest commercial salesman on the road in this State. Robert Beede is the person who claims this distinction. He has been selling goods in Michigan for the past forty-two years. He is the father of David and Sandy Beede, who have also traveled as salesmen on the road for twenty-three and seventeen years respectively.

Cleveland-Cliffs Co. Will Reforest Lands.

Negaunee, May 1—Lands of the Cleveland-Cliffs Iron Co. which are now barren will in something like a half century be producing merchantable timber. The reforestation of lands with pine trees has been given a trial, and there is every reason to believe that the result will be most satisfactory. The first experiment was tried about three years ago, when some forty or more acres in the Baldwin Kiln district were planted with young pines from the Negaunee nursery. The trees were less than a foot in height when they were put in, but now they are from three to four feet, and growing splendidly.

Some 20,000 or more young pines are about to be removed from the nursery and planted on a forty-acre tract at Anna River, near the fish hatchery. These trees are from six to twelve inches high, the seed having been planted here two years ago. It is thought that the timber on both of the tracts will be of good size in from fifty to sixty years. While this is looking a long way ahead, the management of the company realizes that if a portion of the barren lands are not reforested there will be mighty little timber in this region fifty years hence. The timber now being planted will then be a very valuable asset. C. V. R. Townsend, who has charge of the corporation's lands, said yesterday that if pine tree seeds had been planted on the 4,000

or more acres in the Baldwin Kiln district when the timber was removed some thirty or more years ago the company's tract would now be highly valuable. The timber available would be worth a great sum and would perhaps supply the company's wants for its mines in this county for some years to come. The company intends to reforest lands, wherever practicable, just as fast as that feature of the work can be given attention. Other tracts besides the ones mentioned will be selected during the coming summer. Places where the cost of removing brush will be light will be chosen, as the management desires to make reforestation as inexpensive as possible. The nursery contains a larger number of trees than can be removed either this year or next. Seeds will be planted this spring on the land from which the Anna River supply of small trees is being taken.

Petoskey Invites the Grand Council for 1906.

Petoskey, May 2—Petoskey Council is hustling for the Grand Council, U. C. T., for 1906. The committee—M. Earl Backett, Al. C. Lovelace and John M. Shields—are exerting themselves, and if hard work will accomplish results the Grand Council will be held in Petoskey. We have splendid hotel facilities and attractions as great as any city. Hiawatha will be produced, and that in itself should be an inducement that should draw crowds of people five hundred miles away.

New Way To Make Butter.

Holland, May 2—Fred W. Jackson wants to operate a company in this city for the manufacture of a patent for making butter.

Mr. Jackson has the machine in the Crystal creamery and he claims that he is able to demonstrate that it will extract more butter fat, of a purer quality and at less expense than any other process.

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

Buffalo, May 3—Creamery, 25@27c; dairy, fresh, 22@25c; poor, 17@20c; roll, 20@22c.

Eggs—Fresh, 17c.

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

Dressed Poultry—Turkeys, 17@20c; chicks, 15@16c; fowls, 14@16c; old cox, 11c; ducks, 15@16c; 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—Round white, 25@30c; mixed and red, 23@25c.

Rea & Witzig.

The Holland Interurban-Graham & Morton passenger service from Grand Rapids to Chicago is unequalled. "Steamboat Flyer" leaves daily 8 p. m.

There is a great deal of pleasure in helping to get a man on his feet, providing he doesn't turn around and kick you.

Successful Operation of the Half Fare Excursion Plan.

The Wholesale Dealers' Committee of the Grand Rapids Board of Trade has issued the following letter of instructions to the wholesale trade of this market:

Regarding the half fare trade excursion plan of the wholesalers of this city, we would like to state what seems to the Committee a vital point in the plan, and to express our appreciation of the loyalty of the wholesalers one with another, so far, in the development of the trade excursion idea this year. Enough wholesalers have paid and promised to pay so that the advertisement will appear in the Tradesman as planned; but there is danger that in paying out our money we will not all realize the real essence of these trade excursions.

As this Committee understands it, your thought is a desire to make this city the center of the jobbing business for Western Michigan; that the merchant will be constantly reminded of Grand Rapids from seeing our advertisement in the Tradesman, so that orders to our agents, as well as mail orders, will come with more ease than when our name is not seen except at the usual intervals. These things we have a right to expect from the advertisement, but that is only a small part of our intention in adopting the plan of Perpetual Half Fare Trade Excursions.

The real point is that the customers in Western Michigan shall be constantly encouraged to come to this city and place large enough orders among us to secure a rebate of one-half their railroad fares. We expressly invite them to come here and place their orders, and too often they are not met with a "Purchaser's Certificate" in the salesman's hands, as well as a smile on his face. They are, perhaps, a little diffident about asking for one, and so leave the city without purchasing the amount of goods they really came intending to buy, so that we have lost a portion of the order, and our fellow jobber was not called upon at all, and the whole idea is turned down by this merchant as a sort of a fake.

Now, to obviate any possible error in this line during the coming year your Committee would suggest that you display two or three of the placards furnished you in your windows and salesrooms. Let your salesmen have a book of "Purchaser's Certificates" very handy, and let this plan to encourage large orders for yourselves and for your fellow jobbers be worked to its full extent.

Remember that in no other city to which your customer can go can he get half his fare returned to him without even asking for it, and this will undoubtedly bring him back again and again if we show our full appreciation of his visit.

The Committee would also recommend that the advertisement be cut out of the Tradesman and placed prominently in your offices, so that everyone in your employ may become perfectly familiar with it.

M. D. Elgin, Chairman.

Abnormalities in the Color of Human Hair.

One of the curious phases of medical research has been the study of the color of human hair. At once the student is impressed again with the vast capacity of nature for variety, for while yellow, red, brown, gray and white hair are known to all, there are instances on record where the hair has been blue and green and a curious condition where hair is different colors in different segments of the same shaft. Again cases have been recorded where the change has been

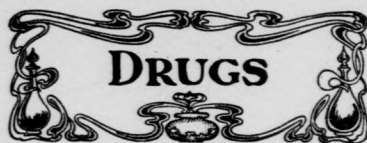
periodical without known reason; others where the season of the year seems to be a predisposing factor and again where after change, hair has returned to its normal color during the lapse of years.

The most conspicuous change in the color of hair is seen in the so-called "albinism," which occurs both in negroes and whites. It is generally hereditary in character, although cases are recorded of albino children being born to brunette parents.

Sudden whitening of the hair is well authenticated, being known for centuries as recorded poetically by Byron in the "Prisoner of Chillon." Darwin states a case where a man led to execution became gray before the eyes of the spectators. Laycock records the case of a Sepoy who became gray in a half hour. Cantrell reported an interesting case in his clinic, a man of 45, whose mustache became white in twenty-four hours and in ten days his whole head of hair changed its color to white. Brown Sequard watched his own hair change; it occurred so rapidly that he could note the change daily. Henry of Navarre had his hair change in twenty-four hours. Again in certain diseases, the change may be rapid, as in chlorosis, facial neuralgia, palsy of the face, epilepsy, locomotor ataxia, scarlatina and smallpox. Cantrell believes the color depends largely on the air-bubbles within the hair; in black hair these bubbles are in minute quantities, while in those of brown hair we have them in some slight increase and in larger quantities in red hair. Through some nervous shock or other obscure cause, the collection of air-bubbles changes throughout the hairy system with a change in the refractive power of hair and an apparent loss of color, although hair is never devoid of color except in albinos.

As might be expected, blue hair is found among workers in cobalt mines or those working in the production of indigo, while green hair occurs in copper mines. Again applications of corrosive sublimate and an ointment of yellow oxide of mercury may change the hair to a greenish hue. Wilson records a curious case where a man with gray hair saw it turn back to brown before his death at the age of 114 years. Copeland records cases where gray hairs became black without any applications. In a case of typhus fever a woman who had blonde hair had it replaced by coal black hair.

One of the most remarkable cases in medical history is recorded by Warner, who reported the case of a man whose hair turned from black to white and back again three times in twenty years. The change from black to white was rapid, while the reverse process was slow, taking five years for its completion. Wilson reports a head of hair which was gray in winter and normal in summer. In fact, almost every phase of fancy is recorded in the history of this sort, being another exemplification of the fact that truth is stranger than fiction.



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Attention To Details Almost a Science.

It can now well be said that economy in the drug business constitutes a science which it is imperative for the pharmacist to study, as on it depend largely the pecuniary profits of the business.

The details of all kinds of business demand the closest attention, but especially is this true of the drug business. Success is here won by attention to little things, and the cents must be saved as well as the dollars. There is no doubt that the prosperous pharmacist of to-day owes a considerable amount of the success to his ability to practice the right kind of economy. I say the right kind—for while it is well to be economical in the true sense of the word, it is on the other hand detrimental to business to be penurious or small in your dealings. Let us go a little deeper into this and try to find out what constitutes good and poor economy. There are the economical ways of the old-time druggist, with his saving of old bottles, old corks, pieces of used wrapping paper, bits of string and twine, the cleaning of old cans of all sizes, which, after having been painted, are used as containers for herbs, powders, labels, etc. While the monetary savings accrued by these economical habits perhaps are not very large, I think, however, that these habits are as praiseworthy today as they were in our fathers' time. When you notice a drug clerk voluntarily folding up and putting away wrapping paper and strings from packages from the wholesale houses, then you may depend on it that this young man has at least some good qualifications. But good judgment must be used in practicing these little economical habits. It would be poor economy to use old newspapers for wrapping purposes, or even printed advertising counter wrappers for prescription packages. It is poor economy to buy old and dirty bottles from street children or junk dealers. There are usually enough old bottles and boxes accumulated in any drug store to fill the current demand for cheap containers. It is good economy to use the proper sized boxes or bottles for given quantities. Do not put

ten two-grain pills into a box which will hold a hundred pills of the same size, and do not put two ounces of Rochelle salt in a pound paper bag, even if it is an advertising bag which cost you nothing; the sending out of such slouchy appearing packages is detrimental to the business. It is poor economy to use cheap boxes, cheap corks or cheap stationery; the best of such articles will generally prove to be the cheapest after all. The same rule applies to your help. A good clerk is worth good wages, for he saves you money and worry.

An important economical factor in any retail drug business is the stoppage of all leaks and losses caused by ignorant or careless keeping of stock. Drugs, pharmaceuticals and sundries are often purchased and exposed to light, heat and air for a long time, which deteriorates their value greatly. Herbs, roots and powders, if kept in paper or wooden containers, are frequently infected with worms and insects, while if kept in well-closed tin cans they will retain their freshness and aroma for a great length of time.

Considerable value is lost from year to year by evaporation of volatile drugs and liquids; a loss which can very well be avoided. Camphor gum, menthol, powdered cardamon, cloves and other spices should be kept in glass stoppered jars or tight-fitting covered cans. Deliquescent salts should always be kept in glass or rubber stoppered bottles. Fluid extracts, elixirs and other pharmaceuticals kept in cork stoppered bottles should have the corks replaced occasionally, thereby preventing loss by evaporation and precipitation. Ether, chloroform, bromoform, carbon bisulphide and ethereal oil should always be kept in glass stoppered bottles and in a cool, shady place. I once saw a manufacturer's packing bottle containing about two ounces of chloroform empty itself in a short time by simple evaporation through a loose fitting cork. Even tin cans containing bisulphide carbon or ether will lose in weight by being stored away for a length of time.

The writer some time ago had occasion to visit a drug store in a neighboring town, where, while chatting with the proprietor, he noticed, standing on a top shelf, three bottles of Anderson's Norwegian Hoffman's Drops, the wrappers of which appeared to have been exposed to the sun and flies for years. On my suggestion the wrappers of these bottles were removed and two of the bottles proved to be empty; while the third had about a fourth of an ounce of alcohol left in it, the ether having entirely disappeared.

Make it an iron rule to put on the want list every item as soon as the shortage occurs, thereby minimizing loss of sales. Make it another iron rule to charge articles which have been sold on account at the time the sale is made and not later, thereby minimizing loss of cash.

Most important is the economical buying of goods. Ordinarily many druggists buy large quantities of new articles, which they know little or

nothing about, simply because they get some advertising thrown in, while staple goods, which they know all about, often are ordered in comparatively small lots. Would it not be safer to reverse this order and be slow to buy new things; but instead to purchase staple goods, everyday sellers, in quantity lots and take advantage of the quantity discount and saving of freight?

If, in order to get the best price, the quantity of any certain patent medicine, toilet article or pharmaceutical, is too large for a single druggist to handle, then let three or four neighboring druggists join hands and together buy the quantity lot, which they could then divide. There is no doubt but that much money could be saved by buying goods in this economical way.

Another important economical feature of the drug business is the prompt paying and discounting of bills. As most bills will have to be paid within a time limit of thirty or sixty days anyway, then why not try and shorten this time a little and pay up in ten days and thereby save your cash discounts. The writer has for many years made it a rule to pay and discount all current bills every Monday morning. Such a rule, when once adopted, is bound to give good satisfaction to all concerned.

A goodly amount of money could furthermore be saved if the druggists would make all such easily made pharmaceuticals, non-secrets and toilet articles that they possibly could. By looking over the National Formulary or the Pharmacopoeia you will, no doubt, be surprised to see how many preparations you are now buying ready made which you must admit you might as well make yourself and thereby save both manufacturer's and jobber's profit.

Cleanliness is good economy, and considerable value can be saved by keeping the store clean and attractive. Dusty, dirty showcases and shelves have their influence on leaks and losses by declined value of soiled stock and otherwise.

Economical advertising is also an important feature of the drug business which should at all times be carefully attended to. By economical advertising I understand the advertising which brings the best results with the least possible expenditure. Clean windows with attractive displays in them, and frequently changed, constitute a valuable, and at the same time economical, way of advertising. If newspaper advertising is done, a good position in the paper should be secured and the advertisement changed at least once a week.

By careful watching of the market changes of current prices on drugs, the pharmacist will be in a position to buy many of his drugs in an economical way; but in order to do so he must be a subscriber to at least one of the leading pharmaceutical journals; and by reading such a journal he will be enabled also to keep himself posted on the general advancement of pharmacy.

Otto J. C. Boberg.

Seasonable Education.

Farmer Cornrack—Mandy, I got a letter from our boy sayin' he was gettin' ready to take a preparatory session.

Mandy—A three months' course, I presume?

Farmer Cornrack—No, I think not. He said somethin' about a nine-hole course, twice around.

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.

**Base Ball Supplies
 Croquet
 Marbles, Hammocks, Etc.**

Grand Rapids Stationery Co.

29 N. Ionia St.
 GRAND RAPIDS, 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

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum	Aceticum 60 8	Benzolium, Ger. 70 75	Boracic 77 17	Carbolicum 26 29	Citricum 42 45	Hydrochlor 3 5	Nitrosum 8 10	Oxalicum 10 12	Phosphoricum, dil. 42 45	Salicylicum 1 1/2 2	Sulphuricum 75 80	Tannicum 38 40	Tartaricum 4 6	Aqua, 18 deg 6 8	Aqua, 20 deg 6 8	Carbonas 13 15	Chloridum 12 14	Aniline	Black 2 00 25	Brown 80 90	Red 45 50	Yellow 2 50 30	Baccas	Cubebae, po. 20 15 18	Juniperus 5 8	Xanthoxylum 30 35	Balsamum	Copaiba 45 50	Peru 61 50	Terabin, Canada 60 65	Tolutan 35 40	Cortex	Ables, Canadian 18	Cassia 20	Cinchona Flava 18	Buonymus atro. 30	Myrica Cerifera 20	Prunus Virgin 15	Quillaja, gr'd 12	Sassafras, po 25 24	Ulmus 4 40	Extractum	Glycyrrhiza Gla. 24 30	Glycyrrhiza, po. 22 30	Haematox, 1s 11 14	Haematox, 1/2s 13 14	Haematox, 3/4s 14 15	Haematox, 1/4s 16 17	Ferru	Carbonate Precip. 15	Citrate and Quina 2 00	Citrate Soluble 55	Ferrocyanidum S. 40	Solut. Chloride 15	Sulphate, com'l, by 70	Sulphate, pure 7	Flora	Arnica 15 18	Anthemis 22 25	Matricaria 30 35	Folia	Barosma 30 33	Cassia Acutifol. 15 20	Cassia, Acutifol. 25 30	Salvia officinalis, 1/2s and 3/4s 18 20	Uva Ursi 10 12	Gummi	Acacia, 1st pkd. 40 45	Acacia, 2nd pkd. 40 45	Acacia, 3rd pkd. 40 45	Acacia, sifted sts. 40 45	Aloe, Barb 12 14	Aloe, Cape 12 14	Aloe, Socotri 40 45	Ammoniac 55 60	Asafoetida 35 40	Benzoinum 50 55	Catechu, 1s 10 12	Catechu, 3/4s 10 12	Catechu, 1/2s 10 12	Camphorac 84 90	Euphorbium 40 45	Galbanum 10 12	Gamboge, po. 1 25 30	Gualacum, po 35 35	Kino, po 45c 45	Mastic 60 65	Myrrh, po 50 45	Opil. 15 30	Shellac 40 50	Shellac, bleached 45 50	Tragacanth 70 80	Herba	Absinthium oz pk 25	Eupatorium oz pk 20	Lobelia, oz pk 25	Majorum, oz pk 25	Mentha Pip oz pk 22	Mentha Ver oz pk 25	Rue, oz pk 25	Tanacetum, Y 22	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 50	Amygdalae, Dulc. 50 60	Amygdalae, Ama. 3 00 35	Anisi 1 45 50	Aurant Cortex 2 20 30	Bergamit 3 85 95	Caliput 85 90	Caryophylli 80 85	Cedar 50 60	Chenopadii 3 75 80	Cinnamoni 1 00 10	Citronella 60 65	Conium Mac 80 90	Copalba 1 15 20	Cubebae 1 15 20	Evechthitos 1 00 10	Erigeron 1 00 10	Gaultheria 2 25 35	Geranium, oz 75	Gossippi Sem gal 50 60	Hedeoma 1 40 50	Junipera 40 50	Lavendula 30 35	Limonis 30 35	Mentha Piper 3 75 80	Mentha Verid 3 00 50	Morrhuae gal. 1 25 15	Myrcia 3 00 35	Olive 75 80	Picis Liquida 10 12	Picis Liquida gal 10 12	Ricina 92 96	Rosmarini 1 00	Rosae oz 5 00 60	Succini 40 45	Sabina 50 60	Santal 50 60	Sassafras 30 35	Sinapis, ess. oz. 1 00 20	Tigill 10 12	Thyme 40 50	Thyme, opt 1 60	Theobromas 15 20	Potassium	Bi-Carb 15 18	Bichromate 13 15	Bromide 25 30	Carb 12 15	Chlorate, po. 12 14	Cyanide 34 38	Hydide 3 60 65	Potassa, Bitart pr 30 32	Potassa Nitras opt 7 10	Potassa Nitras 6 8	Prussiate 23 24	Sulphate po 15 18	Radix	Aconitum 20 25	Althaea 30 33	Anchusa 10 12	Arum, po 20 25	Calamus 20 25	Gentiana po 15 12 15	Glycyrrhiza pv 15 16 18	Hydrastis, Canada 1 90	Hydrastis, Can. po 2 00	Hellebore, Alba. 12 15	Inula, po 18 22	Ipecac, po. 2 00 20	Iris plox 35 40	Jalapa, pr 25 30	Maranta, 1/2s 15 18	Podophyllum, po. 15 18	Rhel 75 80	Rhel, cut 1 00 25	Rhel, pv 75 80	Spigella 30 35	Sanguinari, po 24 22	Serpentaria 50 55	Senega 85 90	Smilax, off's H. 40	Smilax, M 25	Scilla, po 10 12	Symplocarpus 20 25	Valeriana Eng 25 30	Valeriana, Ger 15 20	Zingiber a 12 14	Zingiber j 16 20	Semen	Anisum po. 20 14	Apium (gravel's). 13 15	Bird, 1s 4 6	Carui po 15 10 11	Cardamon 70 90	Coriandrum 12 14	Cannabis Sativa. 5 7	Cydonium 75 80	Chenopodium 25 30	Dipterix Odorate. 80 100	Foeniculum 40 45	Foenugreek, po. 7 9	Lini 4 6	Lini, gr'd. bbl. 2 1/2 3 6	Lobelia 75 80	Pharlaris Cana'n 9 10	Rapa 5 6	Sinapis Alba 7 9	Sinapis Nigra 9 10	Spiritus	Frumenti W D. 2 00 25	Frumenti 1 25 30	Juniperis Co O T. 1 65 70	Juniperis Co 1 75 80	Saccharum N M. 1 90 20	Spt Vini Gall 1 75 80	Vini Oporto 1 25 30	Vina Alba 1 25 30	Sponges	Florida Sheeps' wl 3 00 35	Nassau sheeps' wl 3 50 35	Velvet extra shps' wool, carriage 7 20	Extra yellow shps' wool, carriage 7 25	Grass sheeps' wl, carriage 7 25	Hard, slate use 7 25	Yellow Reef, for slate use. 7 40	Syrups	Acacia 50 60	Aurant Cortex 2 20 30	Zingiber 40 50	Ipecac 85 90	Ferri Iod 50 60	Rhel Arom 50 60	Smilax Off's 50 60	Senega 50 60	Scilla, Co 50 60	Tolutan 50 60	Prunus virg 50 60	Tinctures	Aconitum Nap's R 60	Aconitum Nap's F 60	Aloes 50	Alrica 50	Albes & Myrrh 50	Asafoetida 50	Atroupe Belladonna 50	Aurant Cortex 50	Benzoin 50	Benzoin Co 50	Barosma 50	Cantharides 50	Capsicum 50	Cardamon 50	Cardamon Co 50	Castor 1 00	Catechu 50	Cinchona 50	Cinchona Co 50	Columba 50	Cubebae 50	Cassia Acutifol 50	Cassia Acutifol Co 50	Tigill 50	Algalis 50	Elog 50	Ferri Chloridum 50	Gentian 50	Gentian Co. 50	Gulaca 50	Gulaca ammon 50	Hyoscyamus 50	Iodine 75	Iodine, colorless. 75	Kino 50	Lobelia 50	Myrrh 50	Nux Vomica 50	Opil 75	Opil, camphorated 50	Opil, deodorized. 1 50	Quassia 50	Rhatany 50	Rhel 50	Sanguinaria 50	Serpentaria 50	Stromonium 50	Tolutan 60	Valerian 50	Veratrum Veride. 50	Zingiber 20	Miscellaneous	Aether, Spts Nit 3f 30 35	Aether, Spts Nit 4f 34 38	Alumen, gr'd po 7 3 4	Annatto 40 50	Antimon, po 4 5	Antimon et po T 40 50	Antipyrin 20 25	Antifebrin 20 25	Argent Nitras oz 48	Arsenicum 10 12	Balm Gilead buds 60 65	Bismuth S N. 2 80 2 85	Calcium Chlor, 1s 10	Calcium Chlor, 1/2s 10	Calcium Chlor, 1/4s 12	Cantharides, Rus. 1 75	Capsici Fruc's af 20	Capsici Fruc's po 22	Cap'i Fruc's B po 15	Carophyllus 20 22	Carmine, No. 40. 24 25	Cera Alba 50 55	Cera Flava 40 42	Croc 1 75 1 80	Cassia Fructus 35	Centraria 10	Cataceum 35	Chloroform 42 52	Chloro'm, Squilbs 85	Chloral Hyd Crst 1 35 1 60	Chondrus 20 25	Cinchonidine P-W 38 48	Cinchonid'e Germ 38 48	Cocaine 4 05 4 25	Corks list d p ct. 75	Creosotum 45	Creta, bbl 75 2	Creta, prep 5	Creta, precip 9 11	Creta, Rubra 8	Crocus 1 75 1 80	Cudbear 24	Cupr Sulph 6 8	Dextrine 7 10	Emery, all Nos. 8	Emery, po 6	Ergota, po. 65 60 65	Ether Sulph 70 80	Flake White 12 15	Galla 23	Gambler 8 9	Gelatin, Cooper 60	Gelatin, French 35 60	Glassware, fit box 75	Less than box 70	Glue, brown 11 13	Glue, white 15 25	Glycerina 15 20	Grana Paradisi 25	Humulus 35 60	Hydrarg Ch Mt. 95	Hydrarg Ch Cor 90	Hydrarg Ox Ru'm 1 05	Hydrarg Amm'o'l 1 15	Hydrarg Ungue'm 50 60	Hydrargyrum 60 75	Ichthyobolla, Am. 90 100	Indigo 75 100	Iodine, Resubl 4 85 4 90	Iodoform 4 90 5 00	Lupulin 40 45	Lycopodium 1 15 1 20	Macis 65 75	Liquor Arsen. et 25	Hydrarg Iod 25	Liq Potass Arsnit 10 12	Magnesia, Sulph. 2 8	Magnesia, Sulph bbl. 1 1/4
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Mannia, S F 45 50	Sapo, M 10 12	Lard, extra 70 80
Menthol 2 40 2 60	Sapo, G 10 12	Lard, No. 1 60 65
Morphia, S P & W 2 35 2 60	Seidlitz Mixture 20 25	Linseed, pure raw 47 50
Morphia, S N Y Q 2 35 2 60	Sinapis 10 18	Linseed, boiled 45 51
Morphia, Mal. 2 35 2 60	Sinapis, opt 10 30	Neat's-foot, w str 65 70
Moschus Canton. 40 40	Snuff, Maccaboy, 40 40	Spts. Turpentine. 61 66
Myristica, No. 1. 23 30	DeVoes 51 51	
Nux Vomica po 15 7 10	Snuff, S'h DeVoes 51 51	Paints bbl L
Os Sepia 25 28	Soda, Boras 9 11	Red Venetian 1 1/4 2 03
Pepsin Saac, H & P D Co 1 00	Soda et Pot's Tart 25 28	Ochre, yel Mars. 1 1/4 2 04
Picis Liq N N 1/2 gal doz 2 00	Soda, Carb 1 1/2 2	Putty, commer'l. 2 1/2 2 3
Picis Liq qts 1 00	Soda, Bi-Carb 3 5	Putty, strictly pr 2 1/2 2 3
Picis Liq pints. 60 60	Soda, Ash 3 1/2 4	Vermillon, Prime
Pil Hydrarg po 80 40 50	Soda, Sulphas 2 60	American 13 15
Piper Nigra po 22 18 20	Spts, Cologne 2 60	Vermillon, Eng. 75 80
Piper Alba po 35 30 30	Spts, Ether Co. 50 55	Green, Paris 14 18
Pix Burgun 7 7	Spts, Myrcia Dom 2 00	Green, Peninsular 13 16
Plumbi Acet 12 15	Spts, Vini Rect bbl 2 00	Lead, red 6 1/2 7
Pulvis Ipe et Opil 30 30	Spts, Vini Rect 1/2 b 2 00	Lead, white 6 1/2 7
Pyrethrum, bxs H & P D Co. doz. 75 75	Spts, Vini R't 10 gal 2 00	Whiting, white S'n 90
Pyrethrum, pv 20 25	Strychnia, Crystall 05 1 25	Whiting, Gliders' 95
Quassia 8 10	Sulphur Subl 2 1/2 3 1/2	White, Paris Am'r 1 25
Quina, S P & W 23 30	Sulphur, Roll 2 1/2 3 1/2	Whit'g Paris Eng 1 40
Quina, S Ger 23 30	Tamarinds 8 10	Universal Prep'd 1 10 1 20
Quina, N. Y. 23 33	Terebenth Venice 28 30	Varnishes
Rubia Tincturum 12 14	Theobromae 45 50	No 1 Turp Coach 1 10 1 20
Saccharum La's. 22 25	Vanilla 9 00 9 00	Extra Turp 1 60 1 70
Salacin 50 75	Zinci Sulph 7 8	Coach Body 2 75 3 00
Sanguis Drac's 40 50		No 1 Turp Furn 1 00 1 10
Sapo, W 12 14	Oils bbl gal	Extra T Damar 1 55 1 60
	Whale, winter 70 70	Jap Dryer No 1 T 70 70

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

6

Table with 2 columns: Item Name and Price. Includes categories like MUSTARD, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Lard, Bologna, Liver, Frankfort, Pork, Veal, Tongue, Headcheese, Beef, Extra Mess, Boneless, Rump, Pig's Feet, Kits, Tripe, Casings, Uncolored Butterine, Canned Meats, Roast Beef, Potted ham, Deviled ham, Potted tongue, RICE, Screenings, Fair Japan, Imported Japan, Fair Louisiana hd, Choice La. hd, Fancy La. hd, Carolina ex. fancy, SALAD DRESSING, COLUMBIA, Durkee's large, Durkee's small, Snider's large, Snider's small, SALARATUS, Arm and Hammer.

7

Table with 2 columns: Item Name and Price. Includes categories like Deland's, Dwight's Cow, Emblem, L. P., Wyandotte, SAL SODA, Granulated, Lump, SALT, Common Grades, 100 3lb sacks, 50 5lb sacks, 28 10 1/2 sacks, 56 lb. sacks, Warsaw, 56 lb. dairy in drill bags, 28 lb. dairy in drill bags, Solar Rock, 56lb. sacks, Common, Granulated, fine, Medium, SALT FISH, Cod, Large whole, Small Whole, Strips or bricks, Pollock, Halibut, Chunks, Herring, Holland, White Hoop, White Hoop, Kegs, White Hoop mchs, Norwegian, Round, 100lbs, Round, 40lbs, Scaled, Trout, No. 1, 100lbs, No. 1, 40lbs, No. 1, 10lbs, No. 1, 8lbs, Mackerel, Mess, 100lbs, Mess, 40lbs, Mess, 10lbs, Mess, 8lbs, No. 1, 100lbs, No. 1, 4lbs, No. 1, 10lbs, No. 1, 8lbs, Whitefish, No. 1 No. 2, 100lb, 50lb, 10lb, 8lb, SEEDS, Anise, Canary, Caraway, Cardamom, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, Cattle Bone, SHOE BLACKING, Handy Box, large, Handy Box, small, Bixby's Royal Polish, Miller's Crown Polish, SNUFF, Scotch, in bladders, Macaboy, in jars, French Rapple, in jars, SOAP, Central City Soap Co., Jaxon, Boro Naphtha, Johnson Soap Co., Ajax, Badger, Borax, Calumet Family, China, large cakes, China, small cakes, Etna, 9 oz, Etna, 8 oz, Etna, 60 cakes, Galvanic, Mary Ann, Mottled German, New Era, Scotch Family, 60 cakes, Scotch Family, 100 cakes, Weldon, Assorted Toilet, 50 cartons, Assorted Toilet, 100 cartons, Cocoa Bar, 6 oz, Cocoa Bar, 10 oz, Senate Castile, Palm Olive, toilet, Palm Olive, bath, Pingsuey, choice, Pingsuey, fancy, Rose Bouquet, J. S. Kirk & Co., American Family, Dusky Diamond, Dusky D'nd, Jap Rose, Savon Imperial, White Russian, Dome, oval bars, Satinet, oval, Snowberry, 100 cakes, LAUTZ BROS. & CO., Acme soap, Naptha soap.

8

Table with 2 columns: Item Name and Price. Includes categories like Big Master, Marseilles White Soap, Snow Boy Wash, Proctor & Gamble Co., Ivory, 6 oz, Ivory, 10 oz, Star, A. B. Wisley, Good Cheer, Old Country, Soap Powders, Central City Soap Co., Jackson, Gold Dust, Kirkcaldie, Pearlina, Soapine, Babbitt's 1776, Roseine, Armour's, Wisdom, Soap Compounds, Johnson's Fine, Johnson's XXX, Nine O'clock, Rub-No-More, Scouring, Enoch Morgan's Sons, Sapolio, gross lots, Sapolio, half gross lots, Sapolio, single boxes, Sapolio, hand, Scourine Manufacturing Co, Scourine, 100 cakes, SODA, Boxes, Kegs, English, SOUPS, Columbia, Red Letter, SPICES, Whole Spices, Allspice, Cassia, China in mats, Cassia, Canton, Cassia, Batavia, bund, Cassia, Saigon, broken, Cassia, Saigon, in rolls, Cloves, Amboyna, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 105-10, Nutmegs, 115-20, Pepper, Singapore, blk, Pepper, Singp. white, Pepper, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Ginger, African, Ginger, Cochon, Ginger, Jamaica, Mustard, 16, Pepper, Singapore, blk, Pepper, Singp. white, Pepper, Cayenne, Sage, STARCH, Common Gloss, 1lb packages, 3lb packages, 6lb packages, 40 and 50lb. boxes, Barrels, Common Corn, 20lb packages, 40lb packages, SYRUPS, Corn, Barrels, Half Barrels, 20lb cans, 10lb cans, 5lb cans, 2 1/2lb cans, Pure Cane, Fair, Good, Choice, TEA, Japan, Sundried, medium, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Regular, fancy, Basket-fired, medium, Basket-fired, choice, Basket-fired, fancy, Nibs, Siftings, Fannings, Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, fancy, Amoy, medium, Amoy, choice, English Breakfast, Medium, Choice, Fancy, India, Ceylon, choice, Fancy.

9

Table with 2 columns: Item Name and Price. Includes categories like TOBACCO, Fine Cut, Cadillac, Sweet Loma, Hiawatha, Hiawatha, 5lb pails, Hiawatha, 10lb pails, Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Tiger, Plug, Red Cross, Palo, Hiawatha, Kyo, Battle Ax, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Toddy, J. T., Piper Heidsieck, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Mill, Great Navy, Smoking, Sweet Core, Flat Car, Warpath, Bamboo, I X L, 5lb, I X L, 16 oz. pails, Honey Dew, Gold Block, Flagman, Chips, Kiln Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, 1 1/2 oz, Yum Yum, 1lb. pails, Cream, Corn Cake, 2 1/2 oz, Corn Cake, 1lb, Plover Boy, 1 1/2 oz, Peerless, 3 1/2 oz, Peerless, 1 1/2 oz, Air Brake, Cant Hook, Country Club, Fore-X-XXX, Good Indian, Self Binder, Silver Foam, Sweet Marie, Royal Smoke, TWINE, Cotton, 3 ply, Cotton, 4 ply, Jute, 2 ply, Hemp, 6 ply, Flax, medium, Wool, 1lb. balls, VINEGAR, Malt White Wine, 40gr 8, Malt White Wine, 80 gr/11, Pure Cider, B & B, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, WICKING, No. 0 per gross, No. 1 per gross, No. 2 per gross, No. 3 per gross, WOODENWARE, Baskets, Bushels, wide band, Market, Split, large, Split, medium, Split, small, Willow, Clothes, large, Willow, Clothes, med, Willow, Clothes, small, Bradley Butter Boxes, 2lb size, 24 in case, 3lb size, 16 in case, 5lb size, 12 in case, 10lb size, 6 in case, Butter Plates, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate, Churns, Barrel, 5 gal., each, Barrel, 10 gal., each, Barrel, 15 gal., each, Clothes Pins, Round head, 5 gross bx, Round head, cartons, Egg Crates, Humpty Dumpty, No. 1, complete, No. 2, complete, Faucets, Cork lined, 8 in., Cork lined, 9 in., Cork lined, 10 in., Cedar, ? in., Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 common, No. 2 pat. brush holder, 12lb. cotton mop heads, Ideal No. 7.

10

Table with 2 columns: Item Name and Price. Includes categories like Pails, 2-heop Standard, 3-heop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, Tubs, 20-in., Standard, No. 1, 17 oz, 18-in., Standard, No. 2, 6 oz, 16-in., Standard, No. 3, 5 oz, 20-in., Cable, No. 1, 7.50, 18-in., Cable, No. 2, 6.50, 16-in., Cable, No. 3, 5.50, No. 1 Fibre, 10.80, No. 2 Fibre, 9.45, No. 3 Fibre, 8.65, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted, 13-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short c't. 13, Wax Butter, full count 20, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, Jumbo Whitefish, No. 1 Whitefish, Trout, Halibut, Clisoes or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. P. Pickerel, Pike, Perch, dressed, Smoked White, Red Snapper, Col. River Salmon, Mackerel, OYSTERS, Cans, F. H. Counts, Bulk Oysters, F. H. Counts, Shell Goods, Clams, Oysters, HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer Hides, 60lbs, over 10, Pelts, Old Wool, Lamb, Shearlings, Tallow, No. 1, No. 2, Wool, Unwashed, medium, Unwashed, fine, CONFECTIONS, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf.

11

Table with 2 columns: Item Name and Price. Includes categories like Jumbo, 32lb. cases, Extra H. H., Boston Cream, Olde Time Sugar stick, 30lb case, Mixed Candy, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, Leader, Kindergarten, Bon Ton Cream, French Cream, Star, Hand Made Cream, Premio Cream mixed, O F Horehound Drop, Fancy-In Pails, Gypsy Hearts, Coco Bon Buns, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Quintette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Buns, 20lb pails, Molasses Chews, 15lb. cases, Golden Waffles, Topazols, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Bitter Sweets, ass'd, Brilliant Gums, Crys.60, A. A. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, G. M. Peanut Bar, Hand Made Cr'ns, Cream Buttons, and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, lb. case, Buster Brown Goodies, 30lb. case, Up-to-Date Assmt, Ten Strike Assortment No. 1, Ten Strike No. 2, Ten Strike No. 3, Kalamazoo Specialties, Hanselman Candy Co., Chocolate Maize, Gold Medal Chocolate, Almonds, Chocolate Nugatines, Quaduple Chocolate, Violet Cream Cakes, Gold Medal Creams, pails, Pop Corn, Dandy Smack, 24s, Dandy Smack, 100s, Pop Corn Fritters, 100s 50, Pop Corn Toast, 100s 50, Cracker Jack, Pop Corn Balls, 200s, NUTS-Whole, Almonds, Tarragona, Almonds, Avica, Almonds, California sft shell, new, Brazils, Filberts, Cal. No. 1, Walnuts, soft shelled, Walnuts, Chili, Table nuts, fancy, Pecans med., Pecans, ex. large, Pecans, Jumbos, Hickory Nuts pr bu, Ohio new, Cocoanuts, Chestnuts, New York State, per bu, Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alcant Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice H. P. Jumbo, Choice H. P. Jumbo, Roasted.

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31

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
Londres Grand. 35
Standard 35
Puritanos 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
38 1/4 lb pkg, per case 2 60
16 1/2 lb pkg, per case 2 60

FRESH MEATS

Beef

Carcass 7 @ 9 1/2
Forequarters. 6 @ 7
Hindquarters 8 @ 10
Loins 9 @ 16
Ribs 8 @ 14
Rounds 8 @ 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 @ 8 1/2
Lamb. @ 12

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 B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Godsmark, Dur-
and & Co., Battle Creek;
Fielbach Co., Toledo.



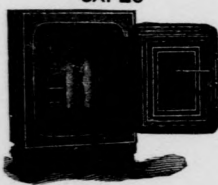
CONDENSED MILK
4 doz. in case

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

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd, doz . 1 20
Knox's Acidu'd, gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

STOCK FOOD

Superior Stock Food Co., Ltd.

\$.50 carton, 36 in box 10.80
1.00 carton, 18 in box 10.80
12 1/2 lb. cloth sacks 84
25 lb. cloth sacks 1.65
50 lb. cloth sacks 3.15
100 lb. cloth sacks 6.00
Peck measure90
1/2 bu. measure 1.80
12 1/2 lb. sack Cal meal .39
25 lb. sack Cal meal .75
F. O. B. Plainwell, Mich.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place Your Business

on a
Cash Basis
by using
our
Coupon Book
System.

We
manufacture
four kinds
of
Coupon Books
and
sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company
Grand Rapids

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St. Detroit, Mich.

Duplicate Sales Books

Or Counter Check

Special Price On First Order

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

Duplicate Credit Books and Cabinets for Grocers.

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

L. H. HIGLEY, Printer
Butler, Ind.

Leading the World, as Usual

LIPTON'S CEYLON TEAS.



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

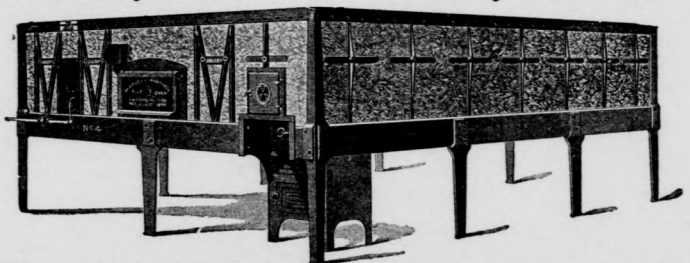
Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., 1/2-lb., 1/4-lb. air-tight cans.

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.

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.

Fixtures Wanted—Three or four Silent Salesmen Show Cases. Also one or two dozen nickel shoe stands. Must be a bargain. W. B. Gregg Co., Onaway, Mich. 538

For Sale—Retail store doing a strictly cash trade of \$25,000 to \$30,000 per year. Profits will average 25% gross, yearly expenses about \$2,500. No old stock. Store is a money maker and it's for sale at fair value. Location in a town of 3,000, a county seat not over sixty miles from Detroit. Address C. J. Bowman, 29 Woodbridge St., W., Detroit, Mich. 537

For Sale—Small stock of groceries and notions, located in the thriving town of Martin, Allegan County. Good reason for selling. Write or enquire of Edward J. Anderson, Plainwell, Mich. 539

Bazaar—New goods, only 10 cent store in hustling manufacturing town of 3,000. Box 633, Boyne City, Mich. 536

Drug stock in hustling town of 600. Invoice \$3,450. Price \$2,500 if taken by June 1st. Fine location and profitable business. Best reasons for retiring. Address X, care Michigan Tradesman. 535

For Sale—House and lot, also blacksmith shop doing good business; reason for selling, poor health. Address A. W. H. Ladewig, Bauer, Mich. 534

Wanted—To rent for term of years, store for general merchandise in good town in Central Michigan. Would purchase small stock to secure location. Address No. 532, care Michigan Tradesman. 532

To Exchange—Fine prairie farming land. Will trade at actual cash value for stock good clean merchandise or hardware. For particulars address E. G. Reinsch, Stuttgart, Ark. 531

For Sale—Clean stock dry goods, shoes and millinery, invoice \$4,000 to \$5,000. Hustling business. Best location in town of 1,300 in Southern Michigan. Sickness reason for selling. Will sell for 80% cash. Address No. 477, care Michigan Tradesman. 477

For Sale—A clean general stock of dry goods, shoes, groceries and provisions. Invoice about \$1,800. R. R. town, population 250. Good farming country. Rent reasonable. Do a cash business. Good reasons for selling. Will sell for cash only. Apply for information. Address Bon Marche, care Michigan Tradesman. 525

For Sale or trade for farm or city property, fine department store, cash trade. It is as good as the best. J. Snyder, 381-385 West Bridge St., Grand Rapids, Mich. 529

For Rent—Fine corner store 18x50, ideal place for drugs. Nothing finer in Grand Rapids. Address No. 530, Michigan Tradesman. 530

Great Bargain—\$6,000 cash or good paper will buy 400 acres fine hardwood timber land; rich soil; in Northeast Arkansas; near two railroads; and a thirty-five horse power circular saw-mill now operating nearby. Land alone is worth the money. Address Dickinson Lumber Co., Paragould, Ark. 523

For Rent—Store room, two floors, 38x90. Suitable for dry goods, clothing, crockery, furniture, etc.; good light, steam heat, best location in Waterloo, Ia. Address Box O, Lagrange, Ill. 522

For Sale—Well established clothing store in hustling town of 10,000 population in Western Pennsylvania; best location; good lease; stock about \$9,000. Other business interests reason for selling. Address Max Tumpson, Connellsville, Pa. 521

For Sale—A stock of dry goods and gents' furnishing goods, in a resort town. Will invoice about \$4,500. Address B. C., care Michigan Tradesman. 528

For Sale—Oldest established grocery business in Mayfield, Ky. Population 5,000. Stock invoiced Jan. 1st, 1905, \$3,000; can reduce to \$2,000 if necessary for purchaser. Sold \$50,000 last year for cash. For particulars address R. D. Robertson, Mayfield, Ky. 526

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 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

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—A Dayton Computing Scale in first-class order, \$35 cash. O. G. Korb, Ely, Minn. 479

Trustee's Sale—(Benefit of creditors) of \$13,000 worth of men's and boys' clothing, furnishing 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

General stocks bought and sold. The Boston Store, Traverse City, Mich. 501

Trustee Sale—The stock of hardware goods lately belonging to W. H. Sease 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

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

Wanted—To buy a meat market in a good town of not less than 400. Address Box 219, Wayland, Mich. 450

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

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

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

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

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—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—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. 835

For Sale—Controlling interest in dry goods, clothing, shoes, ladies' and gents' furnishings store. County seat. Town of 1,500 inhabitants. No large town nearer than 25 miles. Brick store 150 feet deep, cash required, \$9,000 to \$10,000. This is a good thing if you want such a business. No trades. Address No. 467, care Michigan Tradesman. 467

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 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—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

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

\$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. 618

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

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—Young man 15 years' experience in meat market. All references. Address C. 520 Jefferson Ave., Grand Rapids, Mich. 520

Wanted—Situation as manager of grocery or general store. Six years' experience in that capacity. Young married man. All references. Address No. 506, care Tradesman. 506

HELP WANTED.

Wanted—Experienced wash goods and white goods manager and buyer; references and photograph required. A. S. Hickok, Toledo, O. 527

Wanted—Capable salesman to cover Michigan with staple line. High commissions, with advance of \$100 monthly. Permanent position to right man. Jess. H. Smith Co., Detroit, Mich. 524

Wanted—Secretary for mining enterprise; reference; only persons of ability, push and cash need apply. Address at once, Lock Box 291, Lansing, Mich. 533

Cigar Makers Wanted—Bunch makers and rollers. G. J. Johnson Cigar Co., Grand Rapids, Mich. 515

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. 401

Want Ads. continued on next page.

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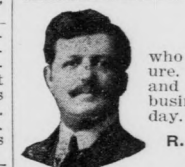
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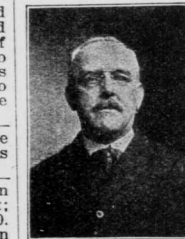
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MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

Manufacturing Matters.

Munising—P. J. McCann, the logging operator, put in 8,000,000 feet of timber during the past season, banking the logs on the Indian River. The drive on that stream is now in progress. Mr. McCann says he expects to peel 9,000 cords of hemlock bark this season.

Pontiac—The Goodell Anchor Fence Post Co. has been incorporated for the purpose of dealing in United States patents. The authorized capital stock of the corporation is \$30,000, all of which has been subscribed and \$500 paid in in cash and \$29,500 in property.

Jackson—The Lusk Foundry Co., Ltd., has been incorporated for the purpose of carrying on a general foundry and machine shop business, with an authorized capital stock of \$10,000, of which amount \$5,450 has been subscribed and \$4,700 paid in in cash and \$750 in property.

Cass City—Landon, Eno & Keating have merged their planing mill and lumber business into a stock company under the style of the Cass City Planing Mill & Manufacturing Co., with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Benton Harbor—A corporation has been formed under the style of the Taylor & Sasgen Manufacturing Co. for the purpose of manufacturing and dealing in agricultural implements. The company has an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

East Jordan—The East Jordan Cooperage Works is in operation again with a full force of men. The main building was burned February 12, destroying all the machinery, valued at \$10,000, and Manager A. M. Haight is being congratulated on having gone ahead with such energy.

Lansing—A corporation has been formed under the style of the Capital Castings Co. for the purpose of manufacturing castings and doing a general foundry business. The authorized capital stock of the company is \$15,000, of which \$8,350 has been subscribed and \$900 paid in in cash and \$7,450 in property.

Munising—John C. Colburn, of Escanaba, will operate the C. H. Worcester Co.'s mill this year and cut 30,000,000 shingles. The logs were secured from the Worcester Co.'s lands near Petrel, in addition to cedar stock purchased along the Munising Railway. Preparations are being made for a large output of ties as well as shingles.

Calumet—The Tioga Lumber Co., a concern controlled by Pennsylvania lumbermen, which has secured a tract of 35,000,000 feet of timber in Marquette and Alger counties, will operate a few crews in the woods this summer in order to get out hemlock and cedar to stock the mill to be erected until January 1, 1906, when hardwoods will be sawed. A considerable quantity of hemlock bark will be peeled.

Ontonagon—The Ontonagon Lumber & Cedar Co.'s mill will be operating full capacity in another week. During the last few months Manager

Hawley has made many repairs and improvements. An enormous crop of logs is on hand, more than enough to keep the mill operating steadily until cold weather shall arrive. Employment will be furnished to nearly 300 men. Three boats are enroute from Buffalo to take cargoes of lumber from the company's yards.

Kenton—The Sparrow-Kroll Lumber Co. is enlarging its lath mill and installing a picket machine, which will utilize much stock that formerly went into fuel. As the season advances the company reports an increase in business. The planing mill has been operated extra time to catch up with orders. A tie-up caused by the wrecking of the Portage Lake bridge cut off copper country business temporarily, but the completion of ferry arrangements allows of resumption of shipments.

Grayling—The two sawmills of Salling, Hanson & Co., one a double band and the other a band and circular, are cutting steadily and will manufacture about 25,000,000 feet this year. The firm has a steady trade and is interested in the mill of the Johannesburg Lumber Co., at Johannesburg, thirty miles distant, and which will cut this year about 12,000,000 feet, and in the plant, at Lewiston, of the Michaelson & Hanson Lumber Co., which will cut about 16,000,000 feet. These concerns have something like 50,000 acres of mixed timber available.

The Grain Market.

The cash wheat market has shown considerable strength the past few days, and we have had a reaction from the low point of about 5 or 6 cents per bushel. There is a better milling demand in all directions. Several of the larger millers report export sales of flour, and practically the first sales on this crop of grain. While the outlook for the growing wheat crop is fine and the acreage large, at the same time there will be very little new wheat to be had within the next seventy or eighty days, and with a fair milling demand we can see no reason for any decline from the present prices this side of the new wheat crop.

The corn market is very firm, cash grain showing an advance of 2 or 3 cents per bushel during the week. The demand for cash corn is very urgent, in fact, trade on ground corn and oat feeds, meal, etc., is unusually good for this time of the year. The export trade on corn is good, shipments having been very heavy for the week, and this has had a good, healthy effect on the bulls.

The trade in oats has been small, they having been firm and weak from time to time, largely in sympathy with other grains. There is undoubtedly a large line of oats still held in farmers' hands, as well as a good, healthy line of options by small speculators throughout the country, and for the present at least it would seem that there would be no harm in keeping fairly even with the market.

L. Fred Peabody.

A full head seldom swells.

Future Captains of Industry.

Every morning on my way to my office I pass a little candy store which is the congregating place for the boys who attend the school in my neighborhood. The other day I heard a very remarkable conversation between two boys. One said: "What are you going to do with your dime?" The other answered: "Spend it for candy, I guess." "All of it?" asked the other. "Sure, it's only a dime. What are you going to get?" "A nickel's worth of candy." "What are you going to do with your other nickel?" "I'm going to put it in my bank and save it."

When I got to my office I sat down with a piece of paper and began to figure. That boy was probably 10 years old. If he saved a nickel every day until he became of age he would have \$171.50. I had never thought it worth while to save these nickels before, but I have known many a time when \$170 would come in very handy. But I had forgotten one thing: If that money was put in a bank it would have been drawing 4 per cent. interest, and would have earned \$54.68 more, making in all \$226.28. If that boy will keep up his plan of putting one-half of all he gets away where it will earn more money for him, he will be one of our captains of industry some day.—Our Boys and Girls.

Magnetic Coupling Device.

A much wider range of application is claimed for a new magnetic coupler and accelerator than that possessed by the friction clutch. The couplings consist of two cast steel rings, one with annular grooves in which the magnetic coil is securely fastened and the other acting as an armature or keeper. A cross section of the two members shows the well known form of the horseshoe magnet and its keeper. Friction and the eddy currents induced in the armature plates by the magnetism of the field are the two components in these clutches, the sum of which is the torque. The induction component is a maximum, dropping off as speed is attained, thus giving a remarkably smooth acceleration, capable of automatic control. In most work an electric contact device for control can be thrown directly across the line, as it is practically impossible to produce a sudden jerk. The device also gives prompt and absolute release regardless of load, cutting out the shaft in rotation, and a two ampere current in the magnetizing coil is sufficient to control a 100 horse power unit at ordinary speed. The device may likewise be used in connection with gear trains to operate machines at different speeds.

That Boy of Yours.

We chaperon our girls and carefully guard them against unworthy boys, but we leave the boy to choose for himself his associates and his achievements.

Girls are naturally winsome, gentle, companionable. They win their way in homes and hearts. But the boy, noisy, awkward, mischievous, is

invited into few homes and feels none too much at home in his own.

He is hungry for companionship and he will have it. You can not chain him away from it. He wants the companionship of boys, and nothing will take its place.

If the rime of selfishness has so incased your heart that the joys and hopes of your boy can not enter into it, the boy is to be pitied, but so are you.

The Milwaukee bank crash is another illustration of the failure of bank directors to direct. The "one man" evil is one which has produced many bank disasters. The directors of the First National Bank of Milwaukee would not have felt obliged to make good the amount of President Bigelow's defalcations had they exercised proper supervision of the bank's affairs.

Edwin Connine, junior member of the firm of D. W. Connine & Son, general dealers at Wexford, was in town Monday to take possession of a touring car he had previously purchased of Adams & Hart. He started home with his purchase Tuesday, accompanied by his wife.

An Illinois judge dismissed a suit against a railroad for the death of a student killed in an accident, holding that no one was dependent upon him and that he was only an expense to his parents. It is wonderful how wise some lawyers become when elevated to the bench.

Homer—Byron S. Snyder has retired from the hardware firm of Snyder & Tillotson. The business will be continued at the same location by Floyd S. Tillotson.

The lust for revenge soon slays the love of righteousness.

Business Wants**BUSINESS CHANCES.**

For Sale—Jewelers' outfit, wrench, tools, material, some jewelry. Cheap for cash. Will take horse for part. Address N. C. Kingsbury, Oakfield Center, Mich. 540

Wanted—Location for exclusive shoe and gents' furnishing store. Population 1,000 to 3,000. Box 33, Capac, Mich. 478

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—Drug store in good manufacturing town of 5,000 inhabitants in Missouri; expenses light; full prices for patents. 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

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

POSITIONS WANTED.

Wanted—Permanent position by dry goods and shoe salesman, young; married, experienced. Best references. Address No. 517, Michigan Tradesman. 517